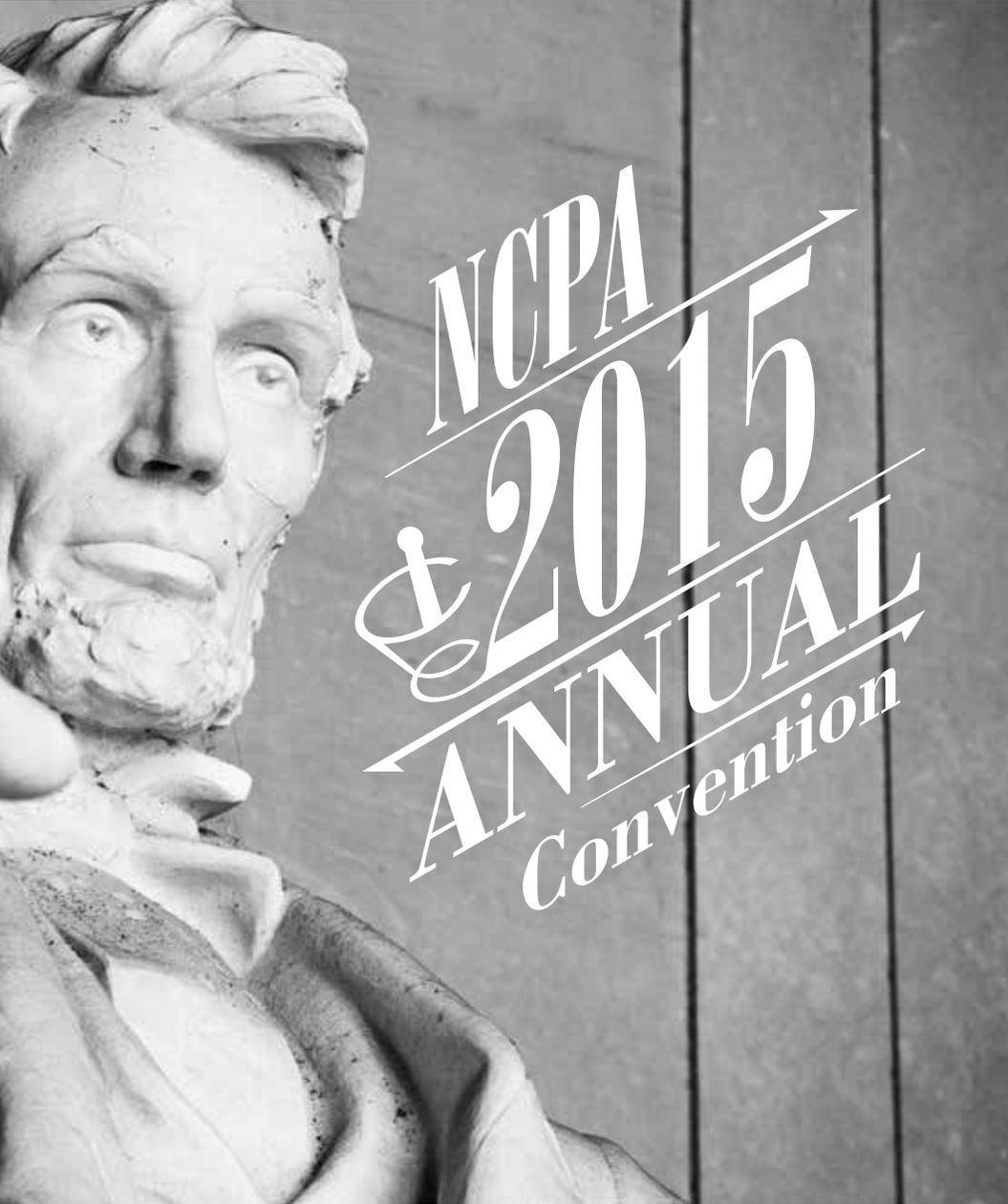




CONVENTION PROGRAM GUIDE

MAKE YOUR BUSINESS HEALTHIER WITH FRESH IDEAS,
DIVERSE CE, AND PEER NETWORKING.



NCPA & 2015 ANNUAL Convention



**Recharge.
Reimagine.
Reinvent.**

#NCPA2015

Gaylord National Resort & Convention Center

OCTOBER 10-14
WASHINGTON, D.C. AREA

www.ncpanet.org/convention



NCPA & 2015 ANNUAL Convention



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National Community Pharmacists Association
100 Daingerfield Road, Alexandria, VA 22314
703-683-8200, www.ncpanet.org

NCPA 2015 Annual Convention
Oct. 10-14, 2015, Gaylord National Resort & Convention Center,
Washington D.C. Area

More information regarding the Annual Convention is available
at www.ncpanet.org/convention.

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LET'S GET STARTED!

Dear Colleagues and Friends of Pharmacy,

Welcome to the NCPA 2015 Annual Convention in National Harbor, Md., and the greater Washington, D.C. region. Thank you for accepting our invitation to: Recharge. Reimagine. Reinvent.

Year after year, attendees tell us that the breadth and depth of our educational programming, the networking opportunities, the exhibiting companies, the general session speakers, and the social events for community pharmacists are second to none. But we can't sit back and neither can you.

New this year, for example, are CE programs on How to Create a Specialty Pharmacy Presence for Your Community Pharmacy, LTC Niches: New and Creative Residential Settings, and Exploring the Expanding Opportunities in Transitions of Care. There are also new profit-boosting, non-auditable ideas to develop niches and grow your number of patients. It's all right here and more in this guide.

The underpinning of this convention is NCPA's commitment to you. NCPA is committed to providing business opportunities for community pharmacists through a combination of pharmaceutical product dispensing in conjunction with patient care that maximizes the appropriate use of the medication. NCPA is committed to developing practical, profitable business solutions. NCPA, as always, is committed to advocacy---zealously championing the interests of community pharmacy in legislative, regulatory, and legal arenas. Our convention programming reflects those values.

Please use this convention guide as a resource to plan the best use of your valuable time in choosing edu-

cational sessions or visiting vendors on the convention floor. The guide includes such helpful sections as convention-at-a-glance, daily programming, convention center floor plans, and a list of exhibitors and their booth numbers. Here are a few more convention tips:

- Share your thoughts and photos on social media during the convention using the hashtag **#NCPA2015**. Follow NCPA on Facebook (facebook.com/commpharmacy), Google+ (ncpanet.org/googleplus), and Twitter (@Commpharmacy) for news and updates.
- Have you downloaded NCPA Mobile yet? It's our free app for smartphones and tablets you can use at the convention and check on the very latest NCPA developments throughout the year.
- Don't forget to pick up a copy of the *Daily News*, NCPA's free and widely distributed convention newspaper. The Monday and Tuesday editions will have general session, award, and candid photos.

I hope you have a great convention—learn a lot, network, have some fun, and recharge, reimagine, and reinvent your business.

Thank you for the great honor of serving as president of the best pharmacy association in the world.

Regards,

John T. Sherrer, RPh
NCPA President 2014–15

OFFICERS AND BOARD OF DIRECTORS



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Lonny Wilson, Oklahoma City, Okla.

GENERAL INFORMATION



CONVENTION LOCATION

The registration area, service desks, offices, educational offerings, exhibit hall, meetings, and all social functions will be located in the Gaylord National Resort & Convention Center. Please consult this program for meeting room locations and times for all official convention activities. Check the *Convention Daily News*, NCPA Mobile and the NCPA Message Board in the registration area each day for updates and last-minute changes.

REGISTRATION

NCPA convention registration is located in the Gaylord National Resort Convention Center, Ballroom Lobby.

Registration will be open during the following hours:

Saturday, Oct. 10 | 7 a.m. – 6 p.m.

Sunday, Oct. 11 | 7 a.m. – 6 p.m.

Monday, Oct. 12 | 7 a.m. – 6 p.m.

Tuesday, Oct. 13 | 7 a.m. – 3 p.m.

METHODS OF PAYMENT

Methods of payment accepted on site include Visa, MasterCard, American Express, Discover, check, or cash.

GUESTS, CHILDREN AND INFANTS

Guests may register at the On-Site Registration counter in the NCPA convention registration area, located in Potomac Ballroom Foyer to receive a name badge to permit them access to the exhibit hall, workshops, symposia meals, and social events.

Non-registered guests may pay a fee of \$100 at the On-Site Registration counter in the NCPA registration area to attend the closing night reception. EXHIBIT HALL ONLY badges are available at the NCPA Registration for \$50 daily.

CHILD CARE ARRANGEMENTS

Please note that NCPA does not encourage the presence of children in educational sessions or the exhibit hall. Children under age 16 must be accompanied by an adult at all times.

To inquire about child care arrangements during the NCPA convention, please check with your hotel concierge, who can provide a list of licensed, bonded Washington, D.C.-area child care organizations and their contact information. Advance reservations are strongly recommended.

INFORMATION DESK

Convention attendees who have questions about sessions, events, hotel, registration, local directions, etc., may do so at the NCPA Information Desk, located in the NCPA convention registration area.



NCPA appreciates the support of the organizations participating in the 2015 Trade Exposition. Don't miss this outstanding opportunity to learn about the latest products and services available to independent community pharmacists.

EXHIBIT HALL LOCATION

The trade exposition is located in the Gaylord National Resort Convention Center Halls 2-5, Level 1.

EXHIBIT HALL HOURS

Saturday, Oct. 10, 7 – 9:30 p.m. |

Opening Reception

Sunday, Oct. 11, 1:30 – 6 p.m. |

Wine and Cheese Reception

Monday, Oct. 12, 12 – 4 p.m. | Buffet Lunch

TRADE EXPOSITION

MAKING THE MOST OF THE EXHIBIT HALL

To many convention attendees, attending a trade show can be confusing and overwhelming. Attendees think about how many exhibitors there are to visit and are afraid of running out of time and not being able to see everyone they want to see. There is a strategy for getting as much as possible out of your time in the exhibit hall. Walking the hall can be extremely tiring; be sure to pack comfortable shoes and clothing, and remember to bring a light carry-all bag for accumulated materials. Following are 10 additional tips that can be helpful:

1. Look at the exhibitor listing in this program guide before the exhibit hall opens, and review the list of exhibitors.
2. Look at the floor plan in the program (Page 60), prioritizing exhibitors you most want to see, one row at a time.
3. Identify “must see” and “want to see” exhibitors and those from whom you can just pick up information if there is not enough time to visit individual booths.
4. Skip overcrowded booths and plan to come back at day's end when traffic is slower.
5. Remember, the exhibit hall will be open for three days. Don't rush through the hall on opening day and miss some excellent opportunities to network. Take your time on Saturday evening, Sunday, and Monday to enjoy all the exhibits.
6. While in the exhibit hall, be sure to leave your contact information with all of the vendors exhibiting products or services in which you are interested. This will allow exhibitors to follow up with you after the convention to keep you informed of valuable information about their products and services.
7. Request that bulky literature or samples be mailed to you, instead of having to carry them home with you.
8. Remember, exhibitors spend time and money to bring you the products and services you need. Be considerate about giveaways: take only items that will benefit you—and only one per person, please!
9. Be sure to thank exhibitors for taking part in the NCPA show, and let them know how glad you are that they participated.
10. Enjoy the exposition. See and enjoy all the new products and services the exhibitors have brought to the NCPA convention.

NCPA MISSION

We are dedicated to the continuing growth and prosperity of independent community pharmacy in the United States.

We are the national pharmacy association representing the professional and proprietary interests of independent community pharmacists and will vigorously promote and defend those interests.

We are committed to high-quality pharmacist care and to restoring, maintaining, and promoting the health and well-being of the public we serve.

We believe in the inherent virtues of the American free enterprise system and will do all we can to ensure the ability of independent community pharmacists to compete in a free and fair marketplace.

We value the right to petition the appropriate legislative and regulatory bodies to serve the needs of those we represent.

We will utilize our resources to achieve these ends in an ethical and socially responsible manner.

SAFETY INFORMATION

Attending NCPA's Annual Convention is a major part of your professional growth and development. A new city, a new hotel, and new people to meet all add up to a stimulating environment away from the routine of your normal life. However, no city is exempt from the problem of crime today. Everyone should know how to respond to an emergency. To ensure that meetings remain educational and fun, we provide the following safety tips to help you enjoy the convention:

CHECKING IN: Use the hotel vault safe deposit service for all valuables; just ask at the front desk. Be careful what you say in the presence of strangers; never reveal your room number or discuss plans for leaving the hotel in a crowded area where you can be overheard.

Ask at the front desk about the neighborhood around the hotel so you know which streets to avoid.

TO AND FROM YOUR ROOM: Look into the elevator carefully before you enter. If you are uncertain of any occupant, wait for the next elevator. Use the peephole in your hotel room door to identify callers before letting them into your room. Call the front desk before letting anyone who claims to be hotel personnel into your room and determine his or her legitimacy before opening the door. Use every locking device on your door—the dead bolt, chain, etc.—when you are in your room. Check carefully to know where the fire exits are located.

STEPPING OUT: Walk with another person when sightseeing or shop-

ping, particularly at night. Carry your wallet in your inside coat pocket, not in your back pocket or purse. Avoid shortcuts and alleys or walkways between buildings. Remain alert at all times, especially in crowded areas. Thieves often operate in pairs. One may bump you while the other is picking your pocket or purse. Beware of people who approach you on the street asking for directions; keep a polite but safe distance.

NAME BADGES: Please remember that you must wear your name badge at all times during convention activities. Your badge is your passport to all educational sessions, exhibits, and social functions. No one will be admitted to any function without an official badge. If you lose your badge, the fee for a replacement will be \$10.

SHOWCASE POLICY/NO SUITCASING

In order to protect our valued exhibitors and their investment in attending the NCPA show, our rules strictly prohibit solicitation, "suitcasing" or "out-boarding" by attendees who transact business at the show or in NCPA show hotels and do NOT have exhibit booths. If any attendee is observed doing such activities they will be asked to leave immediately. Show management must be informed of any hospitality suites, receptions, etc. and expressed consent must be received prior to the event. Please report any violations you may observe to Show Management.

COLLEAGUES IN CONSULTATION

Sunday, Oct. 11 | 2 - 5:30 p.m.

Monday, Oct. 12 | 12:30 - 3:15 p.m.

A convention favorite. Learn from the real world experiences of your peers and industry insiders who have successfully implemented profitable business practices. (See topics on pages 47-48 and 50-51.)

HOUSE OF DELEGATES CREDENTIALS REGISTRATION

Delegates should pre-register and pick up their ribbons at the Credentials desk in the NCPA registration area, located in the Potomac Ballroom foyer.

The Credentials desk will be open during the following hours:

Sunday, Oct. 11 | 1 – 3 p.m.

Potomac Ballroom foyer

Monday, Oct. 12 | 1 – 3 p.m.

Potomac Ballroom foyer

Tuesday, Oct. 13 | 10 a.m. – 12 p.m.

Potomac Ballroom foyer

NCPA MEMBER SERVICES/ BOOKSTORE PAVILION

Visit the NCPA Member Services/Bookstore Pavilion, located in the center of Prince George's Exhibit Hall, and take advantage of the benefits NCPA membership has to offer. Discover how the latest NCPA products and services can help you make your practice a greater success, take advantage of convention discounts, and find out how to use the NCPA website to access your member profile.

NCPA representatives will be available to answer your questions and take orders. Members and non-members are encouraged to come by the booth and talk to staff, learn about NCPA, and find out how to get more involved in the association.

NCPA FOUNDATION/ PARTNERS IN PHARMACY

Celebrating more than 50 years of service, the NCPA Foundation is sponsoring a number of activities and programs during the convention that are designed to advance independent community pharmacy and recognize volunteers, students, pharmacy school faculty, and pharmacists who have exhibited

exemplary leadership or have made exceptional contributions to independent pharmacy. These include the Good Neighbor Pharmacy NCPA Pruitt-Schutte Student Business Plan Competition; fundraising auction; John W. Dargavel Medal Award; Preceptor of the Year Award; NARD Ownership Award; and an awards ceremony honoring Student Chapter of the Year, Outstanding NCPA Faculty Liaison of the Year, and scholarship recipients. **Partners in Pharmacy:** PIP is an auxiliary organization that supports NCPA and the NCPA Foundation. Since 1915, PIP has awarded scholarships to pharmacy students. Stop by the NCPA Foundation booth (#837) in the exhibit hall to learn more about the foundation and PIP.

CONTINUING EDUCATION CREDITS

NCPA is accredited by the Accreditation Council for Pharmacy Education (ACPE) as a provider of continuing pharmacy education. The NCPA Annual Convention will provide up to 18.25 contact hours (1.825 CEUs) of continuing pharmacy education credit. Additional hours can be obtained by participating in pre-convention educational programs. Participants must complete an evaluation of each session attended to receive credit.

Access online CE credit and open new doors to free home study CE, a complete personal CE tracking system, and much more on Pharmacist eLink®!

STEP 1

Go to one of the conveniently located NCPA CE Cyber Cafés (near the registration desk on the Ballroom Level). Log on to www.pharmacistelink.com.

STEP 2

If you are already a registered Pharmacist e-Link user, log in using your username and password. If you are a NEW user, click "Register" to create a FREE Pharmacist e-Link account.

STEP 3

After logging in, click the "Session List" to view the list of convention educational sessions. Submission of your e-Profile ID is required in order to obtain credit for the CE sessions you attended. If you don't have your e-profile ID yet, please go to www.cpemonitor.com and register.

STEP 4

Check the box next to each session attended; you will be required to complete a brief online evaluation.

You will only have 6 weeks to submit your online evaluation for the program. Your CE activity will be submitted to NABP for the CPE Monitor System immediately after the 6-week deadline for the online evaluation submission of the program.

If you experience any difficulty accessing the online evaluation form, there will be NCPA personnel on hand to assist you.

MESSAGES AND ANNOUNCEMENTS

Bulletin boards for general announcements and messages for individual attendees are located in the NCPA convention registration area in the Gaylord National Resort & Convention Center Ballroom Lobby. NCPA encourages convention participants to check the bulletin boards for announcements and messages.

CYBER CAFÉS

Bigger and better than ever! You'll love our larger and more convenient



cyber cafés, located near the NCPA registration area. Convention participants will have ample time to check email messages, explore the NCPA website (www.ncpanet.org), and file CE online.

SPEAKER READY ROOM

Equipment will be available in the Speaker Ready Room, located in Chesapeake 2, for convention presenters to review their PowerPoint slides prior to their presentations. The Speaker Ready Room will be open 8 a.m. – 6 p.m. daily, Saturday, Oct. 10 – Tuesday, Oct. 13.

MEDIA REPRESENTATIVES

The NCPA Press Office, located at the Prince George's Exhibit Hall Registration Desk C on the exhibit hall level, will be open 8 a.m. – 5 p.m., Saturday, Oct. 10 through Tuesday, Oct. 13.

Media representatives should check in at the NCPA registration area, located in the Potomac Ballroom Lobby, to receive the required media credentials. Press releases

and daily activity updates will be provided in the Press Office.

EMERGENCIES

To report an emergency during convention activities, please go to the NCPA convention registration area, located in the Potomac Ballroom Foyer.

LOST AND FOUND

To inquire about lost items, please check at the NCPA registration desk, located in the Potomac Ballroom Foyer.

SMOKING POLICY

Smoking during the NCPA Annual Convention is prohibited in the exhibit area and in all education, meeting, and social function rooms.

CELLULAR PHONES AND PAGERS

To ensure a quiet environment in educational sessions, all cellular phones and pagers should be turned off or set to the vibrate mode. Please leave the workshop area to conduct calls. Thank you for your cooperation.

SUGGESTION POLICY

Please share your comments (whether positive or negative) with us by writing to the NCPA Convention Department, 100 Daingerfield Road, Alexandria, VA 22314. Educational programming concerns will be addressed by NCPA Vice President of Education Barbara Hayward. Full or partial refund requests due to on-site convention concerns must be postmarked by Nov. 13, 2015.

IMPORTANT

On Tuesday, Oct. 13 NCPA will be providing lunch vouchers at the NCPA Registration Desk between 8 a.m. and 12 p.m. Please present your attendee badge to receive your lunch voucher. Only available to registered attendees.

»»»» TAP OUR APP ««««

Stay in the know during the show—download our app, NCPA Mobile!

Receive real-time updates about the convention, join the conversation on Twitter with a built-in feed, find exhibitors and speakers, view the most up-to-date schedules, and quickly navigate the exhibit floor. Play the Mystery Exhibitor App Game (instructions on the next page) for the chance to win big!

Don't delete the app after your convention experience is over – keep it on your phone year-round for updates, news, alerts, and more from NCPA.



To get the free NCPA Mobile app:

iPhone and iPad users—search “NCPA Mobile” on the Apple App Store.

Android users—search “NCPA Mobile” on the Google Play Store.

BlackBerry, Windows Phone, laptop users—visit www.ncpanet.org/app

Or simply scan the QR code above.

NCPA[®] Mobile

PLAY THE MYSTERY EXHIBITOR APP GAME DURING THE TRADE SHOW & WIN BIG!

WHAT WOULD YOU BUY WITH \$1,000?

That decision could be yours to make if you play our Mystery Exhibitor App Game and win!

Participating is fun and easy. All you need is the NCPA Mobile app downloaded onto your smartphone or tablet device. Convention attendees can earn badges at participating exhibitors' booths by unlocking the exhibitor's code word and entering it into the app.

At approximately 5:30 p.m. Sunday and 3:30 p.m. Monday, one participating exhibitor will be chosen at random at the NCPA Pavilion and announced as the Mystery Exhibitor of the day. The Mystery Exhibitor will then draw a name at random from the list of pharmacists who successfully earned and downloaded the Mystery Exhibitor's badge and announce the winner at their booth. The selected winner each day will receive a \$1,000 cash award!

NOTE: This game is open to pharmacist owners/managers and staff pharmacists only; exhibit hall-only passholders are not eligible. Pharmacist must be present in the Exhibit Hall to win.

HOW TO GET STARTED:

- To sign up to play the Mystery Exhibitor App Game, click the menu button in the NCPA Mobile app and click "Login."
- Select "Request a Password" to have your password sent to the email with which you registered for the convention.
- Once you receive in your email a link to set your password, return to the login screen on the app and enter in the email you registered with and the password.

HOW TO PLAY:

- Once you have logged into the app, click "Exhibitors." Scroll through the list or search for a specific exhibitor by company name as you walk the trade show floor. Exhibitors participating in the Mystery Exhibitor App Game will be indicated by signs and floor markers at their booths.
- Once you select a specific exhibitor in the app, the exhibitor's description page will appear. Select the "Check In" button at the top. A pop-up will appear asking for a code. After speaking with the exhibitor and learning more about their company, service, or product, you will receive a code word to enter into the app. (Please note that codes are case-specific; please enter the code exactly as it is given to you.) Enter the code and then press "OK."
- If the code was entered correctly, you will receive the exhibitor's badge in your profile on the app (which can be accessed in the menu).

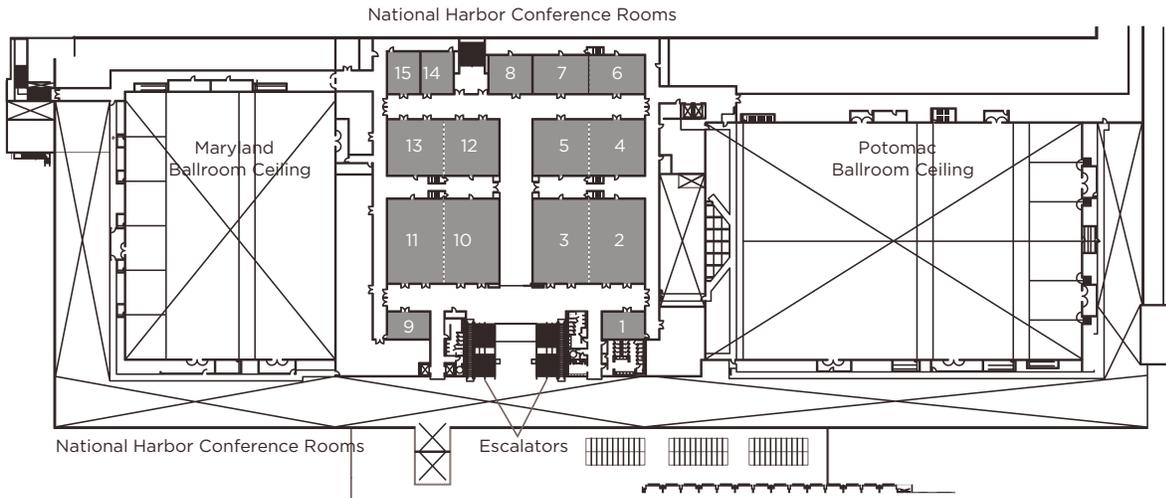
No one will know who the Mystery Exhibitor is each day, so the more booths you visit, the more opportunities you have to earn badges...including the Mystery Exhibitor's badge. Learn more about our varied exhibitors this year with the game and have a little fun, too. Good luck!

THANK YOU TO OUR SPONSORS

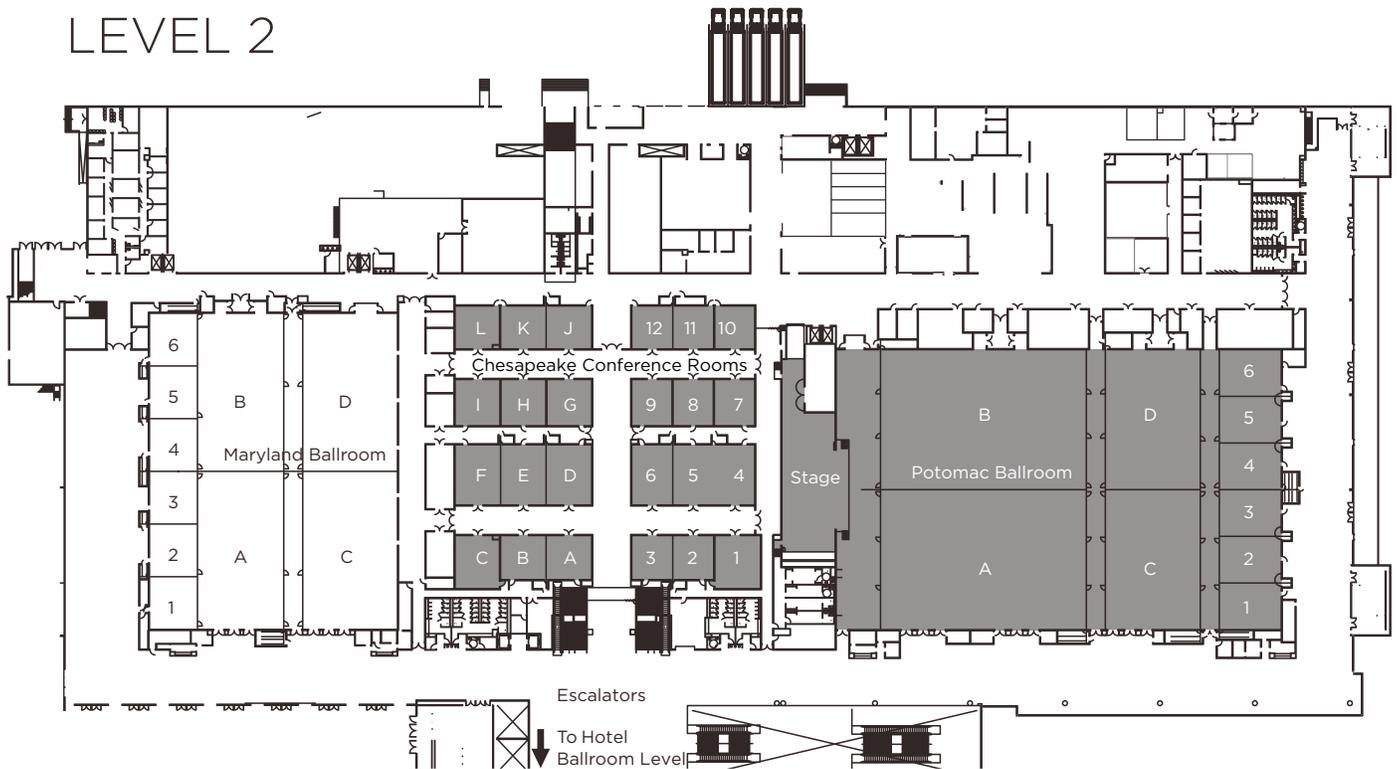


GAYLORD FLOOR PLANS

LEVEL 3



LEVEL 2



DISCOVER OUR NATION'S CAPITAL AND NATIONAL HARBOR



Washington, D.C. is one the most exciting and vibrant cities with visitors coming from around the world to see the iconic images and sites that make history come alive—many just a short ride away from National Harbor, Md. No visit to our nation’s capital is complete without taking in the panoramic views of the National Mall, or visiting one of the city’s numerous historical sites and museums. Here are just a few ideas to get started:

NATIONAL HARBOR ATTRACTIONS

Located just off of I-95 on the Capital Beltway, the National Harbor waterfront is home to more than 150 diverse shops and boutiques and 30+ dining locations, as well as opportunities for kayaking, paddleboarding, and more. Noteworthy attractions include:

CAPITAL WHEEL

Experience the nation’s capital with a view from 180 feet above the Potomac River.

174 Waterfront St. #215, National Harbor, MD

TANGER OUTLETS—NATIONAL HARBOR

Tanger Outlets National Harbor offers the nation’s capital and its visitors the best in outlet shopping, including some 80 brand-name outlets.

6800 Oxon Hill Rd., National Harbor, MD





WASHINGTON, D.C. ATTRACTIONS

Start your D.C. experience with a trip to the two-mile-long National Mall, with more than 30 museums, monuments, and memorials dedicated to aspects of our nation's 239-year history. Stroll this famous green space and explore national treasures such as:

THE WASHINGTON MONUMENT

Built to honor George Washington, the nation's first president, the 555-foot marble obelisk towers over Washington, D.C. Get free same-day tickets at the nearby Monument Lodge (or order online for a small fee).
15th St. & Madison Dr. NW

NATIONAL WORLD WAR II MEMORIAL

Located between the Washington Monument and the Lincoln Memorial, this memorial honors the 16 million who served in the U.S. Armed Forces during World War II.
17th St. & Independence Ave. NW

LINCOLN MEMORIAL

Gaze toward the Reflecting Pool and the Washington Monument from the memorial's wide steps. Once inside, look for the corrected typo in Lincoln's Second Inaugural Address on the north wall, which once read "EUTURE" instead of "FUTURE."
Independence Ave. & Daniel Chester French Dr. SW

THOMAS JEFFERSON MEMORIAL

The 19-foot tall statue of the third U.S. president is surrounded by passages from the Declaration of Independence and other Jefferson writings.
Tidal Basin South End

GETTING THERE

National Harbor offers convenient shuttle access to downtown Washington, D.C. and all major airports (DCA, IAD, and BWI). Water taxi service is available to and from Old Town Alexandria, the National Mall, Nationals Stadium and historic Mount Vernon. National Harbor is connected to the Washington Metrorail system via continuous shuttle service to the King Street Metro Station and the NH-1 MetroBus.

MARTIN LUTHER KING, JR. MEMORIAL

The powerful words from Dr. Martin Luther King, Jr.'s "I Have a Dream" speech endure at the memorial erected in his honor. His 30-foot likeness juts out of the Stone of Hope.
West Basin Drive & Independence Ave. SW

NATIONAL AIR AND SPACE MUSEUM

View famous icons of flight: the original Wright Flyer, the Spirit of St. Louis, SpaceShipOne, the Apollo 11 command module, and a touchable lunar rock. Free.
6th St. & Independence Ave. SW

NATIONAL MUSEUM OF AMERICAN HISTORY

See the greatest single collection of American history in one place, from the original Star-Spangled Banner and Abraham Lincoln's top hat to Dorothy's ruby slippers from "The Wizard of Oz." Free.
14th Street & Constitution Ave. NW

OTHER MUST-SEE ATTRACTIONS IN D.C. INCLUDE:

U.S. CAPITOL & CAPITOL VISITOR CENTER

Under the white dome, senators and representatives meet to shape U.S. policy. Free guided tours are conducted from 8:50 a.m. to 3:20 p.m., Monday through Saturday. Tour passes are required.

East Capitol St. NE & 1st St. NE

NATIONAL ARCHIVES

See the original Declaration of Independence, the Constitution, the Bill of Rights, and more. Free.

7th & 9th Streets, NW, with entrances on Pennsylvania & Constitution Aves.

FORD'S THEATRE

The site of Abraham Lincoln's assassination, Ford's Theatre is a working theater, historical monument, world-class museum, and learning center.

511 10th St. NW

INTERNATIONAL SPY MUSEUM

Adopt a cover, see tools of the spy trade and meet James Bond villains. Also, go on a mission in "Spy in the City" or "Operation Spy!"

800 F St. NW

SMITHSONIAN NATIONAL ZOOLOGICAL PARK

One of the nation's oldest zoos, this 163-acre park houses approximately 1,800 animals representing 300 species, including the famous giant pandas Mei Xiang, Tian Tian, and Bao Bao. Free.

3001 Connecticut Ave. NW



VIRGINIA ATTRACTIONS

Cross the Potomac for more notable attractions while you're in town.

ARLINGTON NATIONAL CEMETERY

Witness time-honored ceremonies, take in the scenic landscapes and grounds, wander through the headstones and monuments, and reflect on those who have served our nation.

Memorial Ave., Arlington, VA

U.S. MARINE CORPS WAR MEMORIAL

Salute the statue of the iconic flag-raising at Iwo Jima and admire the D.C. skyline.

Marshall Drive, Arlington, VA

GEORGE WASHINGTON'S MOUNT VERNON

Discover the man and the ideas that founded a nation at Mount Vernon. Explore the mansion, gardens, museum and more. Open daily.

*3200 Mount Vernon Memorial Hwy. (south end of GW Pkwy.)
Mount Vernon, VA*

OLD TOWN ALEXANDRIA

Explore the heart of the city George Washington called home. Today Old Town's cobblestone streets and red brick sidewalks are home to the city's best restaurants, arts events, shopping, and historic attractions. The National Harbor Water Taxi (www.potomacriverboatco.com/national-harbor.php) offers trips to and from the Gaylord National Resort to Old Town Alexandria every hour.

King Street, Alexandria, VA

STABLER-LEADBEATER APOTHECARY MUSEUM

A family business founded in 1792 and operated in its location from 1805 until 1933, the museum represents one of Alexandria's oldest continuously run businesses and boasts a remarkable collection of herbal botanicals, hand-blown glass, and medical equipment.

*105-107 South Fairfax Street
Alexandria, VA*

HOUSE OF DELEGATES AGENDA



TUESDAY, OCTOBER 13, 2015

4:45 p.m. Call to Order,

NCPA Immediate Past President Mark Riley

Invocation,

DeAnn Mullins, Chairman

Report of the Board of Directors,

DeAnn Mullins, Chairman

Report of the NCPA Foundation,

Sharlea Leatherwood, NCPA Foundation President

Report of the Committee on Credentials,

William L. Scharringhausen, Chairman

Report of the Committee on Compounding,

Kristen Riddle, Chairman

Report of the Committee on Long-Term Care,

Jeff Harrell, Chairman

Report of the Committee on Management and Multiple Locations,

Mike Kim, Chairman

Report of the Committee on National Legislation and Government

Affairs, Hugh Chancy, Chairman

Report of the Committee on Pharmacy Payment Programs,

Jeff Carson, Chairman

Report of the Committee on Professional Practice Affairs,

Lea Wolsoncroft, Chairman

Report of the Committee on State Legislation,

Justin Wilson, Chairman

Report of the Committee on Technology and Communications,

Christian Tadrus, Chairman

NEW BUSINESS

Report of the Committee on Resolutions,

William Osborn, Chairman

Report of the Committee on Nominations,

Lonnie Hollingsworth, Chairman

Election and Installation of Newly Elected Officers,

Administration of Oath of Office to New Officers by Immediate Past President Mark Riley

Introduction of New 5th Vice President,

TBD

Remarks of New Vice President,

TBD

Introduction of 2015-2016 President,

Donald Arthur III

Acceptance Address,

Bradley J. Arthur

SPECIAL ANNOUNCEMENTS

Adjournment

Concluding the NCPA 2015 Annual Convention

PROGRAMMING AT-A-GLANCE

THURSDAY, OCTOBER 8, 2015

TIME	TITLE	ACPE NUMBERS	LOCATION
8 a.m. – 5:15 p.m.	High Performance Strategies for LTC Pharmacies (Sponsored by Pharmacists Mutual Companies)	# 0207-0000-15-019-L04-P # 0207-0000-15-019-L04-T	National Harbor 11
10 a.m. – 6:45 p.m.	Ownership Workshop (Sponsored by McKesson)	CE information is provided in handouts	National Harbor 3

FRIDAY, OCTOBER 9, 2015

TIME	TITLE	ACPE NUMBERS	LOCATION
7:30 a.m. – 5 p.m.	High Performance Strategies for LTC Pharmacies (Sponsored by Pharmacists Mutual Companies)	# 0207-0000-15-019-L04-P # 0207-0000-15-019-L04-T	National Harbor 11
7 a.m. – 7:45 p.m.	Ownership Workshop (Sponsored by McKesson)	CE information is provided in handouts	National Harbor 3
8 a.m. – 6 p.m.	Front-End Profit Building Seminar	# 0207-0000-14-070-L04-P # 0207-0000-14-070-L04-T	Potomac 1-2
8 a.m. – 6 p.m.	Pharmacy-Based Immunization Delivery Certificate Training Program (An APhA Program)	# 0202-0000-14-003-L01-P	Potomac 5-6

SATURDAY, OCTOBER 10, 2015

TIME	TITLE	ACPE NUMBERS	LOCATION
7 a.m. – 1:30 p.m.	Ownership Workshop (Sponsored by McKesson)	CE information is provided in handouts	National Harbor 10
8 – 9 a.m.	Drug Supply Chain Security Act: Update	# 0207-0000-15-101-L04-P # 0207-0000-15-101-L04-T	Chesapeake 4/5/6
8 – 9 a.m.	Community Pharmacy Technology Seminar: Mobile Health and Remote Monitoring in the Pharmacy	# 0207-0000-15-103-L04-P # 0207-0000-15-103-L04-T	Chesapeake 7/8/9
8 a.m. – 1:30 p.m.	Selling Your Pharmacy: Planning for Success Seminar	# 0207-0000-15-100-L04-P # 0207-0000-15-100-L04-T	Chesapeake 10/11/12
8 a.m. – 4:30 p.m.	Opportunities in Dermatology (Sponsored by PCCA)	# 0207-0000-15-102-L01-P # 0207-0000-15-102-L01-T	National Harbor 2
	Opportunities in Ear, Nose, and Throat (Sponsored by PCCA)	# 0207-0000-15-109-L01-P # 0207-0000-15-109-L01-T	
9 – 10 a.m.	Community Pharmacy Technology Seminar: Physical and Cyber Security	# 0207-0000-15-104-L04-P # 0207-0000-15-104-L04-T	Chesapeake 7/8/9
10 – 11 a.m.	Community Pharmacy Technology Seminar: Pharmacists' Role in Health IT and Health Information Exchanges Pharmacy HIT/HIE	# 0207-0000-15-106-L04-P # 0207-0000-15-106-L04-T	Chesapeake 7/8/9

SATURDAY, OCTOBER 10, 2015 (CONTINUED)

TIME	TITLE	ACPE NUMBERS	LOCATION
11 - 11:45 a.m.	Community Pharmacy Technology Seminar: MTM Documentation for Patient Care and Payment	# 0207-0000-15-107-L04-P # 0207-0000-15-107-L04-T	Chesapeake 7/8/9
11:45 a.m. - 12:15 p.m.	Community Pharmacy Technology Seminar: Update on e-Prescribing for Non-Controlled and Controlled Substances (EPCS)	# 0207-0000-15-108-L04-P # 0207-0000-15-108-L04-T	Chesapeake 7/8/9
12 - 1:30 p.m.	Product Theater Lunch: Pneumococcal Disease in Adults 65+: Keeping Vaccination in Focus (Sponsored by Pfizer) (Non-CE)		Chesapeake 4/5/6
1:30 - 3 p.m.	Turning your Community Pharmacy into a Health Care Destination	# 0207-0000-15-110-L04-P # 0207-0000-15-110-L04-T	Chesapeake 10/11/12
1:30 - 3 p.m.	Basic Building Blocks for Long-Term Care	# 0207-0000-15-111-L04-P # 0207-0000-15-111-L04-T	National Harbor 10
1:30 - 3 p.m.	Compounding for Pain Management—How to Turn Turmoil Into Opportunity (Sponsored by Medisca, Inc.)	# 0207-0000-15-105-L04-P # 0207-0000-15-105-L04-T	Chesapeake 7/8/9
3 - 4:30 p.m.	NCPA Advocacy Center, Regulatory and State Government Affairs Update	# 0207-0000-15-112-L03-P # 0207-0000-15-112-L03-T	National Harbor 10
3 - 4:30 p.m.	How to Build the Value of Your Investment for Retirement and Protect Your Legacy for the Future	# 0207-0000-15-113-L04-P # 0207-0000-15-113-L04-T	Chesapeake 7/8/9

SUNDAY, OCTOBER 11, 2015

TIME	TITLE	ACPE NUMBERS	LOCATION
6:30 - 7:30 a.m.	Revenue Building Breakfast (Non-CE)		Potomac C
7:30 - 9 a.m.	Revenue Focused and Pharmacy Ready (Non-CE) Nickels and Dimes—8 Small Things That Add Up to Real Money Series		National Harbor 2
7:30- 9 a.m.	Revenue Focused and Pharmacy Ready (Non-CE) Profit Opportunity for Pharmacy—the Family Pet Niche		National Harbor 3
7:30 - 9 a.m.	Revenue Focused and Pharmacy Ready (Non-CE) Vitamins and Supplements—Profit and Patient Care Opportunity		National Harbor 10
7:30 - 9 a.m.	Revenue Focused and Pharmacy Ready (Non-CE) Advances in Long-Term Care Technology: The Latest and Greatest to Give Independents an Edge		National Harbor 11
11:30 a.m. - 1:30 p.m.	Luncheon Symposium: How to Find New Patients and Make Them Loyal to Your Community Pharmacy	# 0207-0000-15-114-L04-P # 0207-0000-15-114-L04-T	Potomac C
11:30 a.m. - 1:30 p.m.	Product Theater Lunch: Strategies for Effective Weight Management (Sponsored by Novo Nordisk) (Non-CE)		National Harbor 10
11:30 a.m. - 1:30 p.m.	Product Theater Lunch: Staff Training: Drive Profits and Increase Productivity by Utilizing Your Most Important Asset—Your Staff (Sponsored by AmerisourceBergen) (Non-CE)		National Harbor 3
11:30 a.m. - 1:30 p.m.	Product Theater Lunch: How to Cut Your Taxes and Become More Efficient (Sponsored by Tax Saving Professionals) (Non-CE)		National Harbor 11
6:30 - 8 p.m.	Product Theater Dinner: Understanding the Role of VASCEPA (Icosapent ethyl) as Add-on to Statins in Patients with Persistent High Triglyceride Levels (≥ 200 to < 500 mg/dL) (Sponsored by Amarin Pharma, Inc.) (Non-CE)		National Harbor 10

MONDAY, OCTOBER 12, 2015

TIME	TITLE	ACPE NUMBERS	LOCATION
7 – 8 a.m.	Front-End Overhaul Breakfast (Non-CE)		Potomac C
8 – 9:30 a.m.	How to Get More Front-End Revenue: Quality Punch List for Merchandising and Marketing	# 0207-0000-15-116-L04-P # 0207-0000-15-116-L04-T	National Harbor 2
8 – 9:30 a.m.	How to Create a Specialty Pharmacy Presence for Your Community Pharmacy	# 0207-0000-15-118-L04-P # 0207-0000-15-118-L04-T	National Harbor 3
8 – 9:30 a.m.	Expanding Immunization Opportunities—Travel Immunizations and the Complementary Products that Bring Greater Profits and Customer Satisfaction	# 0207-0000-15-117-L04-P # 0207-0000-15-117-L04-T	National Harbor 10
8 – 9:30 a.m.	Profit Mastery: It's All About Gross Margin—the Primary Controllable Profit Drivers (Sponsored by PCCA)	# 0207-0000-15-115-L04-P # 0207-0000-15-115-L04-T	National Harbor 11
4 – 6 p.m.	The Clinical Community Pharmacy—The Journey Continues (Sponsored by Merck)	# 0207-0000-15-120-L04-P # 0207-0000-15-120-L04-T	National Harbor 2
4 – 5:30 p.m.	Disaster Strikes: Now What? (Sponsored by Pharmacists Mutual Foundation)	# 0207-0000-15-119-L04-P # 0207-0000-15-119-L04-T	National Harbor 3
4 – 5:30 p.m.	Compounding Legal, Regulatory & Quality Practice Update: What Pharmacies Need to Know Now	# 0207-0000-15-122-L03-P # 0207-0000-15-122-L03-T	National Harbor 10
4 – 5:30 p.m.	LTC Legislative/Regulatory Update: State of the Industry	# 0207-0000-15-121-L03-P # 0207-0000-15-121-L03-T	National Harbor 11
6:30 – 8 p.m.	Product Theater Dinner: Independent Retailing Excellence: The Right Product at the Right Place at the Right Price (Sponsored by AmerisourceBergen) (Non-CE)		Potomac 4/5

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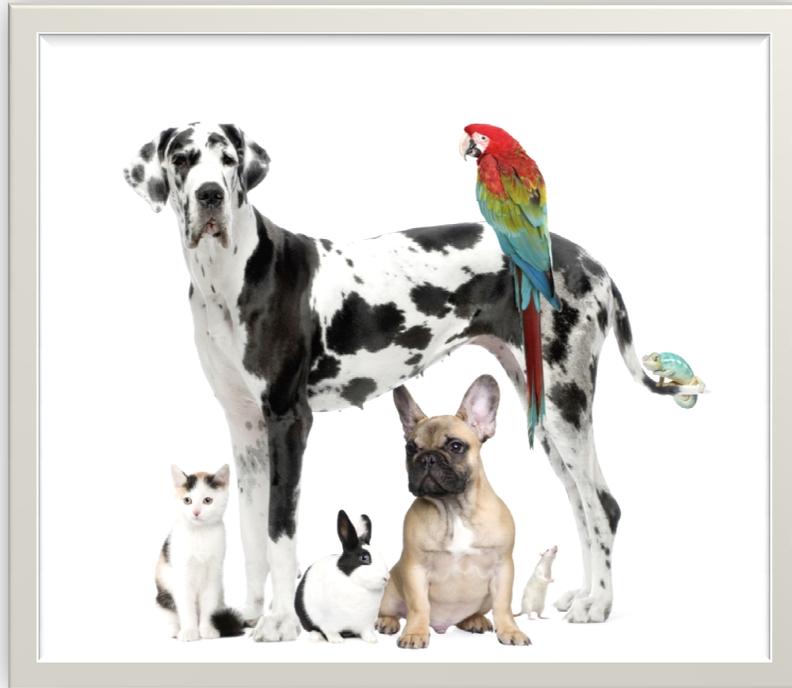
TUESDAY, OCTOBER 13, 2015

TIME	TITLE	ACPE NUMBERS	LOCATION
7 – 8 a.m.	Product Theater Breakfast: Opportunities for the Pharmacy: Compounding, Innovation, and Nutrition—Niche Plus Patient Care Equals Profit (Sponsored by PCCA) (Non-CE)		Potomac 4
8 – 9:30 a.m.	Benefit from Patient Care Opportunities in Diabetes (Sponsored by Merck)	# 0207-0000-15-124-L04-P # 0207-0000-15-124-L04-T	National Harbor 2
8 – 9:30 a.m.	Transitioning the Ownership of an Independent Pharmacy—Options for Current Owners and Prospective Buyers	# 0207-0000-15-139-L04-P # 0207-0000-15-139-L04-T	National Harbor 3
8 – 9:30 a.m.	Opportunities and Reimbursement Models for the Community Pharmacist in Primary Care Partnerships	# 0207-0000-15-126-L04-P # 0207-0000-15-126-L04-T	National Harbor 10
8 – 9:30 a.m.	LTC Niches: New and Creative Residential Settings	# 0207-0000-15-123-L04-P # 0207-0000-15-123-L04-T	National Harbor 11
9:45 – 11:15 a.m.	Thriving in the Business of Nutrition	# 0207-0000-15-130-L04-P # 0207-0000-15-130-L04-T	National Harbor 2
9:45 – 11:15 a.m.	Exploring the Expanding Opportunities in Transitions of Care (Sponsored by Merck)	# 0207-0000-15-129-L04-P # 0207-0000-15-129-L04-T	National Harbor 3
9:45 – 11:15 a.m.	How to Be Prepared When the DEA Comes Knocking on Your Pharmacy Door	# 0207-0000-15-128-L04-P # 0207-0000-15-128-L04-T	National Harbor 10
9:45 – 11:15 a.m.	<i>NCPA Digest</i> , Sponsored by Cardinal Health: A Guide to Improved Pharmacy Practice (Sponsored by Cardinal Health)	# 0207-0000-15-127-L04-P # 0207-0000-15-127-L04-T	National Harbor 11
11:30 a.m. – 1 p.m.	How to Safeguard Your Pharmacy from Audits—A Team Approach	# 0207-0000-15-131-L04-P # 0207-0000-15-131-L04-T	National Harbor 2
11:30 a.m. – 1 p.m.	Rethink Pharmacy: Hiring a Clinical Pharmacist to Expand Your Opportunities (Sponsored by Merck)	# 0207-0000-15-132-L04-P # 0207-0000-15-132-L04-T	National Harbor 3
11:30 a.m. – 1 p.m.	Essential Oils: A New Opportunity for Front-End Profits	# 0207-0000-15-133-L04-P # 0207-0000-15-133-L04-T	National Harbor 10
11:30 a.m. – 1 p.m.	Managing the Clinical Aspects of Long-Term Care Pharmacy	# 0207-0000-15-134-L04-P # 0207-0000-15-134-L04-T	National Harbor 11
1 – 2:30 p.m.	New Options for the PCCA Member: Innovations in Compounding Lunch (Sponsored by PCCA) (Non-CE)		Potomac 5/6
2:45 – 4:15 p.m.	All Hands on Deck: Using Your Pharmacy Team to Build Your Patient Services (Sponsored by Merck)	# 0207-0000-15-135-L04-P # 0207-0000-15-135-L04-T	National Harbor 2
2:45 – 4:15 p.m.	DEA Update 2015	# 0207-0000-15-137-L04-P # 0207-0000-15-137-L04-T	National Harbor 10
2:45 – 4:15 p.m.	Process and Quality Improvement: How to Improve Your Efficiencies in the LTC World	# 0207-0000-15-136-L04-P # 0207-0000-15-136-L04-T	National Harbor 11
2:45 – 4:15 p.m.	Top 10 Recent Legal Developments Impacting Community Pharmacy Practice	# 0207-0000-15-125-L04-P # 0207-0000-15-125-L04-T	National Harbor 3

WEDNESDAY, OCTOBER 14, 2015

TIME	TITLE	ACPE NUMBERS	LOCATION
9 a.m. – 12 p.m.	Creating, Telling, and Selling Your Value Story	# 0207-0000-15-138-L04-P # 0207-0000-15-138-L04-T	National Harbor 10/11

NEED SOME NEW CUSTOMERS?



They Are Already Living in Your Market Area – At Home With Your Existing Customers!

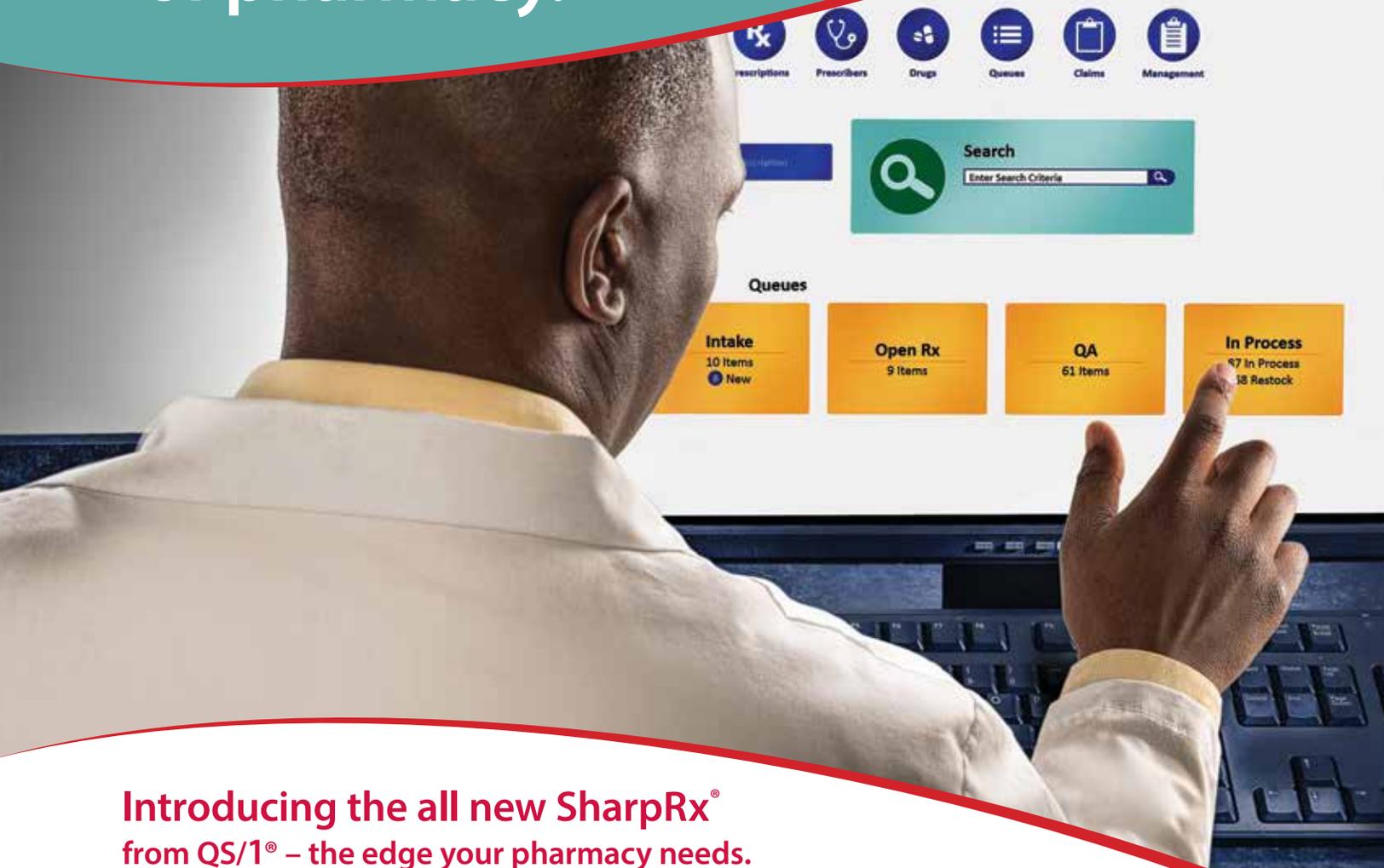
- ✓ Enter a New Pharmacy Market – Sell Animal Prescription & OTC products directly from your pharmacy!
- ✓ 68% of US Households (your customers) own a pet! Help them buy pet meds from their trusted pharmacist – you!
- ✓ The monopoly of the vet selling animal prescriptions has changed! 37 states have changed their laws and the AVMA has modified their Vet Code of Ethics accordingly!
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- ✓ We provide a virtual warehouse of pet medicines and products right at your register!
- ✓ Take the order at your window with existing staff – our web interface makes it easy!
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Strategies for Effective Weight Management

Novo Nordisk invites you to join our expert faculty and your colleagues for this exciting NON-CE educational event.

In conjunction with the National Community Pharmacists Association



Build your practice on the science of obesity

Date: Sunday, October 11, 2015

Time: 11:30 AM – 1:30 PM

Location: Gaylord National Harbor Resort & Convention Center
National Harbor 10
National Harbor, Maryland

Plan to arrive early to reserve your seat. Space is limited.

Objectives

- Review the chronic nature of obesity
- Discuss effective weight management strategies
- Examine the clinical benefits of targeted appetite regulation via the glucagon-like peptide-1 (GLP-1) pathway in improving weight loss in patients affected by overweight or obesity

Faculty

Dhiren K. Patel, PharmD, CDE, BC-ADM, BCACP
Associate Professor of Pharmacy Practice
MCPHS University
Boston, Massachusetts

Agenda

11:30 AM – 11:45 AM	Registration
11:45 AM – 12:00 PM	Welcome and Introduction
12:00 PM – 1:15 PM	Scientific Presentation
1:15 PM – 1:30 PM	Questions and Answers Session

Lunch will be served^a

This is a promotional medical education presentation; it will not be certified for continuing pharmacy education credit.

This program is sponsored by Novo Nordisk.



Focused on patient care & scientific innovation

^aDue to certain state laws and regulations, if you: (1) have a license to provide health care in Minnesota or Vermont or (2) are a member of a Medication Advisory Committee in the District of Columbia, please do not partake in any food and/or beverages available at this program. We appreciate your understanding and apologize for any inconvenience this may cause.

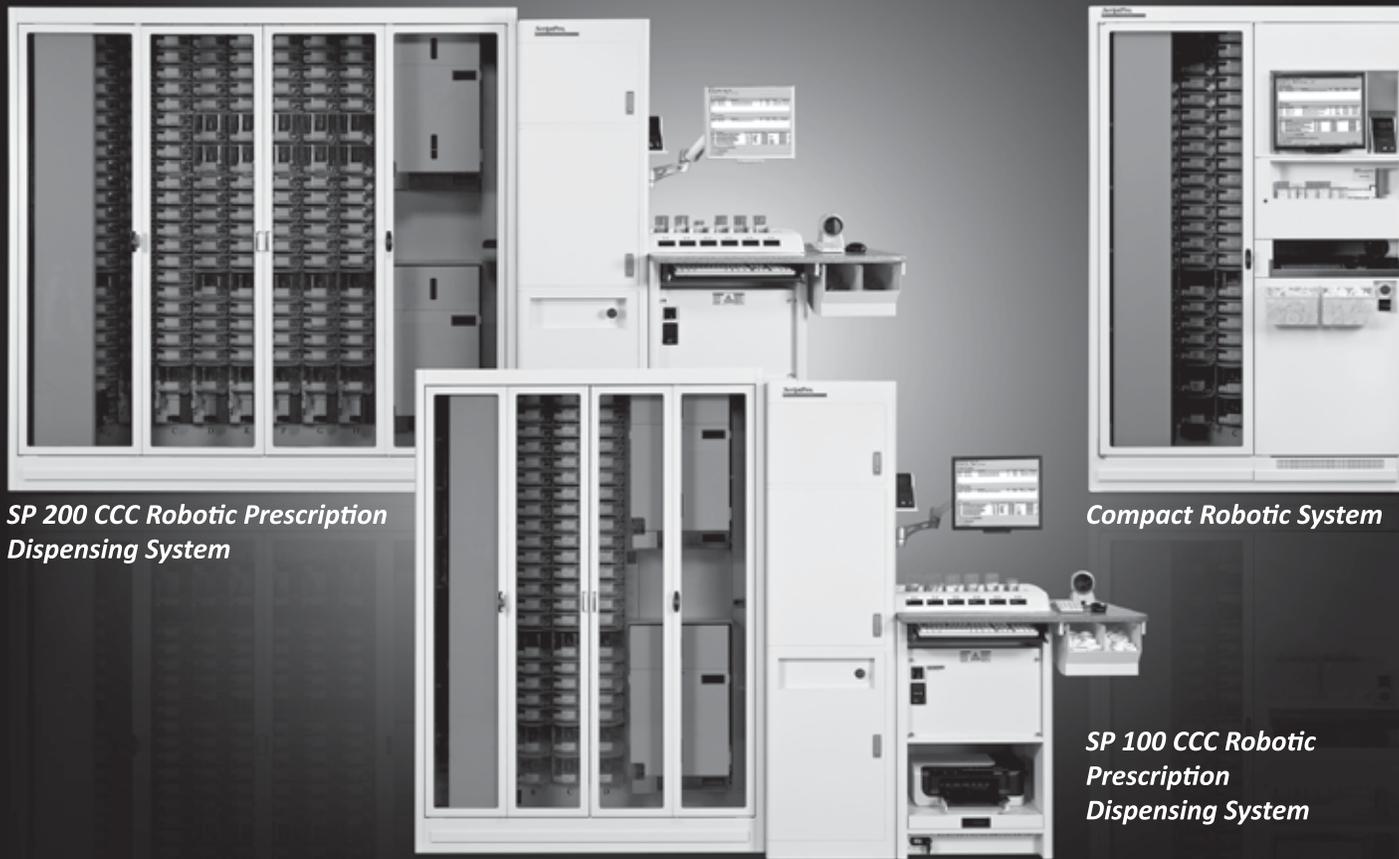
In accordance with PhRMA Code on Interactions with Health Care Professionals, attendance at this educational program is limited to health care professionals. Accordingly, attendance by guests or spouses is not appropriate and cannot be accommodated.

This Product Theater is a promotional activity and is not approved for continuing educational credit. The content of this Product Theater and opinions expressed by the presenters are those of the sponsor or presenters and not that of the National Community Pharmacists Association.

This lunch and the content of the product theater are the sole responsibility of Novo Nordisk Inc.

This is a NON-CE educational event. CE credit will not be available for this session.

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Drug Name: IRS Anti-Depressant, Cash Coagulant

Indications: Serious Financial Bleeding. High income resulting in possible financial delusion.

How To Use This Prescription: Quarterly to stabilize Payroll Tax Complications. Monthly to improve cash savings.

Refills: Until taxes are significantly reduced. Patient symptoms, including sleepless nights, excessive tossing and turning, are diminished or eliminated completely.

Use By: April 15th

Warnings/Symptoms: If Pharmacist is paying too much taxes, may cause irritability, anxiety, nausea, vomiting, hives, itching, high blood pressure, depression.

Avoid: Under reporting expenses, over reporting income, not taking uncommon but allowable deductions. Avoid alcohol and tax advisers unable to significantly reduce patients' taxes.

Vehicular Warning: With proper consultation, Patient will only operate extremely expensive automotive machinery.

Quantity of Drug Prescribed:
Consult with Tax Saving Professionals as necessary.

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Your Tax Bill by 50%
Make You Feel Better?
Yeah, We Thought So!**

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Consultant.



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Designed to enhance flow rates and reduce dosage force



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For patients regardless of body mass index^b

^aAs of September 2015.

^bInjection technique, including skin folding, should be individualized.

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DAILY PROGRAMMING



THURSDAY, OCTOBER 8, 2015

8 A.M. – 5:15 P.M.

High Performance Strategies for LTC Pharmacies, Sponsored by Pharmacists Mutual Companies

Additional registration fee applies National Harbor 11

ACPE # 0207-0000-15-019-L04-P

ACPE # 0207-0000-15-019-L04-T

14.75 contact hours (1.475 CEUs)

Activity Type: Application-Based

Learn about the new trends in transitional care for the patient-centric pharmacy market and find out how to use quality measures data to achieve a five-star quality rating for your pharmacy.

Whether you're new to long-term care or have been practicing in the industry for years, you're

guaranteed to learn new ideas at High Performance Strategies for LTC Pharmacies, such as how to solicit new business and manage interactions between your pharmacy and client facilities.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Give a current market analysis of long-term care (LTC), pharmacy home, and adherence markets and discuss the demographics.
2. Compare and contrast patient-centric care in the changing health care markets.
3. Outline trends in transitional care for the patient-centric pharmacy market.
4. Illustrate how the future trends in senior care affect the current pharmacy model and what

adaptations to the model are needed for success in the future.

5. Discuss the impact pay-for-performance is having on health care markets today.
6. Design an effective inventory management policy and team for operation of a patient-centric pharmacy.
7. Discuss the role of the group purchasing organization in the LTC/patient-centric business.
8. Analyze decision-making criteria to select the appropriate features in a pharmacy management system that will best suit your pharmacy.
9. Compare and contrast prescription packaging and distribution systems.

10. Prepare a storyboard that can be used to identify workflow efficiencies and train staff.
11. Relate the application of quality measures data to the areas in which the consultant pharmacist in the LTC facility can assist the facility to achieve a five-star quality rating.
12. Create a patient-centric pharmacy program that raises adherence and encourages collaborative practice.
13. Discuss the quality strategy for long-term care and assisted living facilities.
14. Plan a vaccine administration clinic for an LTC facility.
15. Create pharmacy home and universal medication scheduling programs.
16. Discuss the various pricing formulas and their impact.
17. Develop a corporate policy to address payment issues with contracted facilities.
18. Create a comprehensive checklist for preparing a proposal to solicit new business in every care model; transitional care, home health care, skilled nursing, assisted living, and hospice.
19. Design a communications plan for managing interactions between your LTC pharmacy and client facilities.
20. Analyze your LTC pharmacy business for aspects that differentiate you from the competition and design a marketing concept to create market awareness.

Speaker: Patty Crawford, Consultant, Richmond, Virginia

10 A.M. – 6:45 P.M.

Ownership Workshop

Sponsored by McKesson

Additional registration fee applies

National Harbor 3

CE information is provided in handouts

The Pharmacy Ownership Workshop will assist pharmacists in the development of tools that will guide them in pharmacy ownership and enhance their current management skills. The topics covered in the program include: developing and maintaining a successful pharmacy practice; creating a successful pharmacy business plan; planning for successful growth; business owner roles, responsibilities, and management styles; comprehensive business start-up checklist; financial planning for a successful practice; understanding the loan approval process; determining your pharmacy's financing needs; how to market your pharmacy practice; assessing technology needs for the pharmacy; legal and accounting advice for the beginning owner; business experiences of an owner/past workshop grad; and floor planning, pricing strategies, and product placement.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Describe the characteristics of people most likely to succeed in business.
2. Describe the component parts of a business plan.
3. Discuss how to write a business plan for the establishment or purchase of a community pharmacy.
4. Discuss why a business plan is needed for a pharmacy.
5. Describe how to determine an equitable selling/purchase price for a community pharmacy.
6. Discuss the steps to establish a junior partnership.
7. Determine which factors will affect the price of the pharmacy.
8. Describe one pharmacist's challenges to pharmacy ownership and steps to overcome them.

9. Outline three key strategies to assist with moving from pharmacy management into pharmacy ownership.
10. Discuss how expansion into niche services can increase financial success of a new pharmacy.
11. Identify key features of store layout.
12. Describe how layout affects traffic flow.
13. Discuss the impact on profitability of a poorly designed layout.
14. Explain the dynamic relationships that exist between the balance sheet and income statement.
15. Outline how to use financial analysis as a tool to improve profits and increase cash flow.
16. Discuss a pharmacy's financing needs.
17. Explain the dynamic relationships that exist between the balance sheet and income statement.
18. Outline how to use financial analysis as a tool to improve profits and increase cash flow.
19. Discuss a pharmacy's financing needs.
20. List and define the licensure requirements to open or transfer a pharmacy.
21. Identify the details to close a pharmacy and the local, state, and federal agencies that must be dealt with to close a transaction.
22. Discuss the implications of third party payer contracts that can impact on the acquisition of a pharmacy.
23. List the protections that SBA loans afford the buyer and seller.
24. Discuss borrower eligibility for SBA loans.
25. Describe the SBA loan process from application to settlement.
26. List the pros and cons for each of the corporate structures.

27. Discuss the important components of the financials that need to be prepared for a business loan package.
28. Discuss the different areas where pharmacy technology can improve efficiency of pharmacy operations.
29. Outline budgeting needs for the incorporation of pharmacy technology systems into your business plan.
30. Discuss how to phase in technology as the business grows.
31. Describe the importance of advisors to the community pharmacy owner.
32. Discuss how to select an advisor.
33. Explain which legal documents may be involved with the transfer of ownership.
34. Identify key legal documents used in the purchase or sale of a pharmacy.
35. Discuss terms that protect both the buyer and seller.
36. Outline key components of a buy/sell agreement for partners in a pharmacy.
37. Discuss how an accountant can assist pharmacy owners during the start of a new pharmacy or the acquisition of an existing pharmacy.
38. Discuss how an attorney can protect pharmacy owners during the start of a new pharmacy or the acquisition of an existing pharmacy.
39. Outline the small business resources available to pharmacy owners.
40. List pharmacy measures in the star rating system and discuss operational best practices.
41. List and describe the four cornerstones of marketing.
42. Describe the key aspects of marketing within an immediate trading area (ITA).
43. Discuss the importance of reach and frequency.
44. Identify the “must-do’s” of marketing.
45. Discuss how to create a social media communication plan for your patients.
46. List types of information communicated to patients and the most effective media for each type of information.
47. Describe components of an effective multi-media communication plan for your pharmacy patients.
48. Review case studies and discuss practical applications of marketing principles.
49. List three techniques that can be applied by the pharmacist to the case regarding marketing principles.
50. Describe the attributes of a well laid out pharmacy retail floor plan, and create a plan that will be inviting to customers and encourage complete, full-store browsing while maintaining a professional pharmacy atmosphere.
51. Discuss out-front pricing strategies that deliver value to patients and utilize options and formulas available for pricing and maintaining profit margins on price-sensitive personal care products and health-related items.
52. Outline a marketing strategy using curbside appeal, word of mouth, media, and exterior and interior signage that will encourage sustained constant growth.

Speakers: Richard Jackson, PhD, President, Community Pharmacy Consulting, Sarasota, Florida; Gabe Trahan, Senior Director of Store Operations and Marketing, NCPA, Burlington, Vermont; Hashim

Zaibak, PharmD, Hayat Pharmacy, Milwaukee, Wisconsin; Scott Weaver, Vice President of Pharmacy, PRS Pharmacy Services, Latrobe, Pennsylvania; Jimmy Neil, General Manager, Pharmacy, Live Oak Bank, Wilmington, North Carolina; Ollin Sykes, President, Sykes & Company, PA, Edenton, Pennsylvania; Jeff Baird, Esq., Chairman, Health Care Group, Brown & Fortunato, PC, Amarillo, Texas; Stacey Swartz, PharmD, The Neighborhood Pharmacy of Del Ray, Alexandria, Virginia; Liz Tiefenthaler, President, Pharm Fresh Media, Waunakee, Wisconsin; Joe Moose, PharmD, Moose Compounding Pharmacy, Concord, North Carolina

FRIDAY, OCTOBER 9, 2015

7 A.M. – 6 P.M.

NCPA Convention Registration
Potomac Ballroom Foyer

7 A.M. – 7:45 P.M.

Ownership Workshop
Sponsored by McKesson
Additional registration fee applies
National Harbor 3
CE information is provided in handouts.

See program description and learning objectives on page 34.

7:30 A.M. – 5 P.M.

High Performance Strategies for LTC Pharmacies
Additional registration fee applies
National Harbor 11

See program description and learning objectives on page 33.

8 A.M. – 6 P.M.

Front-End Profit Building Seminar
Additional registration fee applies
Potomac 1-2

ACPE # 0207-0000-14-070-L04-P
ACPE # 0207-0000-14-070-L04-T

7.5 contact hours (0.75 CEUs)

Activity Type: Application-Based

Build your business profits. The front-end of the pharmacy has a lucrative cash margin, and can enhance your image and attract new customers. You will walk away from this intensive seminar ready to improve your business and your bottom line with tactics and tools for:

Building an implementation team; creating pharmacy curb appeal; OTC best-sellers; inventory; private label; marketing; best practices in selling gifts, cards and seasonal; and peer networking.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Identify aspects of the exterior of a pharmacy that may inhibit traffic.
2. Discuss pharmacy layout that enhances the pharmacy's professional image and helps the pharmacy's patients to navigate the front end successfully.
3. List components of a daily "to do" for pharmacy staff that enhances the pharmacy's professional image with patients.
4. Identify the placement of OTC departments to encourage interaction between the pharmacist and pharmacy staff members and patients.
5. Describe how the store's front end can be cross-merchandised to build pharmacy sales and customer satisfaction.
6. List and describe tools for keeping inventory fresh and cutting edge.
7. Discuss out-front pricing strategies that use the many options and formulas available for pricing and maintaining profit margins on price-sensitive items.
8. Outline a strategy for increasing sales on private label/store brands.
9. Layout a private label merchandising plan to stock,

promote, sign, and up-sell cost-saving private label brands to pharmacy patients.

10. Discuss proper layout for pharmacy front-end end-caps and how to avoid errors that can lead to poor sales.
11. Describe ways to create ads and marketing material by focusing on your unique strengths and benefits that your pharmacy has to offer.
12. Develop effective signage for pharmacy departments that can answer patient questions and guide patients to needed products and services.
13. Discuss effective methods to market durable medical equipment and turn your DME department into a patient-friendly "Home Health and Safety Headquarters."
14. Evaluate your current program for card and gift buying and list modifications that improve your return on investment.
15. Discuss how to properly evaluate your market for a pharmacy niche and how to best launch a new niche to your patient population.

Speaker: Gabe Trahan, Senior Director of Store Operations and Marketing, NCPA, Burlington, Vermont

8 A.M. - 6 P.M.**Pharmacy-Based Immunization Delivery Certificate Training Program (An APhA Program)**

Additional registration fee applies Potomac 5-6

ACPE # 0202-0000-14-003-L01-P

8.0 Contact hours (0.8 CEUs)

Activity Type: Practice-Based

Pharmacy-Based Immunization Delivery is an innovative and interactive training program that teaches pharmacists the skills necessary to become a primary

source for vaccine information and administration. The program includes the basics of immunology and focuses on practice implementation and legal/regulatory issues.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Describe strategies for increasing immunization rates, including physician collaborations, community level activities, and immunization coalition activities.
2. Review adult patient cases and make patient-specific recommendations based on the appropriate immunization schedule.
3. Review a pediatric patient case and make patient-specific recommendations based on the appropriate immunization schedule.
4. Demonstrate effective strategies for communicating with patients who have concerns about vaccines.
5. Describe current evidence that explores the relationship between autism and vaccines.
6. Describe a process for administering vaccines in a community pharmacy.
7. Identify the signs and symptoms of adverse reactions that can occur after vaccination.
8. Describe procedures for management of patients with adverse reactions to vaccination that constitute an emergency.
9. List the steps for intranasal administration of the live attenuated influenza vaccine.
10. Demonstrate appropriate intramuscular and subcutaneous injection techniques for adult immunization.

Speakers: Jean-Venable "Kelly" R. Goode, PharmD, BCPS, FAPhA, FCCP, Professor, Department of Pharmacotherapy & Outcomes

Science, Director of Community Pharmacy Practice and Residency Program, Virginia Commonwealth University School of Pharmacy, Richmond, Virginia; Jonathan G. Marquess, PharmD, CDE, CPT, President, The Institute for Wellness and Education, Inc., Woodstock, Georgia

9:30 - 11:45 A.M.

Break Service

National Harbor 3-10 Foyer

3 - 5 P.M.

National Alliance of State Pharmacy Associations (NASPA)

Chesapeake 8-9

6 - 8:30 P.M.

University of Maryland Reception

Chesapeake 8-9

SATURDAY, OCTOBER 10, 2015

7 A.M. - 1:30 P.M.

Ownership Workshop, Sponsored by McKesson

National Harbor 10

Additional registration fee applies CE information is provided in handouts.

See program description and learning objectives on page 34.

7:30 - 9 A.M.

FUTURE PHARMACISTS PROGRAMMING

Chapter Officers' Breakfast (Invitation Only)

Potomac C

Meet the members of the Student Leadership Council (SLC) and find out how you can get involved in this highly sought-after leadership opportunity. End-of-the-year reports, grading rubrics for the Business Plan Competition, Legislative and Health Care Challenges, and NCPA Student Chapter logo use will be among the topics that you don't want to miss.

Speakers: Doug Hoey, RPh, MBA, CEO, NCPA, Alexandria, Virginia; Members of the 2015-2016 Student Leadership Council

7:45 A.M. - 5:30 P.M.

Day-Long Break Service

National Harbor 3-10 Foyer

8 A.M. - 4:30 P.M.

Opportunities in Dermatology

Sponsored by PCCA

Additional registration fee applies National Harbor 2

ACPE # 0207-0000-15-102-L01-P

ACPE # 0207-0000-15-102-L01-T

3.5 contact hours (0.35 CEUs)

Activity Type: Application-Based

Get ready to help your patients enhance the look and feel of their skin and treat the common skin conditions they are dealing with. This morning session will begin with a quick overview of skin morphology and common dermatological skin conditions. Issues associated with eczema, rosacea, acne, and more will be discussed as well as the best active pharmaceutical ingredients to treat each condition. Dermatology and cosmeceuticals present a great niche for the independent community pharmacist because of the variety of ways they can help patients, including compounding as well as front-end anti-aging skin care lines.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Explain the structure and function of the skin.
2. Discuss various inflammatory skin conditions such as acne, rosacea, melasma, and psoriasis.
3. Describe how the anti-aging or beautification market plays a role in the pharmacy and look at treatment options for hyperpigmentation, wrinkles, and warts.
4. Discuss new topical therapies

and appropriate active pharmaceutical ingredients for treatment of hypertrophic and keloid scars.

5. Explain the mechanism of action of topical agents used post-surgically to prevent scarring.
6. Describe compounded therapies for in-office use post-laser treatment, filler injections, and skin tightening procedures.
7. Discuss federal regulations regarding the manufacturing and labeling of cosmetics and the role of the FDA and state boards in cosmetic manufacturing.
8. Describe the cosmeceutical market, including future trends, and discuss strategies for incorporating a cosmeceutical practice into a pharmacy setting.

Speakers: Kristen Riddle, PharmD, US Compounding, Conway, Arkansas; Jerra Banwarth, RPh, Education and Training Manager, PCCA, Houston, Texas

Opportunities in Ear, Nose, and Throat

Sponsored by PCCA

Additional registration fee applies National Harbor 2

ACPE # 0207-0000-15-109-L01-P

ACPE # 0207-0000-15-109-L01-T

3.0 contact hours (0.3 CEUs)

Activity Type: Application-Based

Many medical conditions from the head to the throat require pharmaceutical care. This afternoon session will focus on educating the pharmacist about the often chronic and recurring conditions affecting their patients. Ear, nose, and throat is an important niche to focus on for the independent pharmacy owner because of all of the customized care they can provide to the patient.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Discuss otic pathology and signs

- and symptoms of ear infections.
- Describe the various antibiotics and other pharmacological therapy used in treating ear conditions.
 - Explain complications affecting the nasal and sinus cavity and different treatment options available for the patients.
 - Discuss the severity of mucositis and a variety of options for helping these patients.

Speakers: A.J. Day, PharmD, Director of Pharmacy Consulting, PCCA, Houston, Texas; Chris Simmons, RPh, Vice President of Creative Development, PCCA, Houston, Texas

8 A.M. – 1:30 P.M.

Selling Your Pharmacy Seminar: Planning for Success

Additional registration fee applies Chesapeake 10/11/12

ACPE # 0207-0000-15-100-LO4-P

ACPE # 0207-0000-15-100-LO4-T

5.5 contact hours (0.55 CEUs)

Activity Type: Application-Based

Selling your pharmacy is an important event that, with the proper planning, can bring you the return on investment to fund your retirement or next venture. For success, planning is key and this program will bring you a panel of experts to help you make the most successful and profitable plan: What to do, and more importantly what not to do; contracts; and legal, banking, and tax issues. Pros and cons and the advice and counsel of an expert panel that will take the time to answer your questions make this session especially worthwhile.

Pharmacist and Pharmacy Technician Learning Objectives:

- Create individual goals for your business transition situation.
- Outline various methods for managing risk and maximizing resources from business

- succession.
- Explain the financial documents that a banker will consider in reviewing a buyer's investment in your business.
- Explain three common financial errors made by small business owners.
- Discuss the legal process and documents involved in the sale of a pharmacy.
- Summarize the details to transfer the ownership of a pharmacy and the local, state, and federal agencies that must be dealt with to close a transaction.
- Evaluate any financial or corporate structure changes that may be beneficial to your business in the years that approach transfer of ownership.
- Discuss how a banking institution will value your business for purchase by a buyer.
- Outline basic requirements for a successful junior partnership transition.

Speakers: Richard Jackson, PhD, President, Community Pharmacy Consulting, Sarasota; Scott Weaver, Vice President of Pharmacy, PRS Pharmacy Services, Latrobe, Pennsylvania; Jimmy Neil, General Manager, Pharmacy, Live Oak Bank, Wilmington, North Carolina; Ollin Sykes, President, Sykes & Company, PA, Edenton, Pennsylvania; Jeff Baird, Esq., Chairman, Health Care Group, Brown & Fortunato, PC, Amarillo, Texas; Richard Coakley, CLU, CFBS, CLTC, AEP, Co-Founder, Waypoint Pharmacist Advisors, Summerville, South Carolina

8 – 9 A.M.

WORKSHOP PROGRAMMING

Drug Supply Chain Security

Act: Update

Chesapeake 4/5/6

ACPE # 0207-0000-15-101-LO4-P

ACPE # 0207-0000-15-101-LO4-T

1.0 contact hours (0.1 CEUs)

Activity Type: Application-Based

The Drug Supply Chain Security Act (DSCSA) was signed into law in late 2013. In a nutshell, this legislation establishes a national system for tracing pharmaceutical products through the supply chain and sets national licensing standards for wholesale distributors and third party logistics providers (3PLs). Implementation of the first phase of this new law began for wholesalers in May and will begin for dispensers on Nov. 1, 2015. This new law will require dispensers to pass, capture, and maintain certain types of information with respect to each transaction (or change in ownership) effective Nov. 1, 2015. This session will provide dispensers with the latest “need to know” information from the FDA about this important new law.

Pharmacist and Pharmacy Technician Learning Objectives:

- Outline the responsibilities of the pharmacy to pass, capture, and maintain certain transaction information.
- Discuss the responsibilities of the pharmacy with regard to “suspect” or “illegitimate” drug products.
- Discuss ways in which the law allows pharmacy to collaborate with a third party (e.g., wholesaler) to meet certain requirements of the law and how the law deals with returns.
- Explain waivers and exemptions possible under the law.
- Discuss Phase II requirements.

Speaker: Connie Jung, RPh, PhD, FDA Office of Drug Security, Integrity and Recalls, Washington, D.C.

8 – 9 A.M.**COMMUNITY PHARMACY TECHNOLOGY SEMINAR****Mobile Health and Remote Monitoring in the Pharmacy***Chesapeake 7/8/9**ACPE # 0207-0000-15-103-L04-P**ACPE # 0207-0000-15-103-L04-T**1.0 contact hours (0.1 CEUs)**Activity Type: Application-Based*

A patient walks into your pharmacy with a prescription for a mobile application—what do you do? The data collected by wearable fitness trackers, apps, and smart meters is data your pharmacy could be using to help patients understand how diet, exercise, and medication adherence keeps them on track with therapy goals. Remote monitoring of blood pressure, weight, and blood glucose, combined with a system that prompts the pharmacist to call a patient logging numbers outside a pre-determined range, may help prevent emergency room trips and hospitalizations.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Compare and contrast mobile apps for patient self-management to apps for health care provider remote monitoring.
2. List and discuss three health conditions for which remote monitoring could be used to improve patient outcomes.
3. Discuss logistics of offering a remote monitoring service including hardware, software, data transmission, data security, and strategy for communication between pharmacy, patient, caregiver and other providers.

Speaker: Joey Mattingly, Assistant Professor, Department of Pharmacy Practice and Science, University of Maryland School of Pharmacy, Baltimore, Maryland

9 – 10 A.M.**COMMUNITY PHARMACY TECHNOLOGY SEMINAR****Physical and Cyber Security***Chesapeake 7/8/9**ACPE # 0207-0000-15-104-L04-P**ACPE # 0207-0000-15-104-L04-T**1.0 contact hours (0.1 CEUs)**Activity Type: Application-Based*

Community pharmacies and other small businesses are targets for criminals who are out to profit from stolen merchandise, medical identities or credit cards. When pharmacy owners identify weaknesses such as building and pharmacy access, in-store Wi-Fi, surveillance camera blind spots, and handling of protected health information, they can take steps to be a smaller target.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Plan enhancements to current physical security measures to improve security and be perceived as a tougher target.
2. Plan enhancements to current technical and cyber security measures to improve data security and reduce liability if breached.
3. Illustrate the pros and cons of hosting a wireless Internet connection (Wi-Fi) in a pharmacy and steps to improve security if used.

Speakers: Deputy Chief Eddie Reyes, Alexandria Police Department, Alexandria, Virginia; Page Moon, CIO, Focus Data Solutions, Inc., Alexandria, Virginia

9 – 10 A.M.**FUTURE PHARMACISTS PROGRAMMING****The Ins and Outs of Junior Partnership***Potomac D*

Find out first-hand all about the opportunities that a Junior Partnership can provide while better

gaining a better understanding of the Junior Partnership contracting process. This is a great option for those who want to be owners, but don't want to jump in with both feet right away. Come and find out if Junior Partnerships may be the right ticket for you into the world of independent pharmacy ownership.

Speaker: Dave Smith, RPh, Means-Lauf Super Drug, Indiana, Pennsylvania

10 – 11 A.M.**COMMUNITY PHARMACY TECHNOLOGY SEMINAR****Pharmacists' Role in Health IT and Health Information Exchanges Pharmacy HIT/HIE***Chesapeake 7/8/9**ACPE # 0207-0000-15-106-L04-P**ACPE # 0207-0000-15-106-L04-T**1.0 contact hours (0.1 CEUs)**Activity Type: Application-Based*

This session will focus on the importance and role of pharmacists in Health Information Exchanges (HIEs) and how collection, documentation, and the exchange of standard electronic clinical information through HIEs will assist in value-based payment models for pharmacists for transitions of care, medication therapy management (MTM), and other pharmacist-provided patient care services. The Pharmacy HIT Collaborative, an organization that was founded in 2010 by nine national pharmacy associations, has been a leading force in integrating pharmacists into the national HIT infrastructure.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Describe a roadmap the pharmacy practice can follow to adopt pharmacist electronic health records (EHRs) to facilitate safe and effective medication use through integrating pharmacist-provided patient care service

- documentation with other health care providers and the patients.
2. Explain how collection, documentation, and exchange of standard electronic clinical information through HIEs will assist in value-based payment models for pharmacists for transitions of care, medication therapy management (MTM), and other pharmacist-provided patient care services.
 3. Discuss how pharmacists' adoption of EHR system functionality for documentation and exchange of pharmacist-provided patient care services helps to bring together all providers on the health care team to reach better patient outcomes.

Speaker: Shelly Spiro, Executive Director, Pharmacy HIT Collaborative, Washington, D.C.

10 – 10:50 A.M.

FUTURE PHARMACISTS PROGRAMMING

NEW! Student Round Tables

Potomac C

Fifteen-minute interactive mini-presentations, designed to give you a brief overview of some of the hotter topics in pharmacy today, while allowing you connect with pharmacist leaders in each of those areas. Roundtable subjects presented will be leadership & advocacy, CLIA waiver set up, Compounding BHRT, and the UNC Community Pharmacy Ownership Residency Program.

Speakers: Scott Pace, RPh, J.D., COO Arkansas Pharmacists Association & Owner, Kavanaugh Pharmacy, Little Rock, Arkansas; Mike Tomberlin, NCPA Vice President, Government Affairs, NCPA, Alexandria, Virginia; Beverly Schaefer, RPh, Katterman's Sand Point Pharmacy, Seattle, Washington; Cheri Garvin, RPh, The Compounding Center, Leesburg,

Virginia; Donnie Calhoun, RPh, Calhoun Compounding-Alabama & Calhoun Compounding-Oregon, Anniston, Alabama; Patrick Brown, PharmD, Department of Practice Advancement and Clinical Education, UNC Eshelman School of Pharmacy, Chapel Hill, North Carolina; Stephen Eckel, PharmD, MHA, Clinical Associate Professor, UNC Eshelman School of Pharmacy, Chapel Hill, North Carolina

10:50 – 11:05 A.M.

FUTURE PHARMACISTS PROGRAMMING

NEW! "Mad Dash" NCPA Foundation Phone-a-Thon

Potomac D

Maybe one of the fastest phone-a-thons in which you will ever have to participate! A prize will be awarded to the student who can raise the most money for the NCPA Foundation in this 15-minute break, as well as a prize given to the student chapter that raises the most money overall. Start putting together your contact list today to give you an edge over your competition.

11 – 11:45 A.M.

COMMUNITY PHARMACY TECHNOLOGY SEMINAR

MTM Documentation for Patient Care and Payment

Chesapeake 7/8/9

ACPE # 0207-0000-15-107-L04-P

ACPE # 0207-0000-15-107-L04-T

0.75 contact hours (0.075 CEUs)

Activity Type: Knowledge-Based

Medicare Part D plans and other payers that reimburse for medication therapy management (MTM) services are increasingly interested in the quality of the MTM encounters as CMS will be reporting comprehensive medication review (CMR) completion rates as a star rating for the 2016 plan year. This session will provide insight on adequate documentation for reimbursement and the need for and use of appropriate documentation

of findings and recommendations in patients' electronic health records.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Define comprehensive medication review (CMR).
2. Discuss best practices for documenting CMR.

Speaker: Ugo Nwachukwu, PharmD, Senior Clinical Program Manager, Mirixa, Reston, Virginia

11:05 A.M. – 12 P.M.

FUTURE PHARMACISTS PROGRAMMING

Understanding Prescriptive Authority

Potomac D

Learn from a pharmacist who practices in a state with prescriptive authority and just what that means for your practice and your patients.

Speaker: Beverly Schaefer, RPh, Katterman's Sand Point Pharmacy, Seattle, Washington

11:45 A.M. – 12:15 P.M.

COMMUNITY PHARMACY TECHNOLOGY SEMINAR

Update on e-Prescribing for Non-Controlled and Controlled Substances (EPCS)

Chesapeake 7/8/9

ACPE # 0207-0000-15-108-L04-P

ACPE # 0207-0000-15-108-L04-T

0.5 contact hours (0.05 CEUs)

Activity Type: Knowledge-Based

E-prescribing has grown to represent two out of three new prescriptions, and the overall growth in the volume of new prescriptions and refill authorizations suggests that the rate of adoption of e-prescribing of controlled substances (EPCS) is likely to accelerate in the near future. Learn the difference between the steps a pharmacy and a prescriber must take to become enabled for EPCS and the possible legal and regulatory changes that might make e-prescribing mandatory.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Summarize current regulations affecting e-prescribing for non-controlled substances and for controlled substances.
2. Discuss strategies that independent pharmacists can use to encourage local prescribers to adopt EPCS.

Speaker: Ken Whittemore Jr., Senior VP, Professional & Regulatory Affairs, Surescripts, LLC, Arlington, Virginia

12 – 1 P.M.

FUTURE PHARMACISTS LUNCH

Wholesalers in Independent Pharmacy—More Than Just Inventory

Sponsored by McKesson Potomac C

Wholesalers provide much more than just your inventory these days. Find out what other programs are offered through wholesalers, for patients and pharmacies.

Speaker: Chris Cella, RPh, National Vice President, RxOwnership, McKesson, San Francisco, California

12 – 1 P.M.

NCPA Legislative Committee Meeting

Potomac 2

12 – 1:30 P.M.

PRODUCT THEATER LUNCH

Pneumococcal Disease in Adults 65+: Keeping Vaccination in Focus (Non-CE)

Sponsored by Pfizer Chesapeake 4/5/6

Speaker: Chad J. Kodiak, RPh, PharmD, Joliet Professional Pharmacy, Joliet, Illinois

12:45 – 5:30 P.M.

Break Area

National Harbor 2/3 – 10/11 foyer

1 – 2 P.M.

NCPA PAC Committee Meeting Potomac 2

1 – 2:15 P.M.

FUTURE PHARMACISTS PROGRAMMING

Writing a Successful Business Plan Potomac D

There is more to writing a good business plan than just a flashy logo or a catchy tag line. Learn the key elements needed to not only write a successful plan, but use that plan to make your vision a reality.

Speaker: Richard Jackson, PhD, President, Community Pharmacy Consulting, Sarasota, Florida

1 – 1:45 P.M.

FUTURE PHARMACISTS PROGRAMMING

How to Financially Plan for a Better Future

Potomac C

To be financially successful in the pharmacy world, it is necessary to start the day you graduate from pharmacy school. This session will show you the necessary financial building blocks to a successful life inside and outside of pharmacy. The young pharmacists who follow this wisdom tend to reach their goals in pharmacy much quicker than those who don't.

Speaker: Benjamin D. Coakley, Certified Financial Planner™, ChFC, CLTC, Waypoint Pharmacist Advisors, Summerville, South Carolina

1:30 – 2:30 P.M.

Ownership-Selling Networking

National Harbor 11
(For registered participants of Ownership Workshop and Selling Your Pharmacy Seminars)

1:30 – 3 P.M.

WORKSHOP PROGRAMMING

Turning Your Community Pharmacy into a Health Care Destination

Chesapeake 10/11/12

ACPE # 0207-0000-15-110-LO4-P

ACPE # 0207-0000-15-110-LO4-T

1.5 contact hours (0.15 CEUs)

Activity Type: Application-Based

This session will generate ideas to revolutionize your pharmacy profits with peer-tested successes on turning pharmacies into health and wellness centers in the community. Filling prescriptions and giving excellent patient care is still the focus of these pharmacies, but they have exploded into profits in thriving vitamin and nutritional lines, compression stockings, DME, wound care, skin care and more, choosing profitable niches that take advantage of their skills, compassion, and unique capabilities as vital players in the health care of their communities. This session will cap off with vital advice on marketing to go viral. This is a not-to-miss profit opportunity.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Outline niche practice attributes and apply them to your pharmacy practice and patient population.
2. Discuss practice niches that would be suitable in your community pharmacy and how to prepare and budget for niche launch.
3. Discuss appropriate marketing targets for niche messages and the role that staff and patient education and merchandising play in a successful practice niche.

Speakers: Gabe Trahan, Senior Director of Store Operations and Marketing, NCPA, Burlington, Vermont; Liz Tiefenthaler, President, Pharm Fresh, Waunakee, Wisconsin; Josh Rimany, RPh, Dilworth Drug

and Wellness Center, Charlotte, North Carolina; Jack Dunn, RPh, Jasper Drug, Jasper, Georgia; Steve Fettman, RPh, Davies Pharmacy, Inc., Canton, Ohio

1:30 – 3 P.M.

WORKSHOP PROGRAMMING

Basic Building Blocks for Long-Term Care

National Harbor 10

ACPE # 0207-0000-15-111-L04-P

ACPE # 0207-0000-15-111-L04-T

1.5 contact hours (0.15 CEUs)

Activity Type: Application-Based

All the pieces you'll need for a solid foundation for creating and growing your long-term care (LTC) business. This session will cover the basics to get your LTC business off on the right foot: how to get started, LTC business metrics, financing your growth when you're ready to take your business to the next level, and important considerations when you prepare to go closed-door. The speakers have been there and their input will help you to succeed.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Explain the unique business considerations of LTC and how they differentiate from traditional pharmacy.
2. Discuss the components necessary for a business plan to present to a funding source for starting or expanding a long-term care practice.
3. Evaluate business metrics and how they impact your decision to take your LTC business closed door.

Speakers: Jeff Harrell, PharmD, Surecare Rx, Seattle, Washington; Greg Paisley, RPh, Vice President, Shrivens Pharmacy/Coler Long-Term Care, Norwich, Ohio; Jimmy Neil, General Manager of Pharmacy, Live Oak Bank, Wilmington, North

Carolina; Dixie Leikach, RPh, MBA, FACA, Finksburg Pharmacy, Reisterstown, Maryland

1:30 – 3 P.M.

WORKSHOP PROGRAMMING

Compounding for Pain Management—How to Turn Turmoil into Opportunity **Sponsored by Medisca, Inc.**

Chesapeake 7/8/9

ACPE # 0207-0000-15-105-L04-P

ACPE # 0207-0000-15-105-L04-T

1.5 contact hours (0.15 CEUs)

Activity Type: Application-Based

The compounded pain market has been through a roller coaster ride during its history: beginning as a virtually unknown therapeutic option to pharmacists and prescribers 15 years ago, to a peak at the end of last year, to its slow descent today. Is the market descent due to a lack of efficacy or safety? Or is it due to payer changes in response to the need to control costs, or for other reasons? Regardless of the causality of the drop, opportunities for compounders, prescribers and, certainly, the patients they serve still exist.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Discuss novel "targeted" approaches for the treatment of pain.
2. Describe a multi-modal approach to pharmacotherapeutics to intercept deleterious afferent pain signal elicitation and subsequent excitation, inhibition, cessation, and modulation through compounded analgesic therapy.
3. Highlight select pharmacodynamic differences within specific chemical classifications that will allow the compounding specialist to individualize pharmacotherapy, not only on patient parameters but also on known chemical activities.

4. Discuss ideas about how to differentiate your compounding practice in order to sustain compounding for pain management as a viable niche offering.
5. Describe how the recent changes in third party reimbursement have affected patient access and suggest potential strategies to counter patient access challenges.

Speaker: Ken Speidel, RPh, BS Pharm, PharmD, Gates Healthcare Associates, Ravenna, Ohio

2:15 – 2:30 P.M.

FUTURE PHARMACISTS PROGRAMMING

Meet Your SLC

Potomac D

Use this brief break in programming to stretch your legs and stretch your knowledge of the Student Leadership Council. Mingle with current SLC members and find out all you want to know about the SLC.

2:30 – 4:30 P.M.

FUTURE PHARMACISTS PROGRAMMING

12th Annual Good Neighbor Pharmacy NCPA Pruitt-Schutte Business Plan Competition

Potomac D

Out of 43 schools and colleges of pharmacy that submitted written business plans, only three emerged on top. Come and see first-hand the excitement around the 12th annual live presentations of the Student Business Plan Competition. These three schools will all be vying for the top spot and a chance to win cash for their school and a complimentary trip to the NCPA Multiple Locations Conference in Fort Myers, Fla. New this year, we will be highlighting former Business Plan Competition participants who are now independent owners.

Schools presenting: South Carolina College of Pharmacy; University of Arkansas for Medical Sciences College of Pharmacy; University of Minnesota College of Pharmacy

3 – 4:30 P.M.

WORKSHOP PROGRAMMING

NCPA Advocacy Center, Regulatory and State Government Affairs Update

National Harbor 10

ACPE # 0207-0000-15-112-L03-P

ACPE # 0207-0000-15-112-L03-T

1.5 contact hours (0.15 CEUs)

Activity Type: Application-Based

This session will provide an update on the Advocacy Center's current federal and state legislative and regulatory activities. At the federal level, we will discuss the status of current and other key legislative priorities. This session will also cover the status of key regulations impacting the practice of community pharmacy, including recent CMS and FDA decisions. On the state front, we will focus on topics such as trends in pharmacy Medicaid reimbursement.

Pharmacist and Technician Learning Objectives:

1. Identify current federal and state legislative and regulatory activities that affect community pharmacy.
2. Discuss how efforts to regulate PBMs will increase transparency and the ability to negotiate with PBMs.
3. Discuss NCPA's model state pharmacy legislation.

Speakers: Steve Pfister, Senior Vice President, Government Affairs, NCPA, Alexandria, Virginia; Ronna Hauser, Vice President, Pharmacy Affairs, NCPA, Alexandria, Virginia; Susan Pilch, Vice President, Policy and Regulatory Affairs, NCPA, Alexandria, Virginia; Matt Diloreto,

Senior Director, State Government Affairs, NCPA, Alexandria, Virginia

3 – 4:30 P.M.

WORKSHOP PROGRAMMING

How to Build the Value of Your Investment for Retirement and Protect Your Legacy for the Future

Chesapeake 7/8/9

ACPE # 0207-0000-15-113-L04-P

ACPE # 0207-0000-15-113-L04-T

1.5 contact hours (0.15 CEUs)

Activity Type: Application-Based

Estate and legacy planning is a necessity, and every independent pharmacy business owner needs an estate plan. More than simply providing for an orderly transfer of assets at death, the plan protects the value of your business, providing adequate liquidity for family, maintaining control, minimizing estate settlement costs, and ensuring privacy.

In this presentation, experts in planning and investment will explain the basic tools for designing an estate plan including wills, powers of attorney, health care directives, and living trusts. The program will give you a better understanding of titling of assets, beneficiary structure, buy-sell arrangements, gifting and income shifting strategies, grantor trusts, and charitable giving strategies, all of which are specifically useful for owners of closely-held businesses.

Pharmacist and Technician Learning Objectives:

1. Outline the effect of succession planning on taxes.
2. Discuss the necessary steps in the succession planning process.
3. Summarize the necessary components of these planning instruments: buy-sell agreement, wills, and trusts.

Speakers: Lawrence C Barrett, CLU, ChFC, Independent Pharmacy Consulting Group LLC, Cleveland,

Ohio; Thomas H Craft, CPA, PFS, AEP, Independent Pharmacy Consulting Group LLC, Cleveland, Ohio

4:30 – 5 P.M.

FUTURE PHARMACISTS PROGRAMMING

NEW! Business Card Swap

Potomac Foyer A/B

Bring plenty of business cards and your enthusiasm to swap information with your peers from across the country as well as pharmacists from NCPA Steering Committees. This is a fast-paced networking event that you don't want to miss. Students and pharmacists invited.

4:30 – 6 P.M.

WORKSHOP PROGRAMMING

Idea Incubator

Potomac Ballroom C

Join your colleagues as four pharmacists present their products and ideas to a panel of experts at the second edition of NCPA's program, "Idea Incubator: Hatch Dreams Into Dollars!" Inspired by the television show "Shark Tank," Idea Incubator will give these inventive pharmacists a chance to pitch their product ideas to panel of experts who will give advice on how to market, distribute, manufacture, and/or finance their product and take their idea to the next level. You are guaranteed to learn new ideas from the experts and presenters and will even find some unique products to see in your pharmacy. Don't miss this high-energy, fun program!

5:30 – 6:30 P.M.

Mix, Mingle and Merlot Reception Sponsored by Cardinal Health

Belvedere Lounge

5 – 6:30 P.M.

FUTURE PHARMACISTS

Networking Reception

Sponsored by McKesson

Potomac AB Foyer

With refreshments, door prizes, and a chance to mingle with peers, you don't want to skip this one! You will have the opportunity to share and receive new ideas, talk about upcoming projects, and make connections and friendships that will last throughout your career.

5:30 – 6:30 P.M.

APhA Foundation and NASPA Bowl of Hygeia Reception

Potomac 6

6 – 7 P.M.

First Timers Reception

Potomac 3

7 – 9:30 P.M.

NCPA Opening Reception and Grand Opening of the Trade Exposition

Prince George's Exhibit Hall

SUNDAY, OCTOBER 19, 2015

6:30 – 7:30 A.M.

Revenue Building Continental Breakfast (Non-CE)

Potomac C

A fun and fast-moving showcase of ideas to diversify and grow your revenue. Let us introduce you to new services, new products, and new partners for your business to thrive in today's marketplace.

7 A.M. – 6 P.M.

NCPA Convention Registration

Ballroom Foyer

7 – 8:30 A.M.

Regional Wholesaler Forum Breakfast

Chesapeake 6

7:30 – 9 A.M.

REVENUE FOCUSED AND PHARMACY READY (NON-CE)

Nickels and Dimes—8 Small Things That Add Up to Real Money Series

National Harbor 2

Community pharmacies are adding valuable patient services through profitable niches offered in their business. Learn how to improve your practice and your bottom line with these quick, easy-to-implement niches. Walk away with new profitable ideas you can implement today to attract new business. Each 45-minute non-CE session will give you the action items get started today.

Diversified Revenue I: Driving Your Pharmacy Forward

- MTM optimization
- Long-acting injectable opportunities
- Immunization clinics
- Genetic testing in the pharmacy

Diversified Revenue II: Giving Your Patients What They Want

- Point-of-care testing
- Lab testing
- Clinical Trials
- Pet care and medications

7:30– 9 A.M.

REVENUE FOCUSED AND PHARMACY READY (NON-CE)

Profit Opportunity for Pharmacy—the Family Pet Niche

National Harbor 3

Spending on pets in the United States in 2015 is estimated to be \$60 billion, with \$14 billion of that being on supplies and over-the-counter medications. Americans own more than 163 million cats and dogs alone, and this represents a valuable opportunity to pharmacy owners to serve the health care needs of these furry family members. This non-CE educational program will give you resources and opportunities, marketing, and guidance on how to establish or grow your pet care health niche.

Speakers: Chris Simmons, RPh, Vice President of Creative Development,

PCCA, Houston, Texas; Kevin Day, PharmD, Executive Resident, NCPA, Alexandria, Virginia

7:30 – 9 A.M.

REVENUE FOCUSED AND PHARMACY READY (NON-CE)

Vitamins and Supplements—Profit and Patient Care Opportunity

National Harbor 10

The community pharmacist has the whole package in this highly valuable niche: the knowledge of prescription medications, the long-term interest in the patient and their outcomes, and the overwhelming value of patient trust. Nutrient depletion from prescription medications is a well-documented side effect, and one rarely addressed in the primary care setting, leaving many of your patients with wellness issues. Some of your highly successful peers will walk you through the steps they have taken, the resources they have used, and the most effective marketing techniques they have implemented, and will answer all of your questions to take your vitamin section to a new, patient-helpful, pharmacy profitable niche.

Speakers: Gabe Trahan, Senior Director of Store Operations and Marketing, NCPA, Burlington, Vermont; Natasha Ryan, Naturopathic Doctor, Independent Wellness Consultant, Charlotte, North Carolina; Josh Rimany, RPh, Dilworth Drug & Wellness Center, Charlotte, North Carolina

7:30 – 9 A.M.

REVENUE FOCUSED AND PHARMACY READY (NON-CE)

Advances in Long-Term Care Technology: The Latest and Greatest to Give Independents an Edge

National Harbor 11

Hear about operating systems, eMAR interfaces, packaging, remote dispensing, and so much more. There

are new innovations in technology for the long-term care pharmacy being developed at a rapid pace, but how does the discerning practitioner make the right choices, the ones that will be good for the resident, fit the needs of the customer, and still show a strong return on investment? In this show-and-tell session, long-term care technology experts will share with you the latest advances to help you ask the right questions as you look to make investments in your LTC business that will keep you competitive and attractive to potential customers.

Speakers: Jim Moncrief, Chairman Advanced Pharmacy, Houston, Texas; Stacey Bandish, Alternate Site Pharmacy, Sales Executive, McKesson, San Francisco, California

7:45 – 9 A.M.

NCPA Non-Denominational Worship Service

Chesapeake 7/8

9:30 – 11:30 A.M.

First General Session

Potomac Ballroom A/B

President's speech by John Sherrer.

Keynote speaker: Steven D. Levitt.

11:30 A.M. – 1:30 P.M.

LUNCHEON SYMPOSIUM

How to Find New Patients and Make Them Loyal to Your Community Pharmacy

Potomac C

ACPE # 0207-0000-15-114-L04-P

ACPE # 0207-0000-15-114-L04-T

1.5 contact hours (0.15 CEUs)

Activity Type: Application-Based

Patients moving out of the area or getting new insurance that necessitates a move to a different pharmacy provider are just two of the reasons why it is vitally important to have a constant flow of new

patients into your pharmacy. In this program we will discuss the basic patient types, the services each of these groups want—services you probably already deliver, and the keys to making these patients loyal to your pharmacy.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Discuss patient demographics and classify marketing and outreach efforts that provide the best outcomes for varying patient populations.
2. Outline a branding campaign to improve your image with new patients and improve your presence with varying patient demographics.
3. Illustrate services that differentiate your pharmacy and discuss how to capitalize on those services in your patient and prescriber communications.

Speakers: Liz Tiefenthaler, President, Pharm Fresh, Waunakee Wisconsin; Jennifer Bruckart, Director of Outreach and Education, WeCare Pharmacy, Warrenton, Virginia; Carole Hayward, Executive Director, Clear Message Media, Alexandria, Virginia

11:30 A.M. – 1:30 P.M.

STUDENT LUNCHEON

Business for Success Student Luncheon

Sponsored by Pfizer, Good Neighbor Pharmacy, and Live Oak Bank

Potomac D

While ownership may not be for you, independent pharmacy can still provide you the environment in which you want to practice your clinical skills. Listen to an experienced clinical pharmacist as she provides valuable information on how to present your clinical skills case to an independent pharmacy owner to

become their clinical skills expert in the pharmacy. While there may not be a job available in that pharmacy that you are looking for, this session will help you learn how to create that job opening. Additional insights and guidance on partnering for success provided by speakers from Live Oak Bank and AmerisourceBergen.

Speaker: Ashley Branham, PharmD, BCACP, Director of Clinical Services Moose Pharmacy, Concord, North Carolina; Jimmy Neil, General Manager Pharmacy Lending, Live Oak Bank, Wilmington, North Carolina; Peg O'Neil, Pharmacy Ownership Consultant, Amerisource Bergen, Merritt Island, Florida

11:30 A.M. – 1:30 P.M.

PRODUCT THEATER LUNCHEON

Staff Training: Drive Profits and Increase Productivity by Utilizing Your Most Important Asset—Your Staff (Non-CE)

Sponsored by AmerisourceBergen National Harbor 3

The single most important resource in pharmacy is the staff. This resource is often overlooked and many pharmacy employees are sadly under-utilized, a mistake that costs the pharmacy time and profits. Properly trained and engaged, staff can significantly impact every aspect of the pharmacy business—not only the customer experience, but also pharmacy and front-end profitability. Learn how to empower and educate your staff to create a more profitable and productive pharmacy while improving employee morale.

Speaker: Paul Satterfield, Business Coach, AmerisourceBergen, Chesterbrook, Pennsylvania

11:30 A.M. – 1:30 P.M.**PRODUCT THEATER LUNCHEON****Strategies for Effective Weight Management (Non-CE)****Sponsored by Novo Nordisk****National Harbor 10**

Join us for a presentation focused on the chronic nature of obesity and effective weight management strategies. We will also examine the clinical benefits of targeted appetite regulation via the glucagon-like peptide-1 (GLP-1) pathway in improving weight loss in patients affected by overweight or obesity.

Speaker: Dhiren K. Patel, PharmD, CDE, BC-ADM, BCACP, Associate Professor of Pharmacy Practice, MCPHS University, Boston, Massachusetts

11:30 A.M. – 1:30 P.M.**PRODUCT THEATER LUNCHEON****How to Cut Your Taxes and Become More Efficient (Non-CE)****Sponsored by Tax Savings Professionals****National Harbor 11**

We apply years of extensive, in-depth knowledge in areas of the tax code that are simply missed, misunderstood, under-utilized or even unknown to most professionals in the tax field. If taxes are a huge burden for you, we can help you cut your taxes by 30-50 percent... guaranteed.

Speaker: Ernest Nesmith, Tax Savings Professionals, Vero Beach, Florida

1:30 – 6 P.M.**NCPA Trade Exposition****Prince George's Exhibit Hall CDE****1:30 – 3:30 P.M.****FUTURE PHARMACIST PROGRAMMING****NEW TIME! Community Pharmacy Residency Showcase****Prince George's Exhibit Hall**

The perfect opportunity for you learn how to combine your drive to complete a residency and your passion for community pharmacy. Visit with residency coordinators, preceptors, and current residents to learn about the exciting ways they are impacting patients in the community pharmacy setting. Get the answers you need to ensure your future success and help you stand out in a crowd.

1:30 – 3:30 P.M.**FUTURE PHARMACIST PROGRAMMING****NEW TIME! Student Business Plan & Chapter Poster Presentation****Prince George's Exhibit Hall**

This event highlights the hard work that NCPA student chapters have put in over the past year. The poster session features entries from the business plan competition and noteworthy events from student chapters across the country. Gain insights and ideas into opportunities for your chapter and motivation for next year's business plan competition.

2 – 2:30 P.M.**COLLEAGUES IN CONSULTATION****Prince George's Exhibit Hall****Area A: Pharmacogenomics in the Community Pharmacy**

Personalized medicine has recently become a hot topic across the health care field as additional research is done on how genetics affects medications in the body. Learn how one independent pharmacist is using pharmacogenomics to improve care for her patients and improve her business.

Speakers: Amina Abubakar, PharmD and Olivia Bentley, PharmD, Rx Clinic Pharmacy, Charlotte, North Carolina

Area B: Quality Assurance in Compounding

As regulations, driven by insurance companies and oversight agencies, continue to evolve around compounded prescriptions, compounders must stay ahead of the game. PCCA experts will advise how to continuously assure quality for compounding pharmacies, including accreditation considerations.

Speakers: William Zolner, PhD and J.D. Willey, CPhT, PCCA, Houston, Texas

2:45 – 3:15 P.M.**COLLEAGUES IN CONSULTATION****Prince George's Exhibit Hall****Area A: 340B Mega-Guidance and the Impact on Contract Pharmacies**

Lisa Scholz of 340B Health, formerly SNHPA, and one of her partners, Maria Lopez, will discuss what is changing in the 340B environment, how changes affect contract pharmacies, and what opportunities there are for contract pharmacies in this space.

Speakers: Lisa Scholz, 340B Health, Washington, D.C.; Maria Lopez, Mission Wellness Pharmacy, San Francisco, California

Area B: Five Messes to Clean Up to Make 2016 the Best Year Ever

Identify common issues that are plaguing independent pharmacies and holding them back from achieving at the pinnacle of their business. We will also be providing guidance on how to clean these up to improve efficiency and remove ongoing headaches.

Speaker: Ben Coakley, Waypoint Pharmacy Advisors, Summerville, South Carolina

3:30 – 4 P.M.**COLLEAGUES IN CONSULTATION****Prince George's Exhibit Hall****Area A: Front-End Profits**

The front end of independent pharmacies can turn into a great location for sales and profits with a little work improving merchandising, pricing, and marketing. Learn why this independent pharmacy went through the Front-End *Overhaul* and what impacts it has had on his store.

Speaker: Jack Dunn, RPh, Jasper Drug and Gifts, Jasper, Georgia

Area B: Banking your Pharmacy Acquisition, Remodel, or Expansion

Learn the options available for lending to buy a store, remodel a current pharmacy, or expand into new markets with new locations. Live Oak Bank is the largest lender for independent pharmacies and wants to work with you to improve your business.

Speaker: Jimmy Neil, General Pharmacy Manager, Live Oak Bank, Wilmington, North Carolina

4:15 – 4:45 P.M.**COLLEAGUES IN CONSULTATION****Prince George's Exhibit Hall****Area A: Contracting in Long-Term Care**

Contracting can be overwhelming, but it is also incredibly important to be confident when facing a new contract. Get tips on how to work with third parties on contracts and ways to make them work in your favor.

Speaker: Richard Cummings, Merwin LTC Pharmacy, New Brighton, Minnesota

Area B: Specialty Pharmacy Accreditation

Specialty pharmacy can be confusing and overwhelming, but those familiar with the issues understand the value of specialty pharmacy accreditation. AllCare Pharmacy has received accreditation from two different specialty pharmacy accreditation providers and can speak to its value and share some tips on getting accredited.

Speaker: Stephen Carroll, PharmD, AllCare Pharmacy, Little Rock, Arkansas

5 – 5:30 P.M.**COLLEAGUES IN CONSULTATION****Prince George's Exhibit Hall****Area A: CLIA Waived Tests for Health Screenings**

There are well over 100 CLIA waived tests than can be performed in a pharmacy. Learn about how tests can impact patient care and understand the business case for testing in your store.

Speaker: Jake Galdo, PharmD, Samford University, Birmingham, Alabama

Area B: Comprehensive Medication Reviews and MTM

As CMRs become included in Medicare Part D Star Ratings, it is becoming increasingly crucial for pharmacies to figure out ways to complete them efficiently and effectively. Learn how one young pharmacist has made a mark on CMRs and MTM in general across several pharmacies in Arkansas and her tips to making them effective in yours.

Speaker: Taylor Franklin, PharmD, MTM Consultant, MediSav Pharmacy, Fort Smith, Arkansas

4 – 5:30 P.M.**NEW TIME! NCPA Foundation Awards Ceremony Potomac D**

Acknowledging all of the hard work that you have put into your school work and chapter over the past year, the NCPA Foundation Awards Ceremony highlights scholarship winners, the Outstanding Chapter Members of the Year, the Chapter of the Year, the Most Improved Chapter of the Year, the Outstanding Faculty Liaison of the Year, and Business Plan Competition finalists and winners. Come and support your school and your peers as we recognize all that you do for pharmacy.

5 – 6 P.M.**Wine & Cheese Reception (Exhibit Hall)**

Prince George's Exhibit Hall

5:30 – 6:30 P.M.**Appreciation Reception hosted by Surescripts Chesapeake 8/9****6 – 7:30 P.M.****Corporate Member Congress Reception (By Invitation Only) Potomac 5/6****6 – 8 P.M.****Washington State University Reception Potomac 3****6:30 – 8 P.M.****PCCA Member Reception Chesapeake 5/6****6:30 – 8 P.M.****PRODUCT THEATER DINNER****Understanding the Role of VASCEPA (Icosapent ethyl) as Add-on to Statins in Patients with Persistent High Triglyceride Levels (≥ 200 to < 500 mg/dL) (Non-CE)**

Sponsored by Amarin Pharma, Inc.
National Harbor 10

Promotional presentation outlining the efficacy and safety from the ANCHOR Trial of VASCEPA in statin treated patients with Persistent High Triglyceride Levels (≥ 200 to < 500 mg/dL).

Speaker: TBD

7 – 9 P.M.

University of Texas at Austin College of Pharmacy
Potomac 2

7 – 10 P.M.

RX 30 Pharmacy User Meeting
National Harbor 2

8 – 9 P.M.

NCPA PAC Dessert Reception
Chesapeake 8/9

9 – 10:30 P.M.

NCPA Presidents Reception (By Invitation Only)
Potomac 5/6

MONDAY, OCTOBER 12, 2015

7 – 8:30 A.M.

NCPA Continental Breakfast
Ballroom Foyer

7 – 8 A.M.

Front-End Overhaul Breakfast (Non-CE)
Potomac C

Learn something new about products that can differentiate your pharmacy in this All About Your Business Bottom Line Breakfast. Take away: The Source Bible of products for your shelves that you can't find in chain drug stores to help you stand out.

Speaker: Gabe Trahan, Senior Director of Store Operations and Marketing, NCPA, Burlington, Vermont

7 A.M. – 6 P.M.

NCPA Convention Registration
Ballroom Foyer

8 – 9:30 A.M.

WORKSHOP PROGRAMMING

How to Get More Front-End Revenue: Quality Punch List for Merchandising and Marketing
National Harbor 2

ACPE # 0207-0000-15-116-L04-P

ACPE # 0207-0000-15-116-L04-T

1.5 contact hours (0.15 CEUs)

Activity Type: Application-Based

This program will take an in-depth look at each selling season: holidays, highlights, and top-sellers. It will show you the best product placement, end-caps, merchandising, and advertising to increase your profits in the pharmacy front end.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Outline each selling season in the community pharmacy and discuss opportunities to merchandise products that complement patient needs.
2. Illustrate how to utilize signage to improve the patient's experience in the pharmacy.
3. Discuss how to arrange products to make the best use of your pharmacy end-caps and improve the customer's store experience.

Speaker: Gabe Trahan, Senior Director of Store Operations and Marketing, NCPA, Burlington, Vermont

8 – 9:30 A.M.

WORKSHOP PROGRAMMING

How to Create a Specialty Pharmacy Presence for Your Community Pharmacy
National Harbor 3

ACPE # 0207-0000-15-118-L04-P

ACPE # 0207-0000-15-118-L04-T

1.5 contact hours (0.15 CEUs)

Activity Type: Application-Based

Specialty is the fastest growing segment of the pharmacy industry. More than 40 percent of the drugs currently under development are specialty drugs, and the drug pipeline is enormous and being led by more than 3,000 oncology and immunology drugs in global development. Although specialty medications account for less than 1 percent of prescriptions dispensed, they account for almost 28 percent of total pharmacy spending in the United States. This trend is expected to increase significantly over the next several years, with the specialty portion of the pharmacy spend expected to catch up to and pass traditional pharmacy spend by 2018.

To date, a relatively small number of independent community pharmacies have entered into the specialty arena, in part due to a number of barriers and logistical complexities. Clearly, pharmacy entrepreneurs interested in specialty pharmacy have business considerations to evaluate before reaching the point of seeking payer contracts or specialty pharmacy accreditation. This session will bring you insights from pharmacy peers on how they are building or partnering to gain specialty capabilities.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Discuss the specialty marketplace, how independent pharmacy fits into the marketplace, and what capabilities are required to participate.
2. Identify barriers to entry for an independent pharmacy looking into specialty pharmacy.
3. Discuss options available for independent pharmacies to obtain capabilities of a specialty pharmacy.

Speakers: Kevin Day, PharmD, Executive Resident, NCPA, Alexandria, Virginia; Aaron Clark, PharmD, Blount Discount Pharmacy, Alcoa, Tennessee; Frank Steed, RPh, Gerould's Pharmacies, Inc., Elmira, New York; Jonathan Grice, PharmD, Home Town Pharmacy, New Era, Michigan

8 – 9:30 A.M.

WORKSHOP PROGRAMMING

Expanding Immunization Opportunities—Travel Immunizations and the Complementary Products that Bring Greater Profits and Customer Satisfaction

National Harbor 10

ACPE # 0207-0000-15-117-L04-P

ACPE # 0207-0000-15-117-L04-T

1.5 contact hours (0.15 CEUs)

Activity Type: Application-Based

Our increasingly global society means that the world is getting smaller and more of your patients are travelling to destinations outside of the U.S. for work and pleasure, exposing them to health issues that require vaccinations for their safety. Learn from one of your savvy pharmacy peers on how to offer a broad range of vaccinations and market this service so that the community thinks of you first when they think vaccination. Take advantage of added profits from products that your pharmacy travelers will need, making a profit while saving your patients time and trouble.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Outline a travel vaccine niche from information on vaccines to traveler information.
2. Describe effective marketing techniques and how to convert these to your community.

3. Discuss product lines that complement the needs of the international traveler and how to promote these to your customers.

Speaker: Beverly Schaefer, RPh, Katterman's Sand Point Pharmacy, Seattle, Washington

8 – 9:30 A.M.

WORKSHOP PROGRAMMING

Profit Mastery: It's All About Gross Margin—the Primary Controllable Profit Drivers

Sponsored by PCCA

National Harbor 11

ACPE # 0207-0000-15-115-L04-P

ACPE # 0207-0000-15-115-L04-T

1.5 contact hours (0.15 CEUs)

Activity Type: Application-Based

There are only so many gross profit dollars in the pharmacy industry and there are also a lot of "hogs at the trough." The gross profit game is a zero-sum deal; if someone gets another dollar, someone else loses one. And the independent pharmacist is potentially the one who gets pushed out by the big boys.

Managing gross margin/product mix is more critical than ever. Managing the seven key gross margin drivers is the walk away of this session and you will leave with a sophisticated, yet simple, visual roadmap to managing gross profit. The stakes are high – don't leave money on the table!

Pharmacist and Pharmacy Technician Learning Objectives:

1. Apply gross margin drivers to your pharmacy financial information.
2. Calculate the effects of different management decisions on gross margin.
3. Relate gross profit roadmap to your pharmacy's financial management.

Speaker: Steve LeFever, MBA, CFE, Chairman and Founder, Business Resource Services, Seattle, Washington

9:30 – 11:30 A.M.

Second General Session

Potomac Ballroom A/B

CEO address by B. Douglas Hoey.

Panel discussion: "The Future of Community Pharmacy in a Rapidly Changing Health Care System," moderated by Candy Crowley.

11:45 A.M. – 12:45 P.M.

Deans Advisory Council Meeting

Chesapeake 8

12 – 4 P.M.

NCPA Trade Exposition (with buffet lunch)

Prince George's Exhibit Hall

12:30 – 1 P.M.

COLLEAGUES IN CONSULTATION

Prince George's Exhibit Hall

Area A: Injection Services

Long-acting injectable antipsychotics can be an excellent selling and marketing point to help turn your pharmacy into a recognized mental health pharmacy. Hear how one independent got into these injection services and how you too can use them to diversify your pharmacy revenues.

Speaker: Patrick Devereux, PharmD, FMS Pharmacy, Birmingham, Alabama

Area B: Key Risk Management Issues for Pharmacy—Data Breach, Crime, and Employment Practices

We are constantly hearing about major breaches in data across health care, major retailers, and even the federal government. Learn about this and other major challenges facing pharmacy today and how you can

reduce the risk of these becoming an issue for you.

Speaker: Tom Goodrich, Senior Vice President Corporate Sales, Pharmacists Mutual Company, Algona, Iowa

1:15 – 1:45 P.M.

COLLEAGUES IN CONSULTATION

Prince George's Exhibit Hall

Area A: Medicare Part D Star Ratings

Star Ratings are now entrenched in pharmacy, along with the rest of health care. Hear about updates in the Star Ratings program, how payers and others are planning on using Star Ratings, and how you can work to improve your pharmacy's appearance in terms of ratings.

Speaker: Jonathan Marquess, PharmD, APCI, Bessemer, Alabama

Area B: Three Mistakes Owners Make When Contemplating the Sale of a Pharmacy

As owners move toward retirement and selling their pharmacy, they face a variety of stressors. It is easy to make big mistakes that may cost you as you try to get the optimal value from your store. Learn what these mistakes are and how to avoid them now so you can be prepared later.

Speaker: Tony DeNicola, Buy/Sell a Pharmacy, Warren, Connecticut

1:30 – 2:30 P.M.

NCPA Nominations Committee Meeting

Chesapeake 7

2 – 2:30 P.M.

COLLEAGUES IN CONSULTATION

Prince George's Exhibit Hall

Area A: Marketing for Long-Term Care

Struggling to get your long-term care

business off the ground? Looking to expand into new markets? Come for a discussion on the marketing challenges of LTC and how you can work to overcome those challenges.

Speaker: Roger McKnight, Merwin LTC Pharmacy, New Brighton, Minnesota

Area B: "Mobile" as a Strategy for Community Pharmacy

All small businesses need a social media strategy to improve their web presence and attract new customers to their stores. Community pharmacies are no different as most patients turn first to the Internet when asking health-related questions. Learn how to make your pharmacy's social media strategy a successful one.

Speaker: Brent Werbeck, COO, RxWiki, Austin, Texas

2:30 – 3:30 P.M.

NCPA Resolutions Committee Meeting

Chesapeake 7

2:45 – 3:15 P.M.

COLLEAGUES IN CONSULTATION

Prince George's Exhibit Hall

Area A: Medication Synchronization: Working out the Kinks

Struggling to roll out your medication synchronization program? Running into issues even through your program is off the ground? Looking to take your adherence program to the next level? Come learn from one of the leading adherence/medication synchronization pharmacists about how he has been able to make adherence a primary and worthwhile part of his business.

Speaker: Hashim Zaibak, PharmD, Hayat Pharmacy, Milwaukee, Wisconsin

Area B: Data Collection and Payer Contracting

Working with local payers sounds like a great idea, but how can you take what you inherently know about your pharmacy, attach metrics to it, and sell it to a local payer? It may not be a one-size-fits-all solution, but learn how one independent in Iowa has done just that with great success.

Speaker: Randy McDonough, RPh, Towncrest Pharmacy, Iowa City, Iowa

3:45 – 5:30 P.M.

Break Area

National Harbor 3-10 Foyer

4 – 6 P.M.

WORKSHOP PROGRAMMING

The Clinical Community Pharmacy—The Journey Continues

Sponsored by Merck

National Harbor 2

ACPE # 0207-0000-15-120-L04-P

ACPE # 0207-0000-15-120-L04-T

2.0 contact hours (0.2 CEUs)

Activity Type: Application-Based

Access up-to-the-minute programming on developing issues with emerging models. This is the place to be to interact with your peers who are making new strides for the profession: how, where, and what does it take.

Pharmacy is changing and the changes toward quality standards and value-based patient care present opportunities as well as challenges. This program continues the journey begun at last year's convention for delivering comprehensive patient care in the community pharmacy to the next level. The focus is on opportunities:

- In the pharmacy, delivering superior patient care management for improved outcomes.

- Partnering with other health care providers in the community to transition care from the pharmacy to the home setting to monitor patients.
- How care is linked by essential technologies to manage pharmacy workflow and communication with patients and providers.
- How to manage outreach to patients and providers to document the value of your clinical community pharmacy care.

Pharmacist and Technician

Learning Objectives:

1. Discuss advanced disease state based patient care models and their delivery in the community setting.
2. Evaluate the health care market place partnership opportunities and what benefits the community pharmacy can deliver.
3. Discuss the attributes of technology to facilitate patient care, communication and workflow between the pharmacy and health care partners.
4. Develop a message for your community and its value as a health care provider and partner.

Speakers: David Pope, PharmD, CDE, chief of innovation, Creative Pharmacist, Evans, Georgia; Justin Wilson, PharmD, Valu-Med Pharmacy, Midwest City, Oklahoma; Joe Moose, PharmD, Moose Compounding Pharmacy, Concord, North Carolina; Jay Williams, Pharmacy Directions, Dublin, Ohio; Troy Trygstad, Vice President, Pharmacy Programs, CCNC, Chapel Hill, North Carolina

4 – 5:30 P.M.

WORKSHOP PROGRAMMING

Disaster Strikes: Now What?

Sponsored by Pharmacists Mutual Foundation

National Harbor 3

ACPE # 0207-0000-15-119-L04-P

ACPE # 0207-0000-15-119-L04-T

1.5 contact hours (0.15 CEUs)

Activity Type: Application-Based

This session is designed to educate pharmacists and their staff about the tenets of contingency planning. Attendees will learn about business continuity preparations and the benefits of having an integrated Resource and Support Center to coordinate a business owner's needs before, during, and after a calamity. Ice storms, hurricanes, mudslides, power outages, and riots are just a few examples of unplanned events that can interrupt business operations. Attend this informative session to find out how you can adequately prepare for the unexpected.

Pharmacist and Technician

Learning Objectives:

1. Identify the key components of disaster preparedness, response, and recovery.
2. List the steps for effective business continuity.
3. Discuss how to consolidate the various components of a solid disaster plan.

Speakers: Donnie Calhoun, PD, NCPA Foundation Vice President, Calhoun Compounding, Anniston, Alabama; Vic Garman, Senior Vice President, Claims, Pharmacists Mutual Companies, Algona, Iowa; Edward Yorty, President and Chief Executive Officer, Pharmacists Mutual Companies, Algona, Iowa; Charlie Thomas, RPh, FAPhA, State Pharmacy Director (Retired), Alabama Department of Public Health, Montgomery, Alabama; Steve Simenson, BPharm, FAPhA, DPNAP, President Managing Partner, Goodrich Pharmacy, Inc., Anoka, Minnesota

4 – 5:30 P.M.

WORKSHOP PROGRAMMING

Compounding Legal, Regulatory & Quality Practice Update: What Pharmacies Need to Know Now

National Harbor 10

ACPE # 0207-0000-15-122-L03-P

ACPE # 0207-0000-15-122-L03-T

1.5 contact hours (0.15 CEUs)

Activity Type: Application-Based

With implementation of the compounding provisions contained within the 2013 Drug Quality and Security Act (DQSA) well underway, there is a lot of fast moving information you need to be aware of. This education session will focus on what you need to know related to FDA's inspection activities and how to respond, the Memorandum of Understanding addressing interstate shipment of compounds, and the differing positive and negative lists that are being created by FDA and the Pharmacy Compounding Advisory Committee (PCAC). The session will also cover the current status of office-use compounding as well as provide helpful tips on how to maintain a quality compounding practice in light of all of the ongoing changes in the marketplace. FDA's implementation of the DQSA compounding law will be discussed from a legal standpoint.

Pharmacist and Pharmacy

Technician Learning Objectives:

1. Discuss the current position of the FDA on compounding and the ramifications for your compounding practice.
2. Explain how the memorandum of understanding addressing interstate shipment of compounds is being enforced and potential practice effects for compounding pharmacies.
3. Discuss the rights of the pharmacy related to FDA's inspection activities.

Speakers: Rachael G. Pontikes, Partner, Duane Morris LLP, Chicago, Illinois; Ronna B. Hauser, PharmD, Vice President of Pharmacy Affairs, NCPA, Alexandria, Virginia; A.J. Day, PharmD, RPh, Director, Pharmacy Consulting, PCCA, Houston, Texas

4 – 5:30 P.M.

WORKSHOP PROGRAMMING

LTC Legislative/Regulatory Update: State of the Industry

National Harbor 11

ACPE # 0207-0000-15-121-L03-P

ACPE # 0207-0000-15-121-L03-T

1.5 contact hours (0.15 CEUs)

Activity Type: Application-Based

This session will look back over the past year and forward to the latest developments in the legislative and regulatory arena pertaining to long-term care issues. A panel of industry experts with representatives from long-term care facilities will share their thoughts on regulatory challenges they face and how pharmacies can serve as an ally and partner.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Discuss key legislative and regulatory developments in the past year affecting long-term care providers.
2. List and describe issues of importance to long-term care providers in 2015 and 2016.
3. Discuss ways that long-term care pharmacies can partner with industry to provide better patient care.

Speakers: Clif Porter, Senior Vice President, Government Relations, American Health Care Association, Washington, D.C.; Barbara Gay, J.D., Director of Governmental Affairs, Leading Edge, Washington, D.C.; Cynthia Morton, Executive Vice President, National Association for the Support of Long-Term Care,

Washington, D.C.; Donna Doneski, Director of Policy and Membership, National Association for the Support of Long-Term Care, Washington, D.C.

6 – 7 P.M.

PACE Alliance Reception

Potomac 1/2

6 – 7 P.M.

LTC Reception

Sponsored by McKesson

Potomac 3

6 – 7:30 P.M.

Upsher-Smith Customer

Appreciation Reception

Pose Night Club

(By Invitation Only)

6:30 – 8 P.M.

PRODUCT THEATER DINNER

Independent Retailing Excellence:

The Right Product at the Right Place at the Right Price (Non-CE)

Sponsored by AmerisourceBergen

Potomac 4/5

If you're like most independent pharmacies, at least 90 percent of your sales can be attributed to prescription sales. Independent retail pharmacy is an \$88 billion marketplace, providing pharmacies a significant opportunity to maximize profits on the retail side of your business. Tim Buskey from AmerisourceBergen will discuss how tools, programs, and utilizing data will help you have the right product at the right time at the right price for your patients, ultimately driving profits for pharmacy.

Speaker: Tim Buskey, Vice President Consumer Products, AmerisourceBergen, Chesterbrook, Pennsylvania

6:30 – 8 P.M.

Care Pharmacies Member Reception

Potomac 6

IMPORTANT

On Tuesday, Oct. 13, NCPA will be providing lunch vouchers at the NCPA Registration Desk between 8 a.m. and 12 p.m. Please present your attendee badge to receive your lunch voucher. Only available to registered attendees. These can be used at any of the Gaylord restaurants including Pienza and National Pastime Sports Bar.

6:30 – 8 A.M.

NCPA Foundation Sunrise Breakfast Sponsored by Cardinal Health

Potomac D

7 – 8 A.M.

PRODUCT THEATER BREAKFAST

Opportunities for the Pharmacy: Compounding, Innovation, and Nutrition—Niche Plus Patient Care Equals Profit (Non-CE)

Sponsored by PCCA

Potomac 4

Discover why prescribers are turning to compounding pharmacists for new medication treatment options and learn more about why independent pharmacy owners turn to PCCA for chemicals, training, education, and consulting in this session and how to get started in compounding. Designed for non-PCCA members.

Speakers: Bill Letendre, MS, RP, MBA, FIACP, Vice President of Compounding Pharmacy Management, PCCA, Houston, Texas; John Preckshot, RPh, CCN, FIACP, Director of Wellness Works Nutrition, PCCA, Houston, Texas

7 A.M. – 6 P.M.

NCPA Convention Registration

Ballroom Foyer

7:30 – 9 A.M.**NCPA Continental Breakfast
Potomac Ballroom AB Foyer****8 – 9:30 A.M.****WORKSHOP PROGRAMMING****Benefit From Patient Care
Opportunities in Diabetes
Sponsored by Merck***National Harbor 2**ACPE # 0207-0000-15-124-L04-P**ACPE # 0207-0000-15-124-L04-T**1.5 contact hours (0.15 CEUs)**Activity Type: Application-Based*

From A1C checks and multiple, preventative screenings, diabetes is a complicated and expensive disease that accounts for 1 in 5 health care dollars in America. Pharmacies across the country are providing solutions through adherence programs, DME, and other patient care activities.

In this session, learn the value of a diabetic patient and how you can transform your business practice to meet these patients' needs.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Discuss patient care services that can improve outcomes for patients with diabetes.
2. Relate methods to tie adherence with advanced patient care services in the diabetic population.
3. Outline business aspects of an advanced diabetes adherence program.

Speakers: Patrick Devereux, PharmD, FMS Pharmacy, Helena, Alabama; Bri Morris, PharmD, Associate Director of Strategic Initiatives, NCPA, Alexandria, Virginia

8 – 9:30 A.M.**WORKSHOP PROGRAMMING****Transitioning the Ownership of an
Independent Pharmacy—Options
for Current Owners and Prospective
Buyers***National Harbor 3**ACPE # 0207-0000-15-139-L04-P**ACPE # 0207-0000-15-139-L04-T**1.5 contact hours (0.15 CEUs)**Activity Type: Application-Based*

The continuity of the independent pharmacy community is contingent on the willingness of younger pharmacists to purchase existing pharmacies or start new pharmacies.

The process of purchasing a pharmacy is a complicated and often daunting one, from the perspective of both buyer and seller, the majority of whom have never done it before. The options available to new prospective owners include purchasing an existing pharmacy outright, becoming a junior partner in an existing pharmacy, or starting up a new pharmacy. Each of these options creates certain concerns on the part of first-time buyers, as well as for existing owners who plan to sell. This presentation will address the options and opportunities for both buyers and sellers in the world of independent pharmacy

Pharmacist and Technician Learning Objectives:

1. Discuss the effects that current changes in the pharmacy providing world are having on the buying and selling of independent pharmacies.
2. Describe the current valuation methods being employed by buyers and lenders when valuing an independent pharmacy for the purposes of a change of ownership.
3. Explain the options that prospective buyers have to become owners and the various ways in which these options can be financed.

Speaker: Jim Beatty, RPh, Buy-Sellapharmacy.com, Bound Brook, New Jersey

8 – 9:30 A.M.**WORKSHOP PROGRAMMING****Opportunities and Reimbursement
Models for the Community
Pharmacist in Primary Care
Partnerships***National Harbor 10**ACPE # 0207-0000-15-126-L04-P**ACPE # 0207-0000-15-126-L04-T**1.5 contact hours (0.15 CEUs)**Activity Type: Application-Based*

Primary care medical practice models are evolving from fee-for-service to fee-for-value and pay-for-performance (P4P) reimbursement models. These changes are causing new challenges and focus areas as primary care providers attempt to transition their practice models in this new era. With these new challenges come new opportunities for community pharmacists to partner with primary care providers in innovative team-based care models to improve patient outcomes and adjust to the new reimbursement landscape. This program will explore the changes that are occurring in the industry as well as key opportunities and resources for a community pharmacist to engage at a new level of patient care that could be provided in a variety of settings and present new revenue sources.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Describe the changing landscape of primary care medical practice and reimbursement models for primary care providers.
2. Identify the health care quality metrics that are driving primary care value-based reimbursement and identify those that can be influenced by pharmacist services.
3. Discuss various pharmacist service opportunities that a community pharmacist could provide in collaboration with a primary care provider.

- Identify resources for a community pharmacist to utilize when implementing new collaborative services with primary care providers.
- Discuss strategies for identifying primary care medical practice targets that present good opportunities for community pharmacist collaboration.

Speaker: Bryan Ziegler, PharmD, Executive Director, Kennedy Pharmacy Innovation Center, Columbia, South Carolina

8 – 9:30 A.M.

WORKSHOP PROGRAMMING

LTC Niches: New and Creative Residential Settings

National Harbor 11

ACPE # 0207-0000-15-123-L04-P

ACPE # 0207-0000-15-123-L04-T

1.5 contact hours (0.15 CEUs)

Activity Type: Application-Based

A new generation of seniors and other patients requiring long-term services is placing a greater emphasis on independence at home, which has led to creative residential settings popping up in towns and communities across the nation. Regardless of how these patients congregate, they'll most likely require medication services and high-touch care. Learn how you can scope out these new communities, and settings and help keep these patients healthy.

Pharmacist and Pharmacy Technician Learning Objectives:

- Discuss new residential settings occurring in the long-term care community.
- Outline opportunities to market your senior care services and long-term care services to these settings.
- Discuss programs that can be of use in non-traditional settings.

Speakers: Reed Richardson, Vice President of Customer Experience and Sales, Simple Meds, LLC, Indianapolis, Indiana; Dixie Leikach, RPh, MBA, FACA, Finksburg Pharmacy, Reisterstown, Maryland; Doug Russell, RPh, Senior Vice President, Pharmacy Alternatives, Louisville, Kentucky

8:15 – 11:30 A.M.

Break Service

National Harbor 3-10 Foyer

9:45 – 11:15 A.M.

WORKSHOP PROGRAMMING

Thriving in the Business of Nutrition

National Harbor 2

ACPE # 0207-0000-15-130-L04-P

ACPE # 0207-0000-15-130-L04-T

1.5 contact hours (0.15 CEUs)

Activity Type: Application-Based

For more than 30 years, independent pharmacists have held a unique home court advantage when it comes to developing a successful nutritional revenue stream in their pharmacies. However, many pharmacists have given away that advantage to the competition. Instead of nutritional supplements providing pharmacy revenue, they are just gathering dust. Instead of generating a revenue stream, they are just a capital expenditure. This presentation will demonstrate the steps necessary to regain that advantage for professional nutritional sales in your marketplace. Success and sales in nutrition are more than just the supplements! Pharmacists possess the unique business and clinical acumen to develop a thriving (\$25,000-\$35,000/month) business in nutrition. This presentation will discuss that application.

Pharmacist and Technician Learning Objectives:

- Discuss the current market for vitamin and nutritional products in the pharmacy.

- Evaluate sources for education and training for staff and resources for patients.
- Outline effective marketing techniques for the vitamin and nutritional niche in pharmacy.

Speaker: John Preckshot, RPh, CCN, FIACP, Director of Wellness Works, PCCA, Houston, Texas

9:45 – 11:15 A.M.

WORKSHOP PROGRAMMING

Exploring the Expanding Opportunities in Transitions of Care

Sponsored by Merck

National Harbor 3

ACPE # 0207-0000-15-129-L04-P

ACPE # 0207-0000-15-129-L04-T

1.5 contact hours (0.15 CEUs)

Activity Type: Application-Based

As hospitals and long-term care facilities face increasing financial penalties for 30-day readmissions, community pharmacies have growing opportunities to partner with these entities to improve patient care and reduce readmissions. Learn how these opportunities could provide new revenue streams while improving your pharmacy's role in the promotion of health in your community. We'll explore what a transitions of care program entails, how to prepare a pitch and go to local hospital or long-term care facility decision makers, and many of the potential benefits of implementing a program at your store.

Pharmacist and Pharmacy Technician Learning Objectives:

- Discuss changes in the hospital, long-term care and physician payment structure that make transitions of care programs more attractive to health systems.
- Outline the business model for an existing transitions of care program and discuss how it can be adapted to your pharmacy setting.

3. Discuss the appropriate target within a hospital, or facility for a proposal and how to pitch your pharmacy services.
4. Describe the IMPACT Act of 2014 (Improving Medicare Post-Acute Care Transformation) and identify opportunities for your practice.
5. Outline specific ways that you can target patients discharging from long-term care facilities.

Speakers: Doug Josephson, RPh, FASCP, Hometown Pharmacy—Rockford, LTC, Rockford, Michigan; Jennifer Shannon, PharmD, BCPS, Lily's Pharmacy of Johns Creek, Alpharetta, Georgia; Richard Logan, Jr., PharmD, L&S Discount Pharmacy, Charleston, Missouri

9:45 – 11:15 A.M.

WORKSHOP PROGRAMMING

How to Be Prepared When the DEA Comes Knocking on Your Pharmacy Door

National Harbor 10

ACPE # 0207-0000-15-128-L04-P

ACPE # 0207-0000-15-128-L04-T

1.5 contact hours (0.15 CEUs)

Activity Type: Application-Based

In a good percentage of pharmacies across the U.S., there are inadvertent record-keeping violations that could cause fines to potentially put a pharmacy out of business. This session will outline the course that DEA administrative actions take in pharmacy, the pharmacy's corresponding responsibility with the prescriber for controlled substances, how to respond in the face of a DEA audit, and proper record-keeping requirements as well as recognition of red flags that can help the pharmacy staff in identifying problem prescriptions.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Discuss the role of the DEA pertaining to controlled

substances and DEA requirements for handling controlled substances.

2. Discuss the Red Flag Indicators for prescriptions and safeguards the independent practice should put in place to avoid issues with controlled substance prescriptions.
3. Review DEA regulations for the purchase of Schedule II drugs and best practices the pharmacy should operate under to avoid violations.
4. Review DEA administrative penalties, sanctions, and procedures that DEA may follow when a pharmacy registrant is found to be out of compliance with DEA regulations/federal statutes.

Speakers: James Schiffer, Associate, Allegaert Berger & Vogel, LLC, Westfield, New Jersey; Carlos Aquino, Founder and President, PharmaDiversion, LLC, Media, Pennsylvania

9:45 – 11:15 A.M.

WORKSHOP PROGRAMMING

NCPA Digest, Sponsored by Cardinal Health: A Guide to Improved Pharmacy Practice

National Harbor 11

ACPE # 0207-0000-15-127-L04-P

ACPE # 0207-0000-15-127-L04-T

1.5 contact hours (0.15 CEUs)

Activity Type: Application-Based

Benchmarking your practice can be a vital tool for growth. Numbers and percentages, ratios and formulas—these always tell a story about the condition of your business, but they can be much more powerful in guiding your practice to successful expansion and increased profits. This program will bring you the data that will help you to benchmark your practice along-side your most

successful pharmacy peers.

Pharmacist and Technician

Learning Objectives:

1. Discuss financial performance trends in independent community pharmacy in 2014.
2. Outline how to utilize pharmacy average data to benchmark individual performance indicators from a community pharmacy.
3. Summarize key data to collect to assess pharmacy niche performance.

Speakers: Donna West-Strum, Chair and Associate Professor of Pharmacy Administration, Research Associate Professor, Research Institute of Pharmaceutical Sciences, School of Pharmacy, The University of Mississippi, University, Mississippi; Richard Jackson, PhD, President, Community Pharmacy Consulting, Sarasota, Florida

11:30 A.M. – 1 P.M.

WORKSHOP PROGRAMMING

How to Safeguard Your Pharmacy From Audits—A Team Approach

National Harbor 2

ACPE # 0207-0000-15-131-L04-P

ACPE # 0207-0000-15-131-L04-T

1.5 contact hours (0.15 CEUs)

Activity Type: Application-Based

In the changing landscape of pharmacy, it is important to use all of your assets properly. Every member of your pharmacy team has a vital role to play to survive current pharmacy audits and PBM tactics and prevent audit recoveries. A leading industry expert and defender of community pharmacies brings best practices for each team member to understand the many facets of the audit process and implement prevention strategies.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Illustrate examples of audit red flags.

2. Discuss best practices for avoiding audit recoveries.
3. Outline a workflow and responsibility chart for pharmacy staff members to reduce audit findings.

Speaker: Mark Jacobs, RPh, Director of PAAS Services, PAAS National, Stoughton, Wisconsin

11:30 A.M. – 1 P.M.

WORKSHOP PROGRAMMING

Rethink Pharmacy: Hiring a Clinical Pharmacist to Expand Your Opportunities

Sponsored by Merck

National Harbor 3

ACPE # 0207-0000-15-132-L04-P

ACPE # 0207-0000-15-132-L04-T

1.5 contact hours (0.15 CEUs)

Activity Type: Application-Based

Innovative pharmacies across the nation are embracing clinical opportunities and the chance to revolutionize how they practice, and add value to the services they provide in the health care system. New pharmacy grads are clinically trained and are seeking opportunities to utilize those skills in the community pharmacy. In this session, examine the business case for clinical services and learn how to find a clinical community pharmacist to supplement your team.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Discuss the ROI and business considerations for hiring a pharmacist to expand non-dispensing, clinical services for the pharmacy.
2. Outline the potential roles of clinical staff, including part-time staffing in a prescriber's office.
3. Discuss the clinical skills necessary, training requirements, and draft a trial job description for a clinical staffing position.

Speakers: Randy McDonough, PharmD, Towncrest Pharmacy, Iowa City, Iowa; Taylor Franklin, PharmD, Medication Therapy Management Consultant, Fort Smith, Arkansas

11:30 A.M. – 1 P.M.

WORKSHOP PROGRAMMING

Essential Oils: A New Opportunity for Front-End Profits

National Harbor 10

ACPE # 0207-0000-15-133-L04-P

ACPE # 0207-0000-15-133-L04-T

1.5 contact hours (0.15 CEUs)

Activity Type: Application-Based

Essential oils are a very new niche to pharmacy and they give you an advantage that can bring new, YOUNG families into your practice. Learn about the profit potential from a pharmacist who has done the research into the science and chemistry and gradually introduced essential oils into the practice where they have rapidly led to a monthly OTC increase of approximately 60 percent. The pharmacy combines accessibility for this repeat customer with solid education and healthy guidance from a trusted health professional. The niche brings an excellent mark-up with no insurance, which is a good choice for pharmacy.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Discuss therapeutic uses, side effects, and contraindications of commonly used essential oils.
2. Recognize the attributes of a high quality supplier of essential oils.
3. Outline an effective marketing approach for the essential oils niche in your pharmacy.
4. Explain various methods for delivery of essential oils and how they can be incorporated into your niche offering.
5. Observe preparation of several useful essential oil products.

Speaker: Annette Duncan, RPh, PharmD, Wynn's Pharmacy, Griffin, Georgia

11:30 A.M. – 1 P.M.

WORKSHOP PROGRAMMING

Managing the Clinical Aspects of Long-Term Care Pharmacy

National Harbor 11

ACPE # 0207-0000-15-134-L04-P

ACPE # 0207-0000-15-134-L04-T

1.5 contact hours (0.15 CEUs)

Activity Type: Application-Based

Contracting with skilled nursing facilities differs from other long-term care services. This session will address general contractual considerations, the basics of providing medication reviews (DRR), and chart reviews. From the business perspective, it will explore weighing time efficiency and profitability and what this balance looks like. Should you hire, self-staff, or contract? Discover the learning curves, challenges, and best practices in your long-term care business success.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Outline the job description of a clinical consultant in a skilled nursing facility.
2. Discuss basic contracting terms that are covered in skilled nursing facility contracts.
3. Describe effective metrics that can be utilized to measure consultant pharmacist performance.

Speaker: Sharon Clackum, PharmD, CGP, Rx Answers, LLC, Cumming, Georgia

1 – 2:30 P.M.

New Options for the PCCA Member: Innovations in Compounding Lunch (Non-CE)

Sponsored by PCCA

Potomac 5/6

This session will introduce you to a variety of great opportunities for your pharmacy that help you take your profits to a new level, combining the high patient service you already have with new areas to improve patient outcomes. Get in-depth knowledge about PCCA's proprietary bases—PracaSil™-Plus, Mucolox™ and LoxaSpense™. Learn how these products can help your patients and boost your business in the scar, ENT, hormone, and oncology niches.

Speakers: A.J. Day, PharmD, Director of Pharmacy Consulting, PCCA Houston, Texas; Chris Simmons, RPh, Vice President of Creative Development, PCCA, Houston, Texas

2:30 – 4 P.M.

Break Service

National Harbor 3-10 Foyer

2:45 – 4:15 P.M.

WORKSHOP PROGRAMMING

All Hands on Deck: Using Your Pharmacy Team to Build Your Patient Services

Sponsored by Merck

National Harbor 2

ACPE # 0207-0000-15-135-L04-P

ACPE # 0207-0000-15-135-L04-T

1.5 contact hours (0.15 CEUs)

Activity Type: Application-Based

Ever want to offer a new patient service or program, but feel you don't have the bandwidth to do it? From your lead technician to your pharmacy resident, every member of the pharmacy staff has a role to play with these new opportunities. This program will delve into strategies for engaging and leading key members of your pharmacy team to take ownership of new programs.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Discuss strategies for engaging in new pharmacy services without adding additional staff.

2. Describe revenue-producing programs ideally suited for non-pharmacist staff members.
3. Outline ways to incorporate students and residents into the existing pharmacy workflow in order to improve the pharmacy's bottom line and better serve patients.

Speakers: Matt Osterhaus, RPh, Osterhaus Pharmacy, Maquoketa, Iowa; Chris Harlow, PharmD, St. Matthews Community Pharmacy, Louisville, Kentucky; Jake Olson, PharmD, President and CEO, Skywalk Pharmacy, Milwaukee, Wisconsin

2:45 – 4:15 P.M.

WORKSHOP PROGRAMMING

Top 10 Recent Legal Developments Impacting Community Pharmacy Practice

National Harbor 3

ACPE # 0207-0000-15-125-L04-P

ACPE # 0207-0000-15-125-L04-T

1.5 contact hours (0.15 CEUs)

Activity Type: Knowledge-Based

A discussion of 10 important recent changes in federal and state laws (including statutes, cases, regulations, and guidance documents) that govern and/or significantly impact the practice of community pharmacy in the United States.

Pharmacist and Technician Learning Objectives:

1. List 10 important recent changes in the law about which all community pharmacists in the U.S. should be aware.
2. Identify certain legal responsibilities of community pharmacists and other pharmacy personnel resulting from these recent changes in the law.
3. Discuss how recent legal developments affect your pharmacy practice.

Speakers: Kenneth D. McArthur, Jr., Esq., Partner, Pietragallo Gordon Alfano Bosick & Raspanti, LLP, Richmond, Virginia; Pam Brecht, Partner, Pietragallo Gordon Alfano Bosick & Raspanti, LLP, Philadelphia, Pennsylvania

2:45 – 4:15 P.M.

WORKSHOP PROGRAMMING

DEA Update 2015

National Harbor 10

ACPE # 0207-0000-15-137-L04-P

ACPE # 0207-0000-15-137-L04-T

1.5 contact hours (0.15 CEUs)

Activity Type: Application-Based

To say that compliance with Drug Enforcement Administration regulations in your community pharmacy is important would be a huge understatement. The impact of a DEA audit on your business could be critical. This session will provide timely updates from the Chief of Liaison and Policy Section in the Office of Diversion Control at DEA on actions to address prescription drug abuse and diversion, electronic prescribing of controlled substances, drug disposal, registration fees, inspections and controlled substance monitoring, and strategies for pharmacists to use to comply with the corresponding responsibility rule for verifying prescriptions.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Discuss the scope of the prescription drug abuse problem in the United States.
2. Identify ways that prescription controlled substances are being diverted from the pharmaceutical supply chain.
3. Identify areas where DEA, local law enforcement, and pharmacists can work together to curb prescription drug abuse.
4. Identify common "red flags" that pharmacists should be on the lookout for regarding errant

prescribing, forgeries, and recipient drug seeking behavior.

Speaker: Ruth Carter, Chief of Liaison and Policy Section, Office of Diversion Control, Drug Enforcement Administration, U.S. Department of Justice, Washington, D.C.

2:45 – 4:15 P.M.

WORKSHOP PROGRAMMING

Process and Quality Improvement: How to Improve Your Efficiencies in the LTC World

National Harbor 11

ACPE # 0207-0000-15-136-L04-P

ACPE # 0207-0000-15-136-L04-T

1.5 contact hours (0.15 CEUs)

Activity Type: Application-Based

Outstanding business processes and quality assurance systems lead your LTC business to superior service to your customers. Unfortunately, you are only as strong as your weakest link, and what works today may not work tomorrow unless a well-defined corporate culture surrounding error prevention and customer service exists and resonates with every member of your staff. Continuous systems of quality improvement are vital to your success. This fast-paced session will introduce you to proven effective tools to identify poor processes, perform a root cause analysis, employ rapid improvements, and create a planning structure that fixes problems.

Pharmacist and Technician Learning Objectives:

1. Analyze root causes of poor performance in LTC operations.
2. Apply systems for rapid improvement events.
3. Create a Control Plan that keeps problems fixed.

Speakers: Mark Prifogle, HFA, LNHA, ICYB, FACHCA, Chief Executive Officer and Group President, GrandView Health

Services, Brownsburg, Indiana; Dixie Leikach, RPh, MBA, FACA, Finksburg Pharmacy, Reisterstown, Maryland; Glenn Eldridge, RPh, GrandView Pharmacy, Brownsburg, Indiana

4:30 – 6:45 P.M.

NCPA House of Delegates

Potomac Ballroom C

7 – 10 P.M.

NCPA Closing Night Party

Potomac Ballroom A/B & Foyer

Dinner served from 7-8:15 p.m.

Show/concert 8:30-9:45 p.m.

Grand Ballroom & Foyer

Featured Entertainment:

Jason Alexander

WEDNESDAY, OCTOBER 14, 2015

9 A.M. – 12 P.M.

Post-Convention Programming: Creating, Telling, and Selling Your Value Story

Pre-registration is required

National Harbor 10/11

Continental Breakfast

ACPE # 0207-0000-15-138-L04-P

ACPE # 0207-0000-15-138-L04-T

3.0 contact hours (0.3 CEUs)

Activity Type: Application-Based

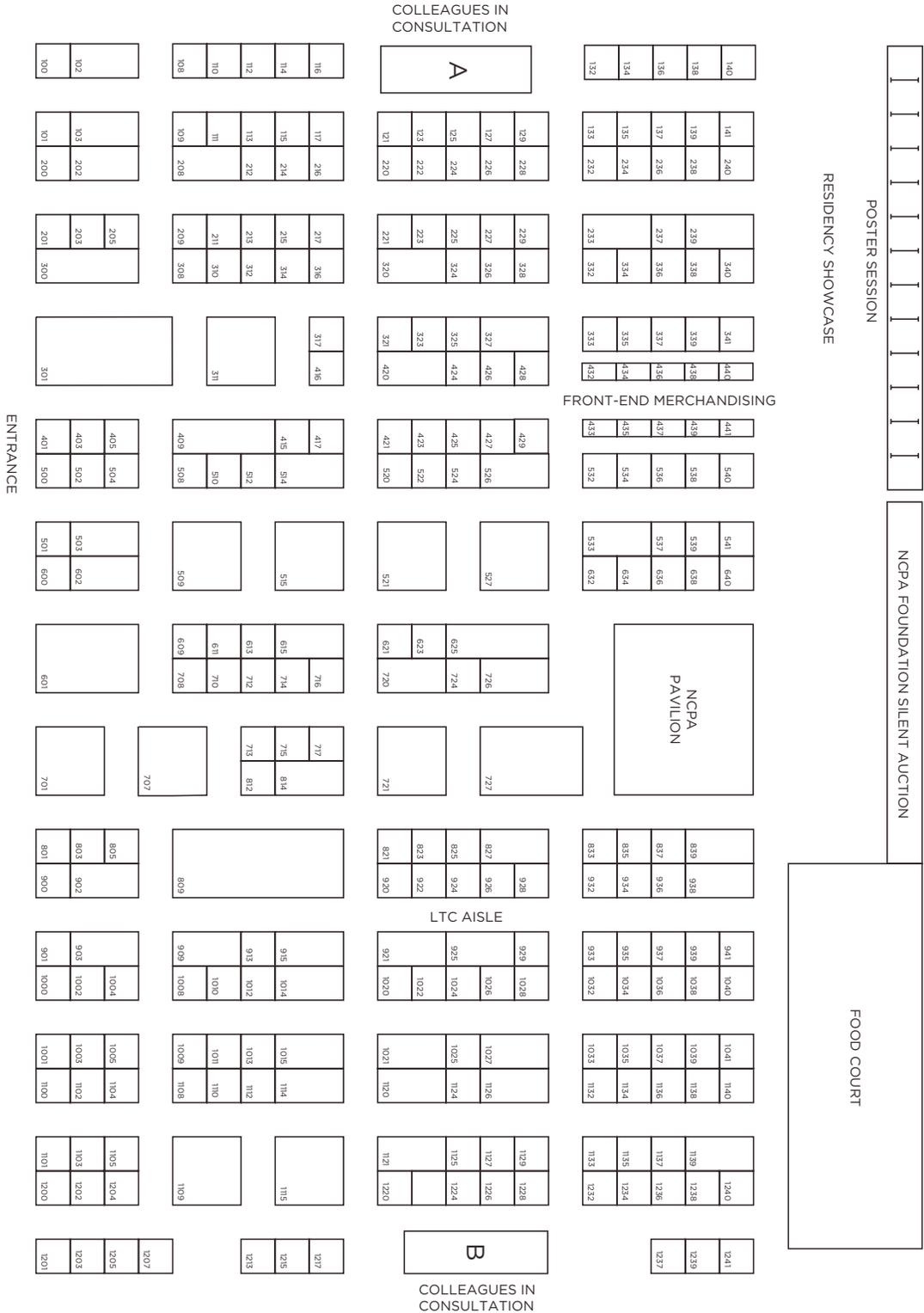
A capstone to this year's convention, the Post-Convention Program will put together the numerous trends and opportunities learned during convention programming, including specialty pharmacy, high value pharmacies, and diversifying services and niches. Attendees will leave with the tools and resources they need to create and tell their pharmacy's story, from marketing tactics to effective hiring and selling techniques and more. Head home from the convention feeling energized and ready to sell your pharmacy brand.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Discuss the key elements of a pharmacy branding campaign.
2. Create a brief compelling brand message for your community pharmacy.
3. Discuss the components upon which a collaborative relationship is built.
4. Describe effective tactics to improve the professional relationships between physicians and pharmacists.
5. Outline the marketing tools effective in physician detailing.
6. Discuss an effective social media strategy for patient and community outreach to establish your pharmacy brand.

Speakers: Marsha Millonig, MBA, BPharm, President & CEO, Catalyst Enterprises, LLC, Eagan, Minnesota; Paul Mulhausen, MD, MHS, Chief Medical Officer, Telligen, Inc., West Des Moines, Iowa; Wayne Glowac, Chief Marketing Officer, Kramer Printing, Waunakee, Wisconsin; Jennifer Bruckart, Director of Outreach and Education, WeCare Pharmacy, Warrenton, Virginia; Carole Hayward, Executive Director, Clear Message Media, Alexandria, Virginia.

EXHIBIT HALL FLOOR PLAN



COMPREHENSIVE EXHIBITOR LISTINGS

As of 9/15/2015



*Denotes NCPA corporate member

340B HEALTH.....936

Contact: Fred Moxley
Phone: 202.552.5854
Email: fred.moxley@340bhealth.org
Website: www.340bhealth.org
We are the leading advocate and resource for those providers who serve their communities through participation in the 340B drug pricing program.

/ALERT.....213

Contact: Dave Leyden
Email: dmortara@uspharmacist.com
Website: www.alertmarketing.com
/alert® is a premiere full-service health care communications company providing information and education to health care professionals. Our programs include cooperative mail, custom mail, email, education, distribution, editorial and research programs.

ACCREDITATION COMMISSION FOR HEALTH CARE 1134

Contact: Kevin O'Connell
Phone: 919.785.1214
Email: koconnell@achc.org
Website: www.achc.org
ACHC is a nationally recognized accreditation organization, offering an extensive range of pharmacy compliance services, including infusion, specialty, long-term care, and PCAB compounding accreditation.

ACETAMINOPHEN AWARENESS COALITION..... 522

Contact: Caitlin Docker
Phone: 202.813.4713
Email: caitlin.docker@gmmb.com
Website: www.knowyourdose.org
The Acetaminophen Awareness Coalition is proud to sponsor the Know Your Dose campaign and educate patients on the safe use of medicines containing acetaminophen. Visit KnowYourDose.org/order for free educational materials.

*ACURA PHARMACEUTICALS, INC.934

Contact: Brad Rivet
Phone: 770.846.5960
Email: brivet@acurapharm.com
Website: www.nexafed.com
Is your pharmacy doing all it can to help deter meth abuse in your community? See how recommending Nexafed products makes a difference at www.nexafed.com.

ALLIANCE FOR PATIENT MEDICATION SAFETY..... 1135

Contact: Rachel Beckner
Phone: 804.285.4431
Email: rbeckner@naspa.us
Website: www.medicationsafety.org
Attendees are invited to meet with representatives from this organization to discuss its products and services.

***AMARIN PHARMA INC.341**

Contact: Joeph Gilhooly
Phone: 908.719.1315
Email:
joeph.gilhooly@amarincorp.com
Website: www.amarincorp.com
Vascepa (Icosapent ethyl), Amarin's first FDA approved product, is a highly-pure, EPA-only, omega-3 fatty acid product available by prescription.

***AMERICAN ASSOCIATED PHARMACIES.....835**

Contact: Linda Jensen
Phone: 602.678.1179 x113
Email: linda.jensen@rxaap.com
Website: www.rxaap.com
A pharmacy cooperative that provides opportunities through a member-owned distribution center, managed care program & other services for independent pharmacies.

AMERICAN COLLEGE OF APOTHECARIES1103

Contact: Dana Easton
Phone: 901.383.8119
Email: dana@acainfo.org
Website: www.acainfo.org
The American College of Apothecaries is a non-profit international pharmacy organization dedicated to the advancement of a professional pharmacy practice model through entrepreneurship and mentoring.

***AMERICAN PHARMACY COOPERATIVE, INC. (APCI)202**

Contact: Paul Bruno
Phone: 205.277.1080
Email: paulb@apcinet.com
Website: www.apcinet.com
American Pharmacy Cooperative, Inc. is a group purchasing organization established to protect and promote the interest of independent pharmacies by offering exceptional services and programs.

***AMERISOURCEBERGEN 809**

Contact: Patty Jones
Phone: 847.609.0745
Email:
pjones@amerisourcebergen.com
Website:
www.amerisourcebergen.com
AmerisourceBergen is one of the largest global pharmaceutical sourcing and distribution services companies, helping health care providers and pharmaceutical and biotech manufacturers improve access to products and enhance patient care. With services ranging from drug distribution to reimbursement and pharmaceutical consulting services, AmerisourceBergen delivers innovative solutions across the pharmaceutical supply channel.

***AMGEN.....1009**

Phone: 805.447.1000
Website: www.amgen.com
Amgen is committed to unlocking the potential of biology for patients suffering from serious illnesses by discovering, developing, manufacturing and delivering innovative human therapeutics. A biotechnology pioneer since 1980, Amgen has reached millions of patients around the world and is developing a pipeline of medicines with breakaway potential.

***ANDA, INC.....1115**

Phone: 800.331.2632
Website: www.andanet.com
Anda, Inc., an Allergan (NYSE:AGN) company, is a leading national distributor of pharmaceutical products providing service and value to independent community pharmacies since 1992.

***ANIMAL MED EXPRESS.....636**

Contact: Irwin Rashkover
Phone: 615.661.8616
Email: ir@animalmedexpress.com
Website:
www.animalmedexpress.com

Animal Med Express (AME) operates a B2B website that provides participating retailers the ability to offer animal prescription pharmaceuticals, OTC products, and nutritional supplements to their nationwide customers.

APOTHECARY PRODUCTS.....920

Contact: Bobbi Doyle
Phone: 952.808.8312
Email:
bdoyle@apothecaryproducts.com
Website:
www.apothecaryproducts.com
A market leader in medication management, eye/ear, first aid & pharmacy supply available in all large U.S. retailers, major & regional drug wholesalers.

AQYRETT.COM1101

Contact: Jim Furniss
Phone: 651.338.7097
Email: jim.furniss@aqyrett.com
Website: www.aqyrett.com
AqyrEtt.com is an innovative web-based application that lets you gain complete control of your Rx purchasing. Maximize your savings and increase your profits with ease.

ARAB AMERICAN PHARMACIST ASSOCIATION 403

Contact: Shams Shibley
Phone: 313.850.2058
Email: aapapharmacy@gmail.com
Website: www.theaapa.org
As owners of independent Arab-American pharmacies, being a member of the AAPA provides greater purchasing power and ongoing support in managing a retail pharmacy. With solid programs in education, legislative initiatives, community engagement and mentoring, the AAPA's benefits extend to pharmacists in all settings, including pharmacy students.

ARXIUM229

Contact: Barb Mckee
Phone: 204.925.5343
Email: bmckee@arxium.com
Website: www.arxium.com

ARXIUM focuses on helping pharmacies of all sizes improve safety, productivity & efficiency. We help customers implement integrated, end-to-end solutions for oral solid & IV dose preparation while managing pharmacy workflow, materials and inventory.

***ASHGROVE MARKETING 1100**

Contact: Kelli Monahan
Phone: 248.946.8764 x206
Email:
kelli@ashgrovemarketing.com
Website:

www.ashgrovemarketing.com
Ashgrove Marketing is a highly specialized marketing firm producing over 10 million calendars per year. We also provide NCPA with a promotional products program designing everything from apparel to hard goods and more!

***ATEB, INC.1140**

Contact: Tammy Barham
Phone: 919.882.4977
Email: tammy.barham@ateb.com
Website: www.ateb.com

Ateb's Pharmacy-Based Patient Care Solutions improve adherence by driving healthy patient outcomes through patient interventions using medication synchronization, comprehensive patient care programs, notifications and reminders.

***AUBURN PHARMACEUTICAL... 933**

Contact: Stephanie Varner
Phone: 800.222.5609
Email: svarner@auburnpharm.com
Website: www.auburngenerics.com

Auburn Pharmaceutical distributes over 3,500 generic Rx, OTC, CII-CV pharmaceuticals. We offer flexible payment options, 24-hour online access, CSOS, free shipping, and no contracts!

***AUREUS HEALTH SERVICES ... 1129**

Contact: Michael Nameth
Phone: 412.275.6786
Email:
mnameth@aureushealthservices.com
Website:
www.aureushealthservices.com

Aureus Health Services is a national specialty pharmacy and health management company that delivers customized pharmacy and health care services that optimize outcomes.

***BANKERS HEALTHCARE GROUP 325**

Contact: Christian Pickard
Phone: 315.671.4130
Email: cpickard@bhg-inc.com
Website: bhg-inc.com

BHG offers a variety of financing solutions designed to meet the specific needs of health care professionals.

***BAYER HEALTHCARE.....208**

Contact: Michael Catanio
Phone: 862.404.5201
Email: michael.catanio@bayer.com
Website: www. bayer.com
Attendees are invited to meet with representatives from this organization to discuss its products and services.

***BD417**

Contact: Adrienne McCarron
Phone: 201.847.4364
Email: adrienne_mccarron@bd.com
Website: www.bd.com

Attendees are invited to meet with representatives from this organization to discuss its products and services.

***BELLCO GENERICS 909**

Contact: AnnMarie Cirbus
Phone: 631.789.6853
Email: acirbus@bellcogenerics.com
Website: www.bellcoonline.com
Bellco Generics is a leading national distributor, supplying a full line of generic and brand pharmaceuticals. Our National Telesales Team provides timely generic drug pricing and product information on a daily basis.

BEST COMPUTER SYSTEMS, INC. 935

Contact: Vikas Desai
Phone: 630.893.9210
Email: vikas.desai@bestrx.com
Website: www.bestrx.com
Best Computer Systems has been providing cutting edge software solutions, from Pharmacy Management Systems to POS systems, to the independent retail pharmacy industry since 1985.

***BOEHRINGER INGELHEIM621**

Contact: Rebecca Madrid
Phone: 203.798.9988
Email: rebecca.madrid@boehringer-ingelheim.com
Website:
us.boehringer-ingelheim.com
Boehringer Ingelheim Pharmaceuticals, Inc. welcomes you to the NCPA 2015 Convention and is pleased to discuss with you the latest clinical information on our products.

***BOIRON 310**

Contact: Judy Kapinus
Phone: 610.325.8327
Email: judy.kapinus@boiron.com
Website: www.boironusa.com

Boiron, world leader in homeopathic medicines, is best known for Oscilloccinum®, a top-selling flu medicine, and its Arnicare® line of pain relievers. Since 1932, Boiron has been committed to funding scientific research and educating the public and health care professionals on homeopathic medicines.

***BUY-SELLPHARMACY.COM**
.....1015

Contact: Tony DeNicola
Phone: 860.868.1491
Email: tony501@aol.com
Website:
www.buy-sellpharmacy.com
Buy-sellpharmacy.com functions as evaluators, appraisers, and advisors to the world of independent community pharmacy buyers and sellers. Utilizing 21st century technology tools and sophisticated financial modeling capabilities, we help buyers and sellers enter into a fair and equitable transaction.

CALMOSEPTINE, INC. 1132

Contact: Kim Saeng
Phone: 714.840.3405
Email: info@calmoseptine.com
Website: www.calmoseptine.com
Calmoseptine Ointment is a multi-purpose moisture barrier that protects and helps heal skin irritations. Calmoseptine temporarily relieves discomfort and itching. Free samples at our booth!

***CAM COMMERCE SOLUTIONS**..... 401

Contact: Traci Capper
Phone: 718.351.2000 x216
Email: tcapper@celerant.com
Website: www.camcommerce.com
RetailSTARx Software gathers signatures for RX signature logs & HIPAA Notice of Privacy Policy; integrates this with your POS system for reference, reporting, and auditing.

***CARDINAL HEALTH**..... 509

Contact: Andrea Andrako
Phone: 614.757.4408
Email: andrea.andrako@cardinalhealth.com
Website: www.cardinalhealth.com
Headquartered in Dublin, Ohio, Cardinal Health, Inc. is a \$108 billion health care services company that improves the cost-effectiveness of health care.

***CAREPOINT, INC.** 504

Contact: Erin Marqua
Phone: 843.853.6999
Email: emarqua@carepoint.com
Website: www.carepoint.com
Run your business your way with one of CarePoint's pharmacy management products. Customize your workflow and maximize efficiency.

CENTER FOR PHARMACY PRACTICE ACCREDITATION 1222

Contact: Erin Engsborg
Phone: 608.290.0723
Email: eengsborg@pharmacypracticeaccredit.org
Website:
www.pharmacypracticeaccredit.org
Attendees are invited to meet with representatives from this organization to discuss its products and services.

***CENTOR**..... 710

Contact: Trey Tollstam
Phone: 567.336.8972
Email: trey.tollstam@centorrx.com
Website: www.centorrx.com
Centor is the world's largest supplier of regulatory compliant prescription containers for medication dispensing. Centor has been protecting patients for over 100 years.

CHAIN DRUG MARKETING ASSOCIATION536

Contact: Jaime Zaguroli
Phone: 248.449.9300
Email: zaguroli@chaindrug.com
Website: www.chaindrug.com

CDMA provides products, programs, services and marketing support that helps retailers and wholesalers become more profitable and efficient.

CHATTEM—A SANOFI COMPANY1021

Contact: Ashley Caravela
Phone: 908.268.1229
Email: ashley.caravela@sanofi.com
Website: www.sanofi.com
Chattem, Inc. is part of the sanofi-aventis Group. SanofivU.S. is an affiliate of sanofi-aventis, a leading global pharmaceutical company that discovers, develops, and distributes therapeutic solutions to improve lives. Sanofiaventis is listed in Paris (EURONEXT: SAN) and in New York (NYSE: SNY).

COMMISSION FOR CERTIFICATION IN GERIATRIC PHARMACY.....926

Contact: Thomas Clark
Phone: 703.535.3039
Email: tclark@ccgp.org
Website: www.ccgp.org
The Certified Geriatric Pharmacist credential can help enhance credibility of pharmacists working in long-term care or serving older adults. Learn more at the CCGP booth.

***THE COMPLIANCE TEAM, INC.**1011

Contact: Roy Dunning
Phone: 215.654.9110
Email: rdunning@thecomplianceteam.org
Website:
www.thecomplianceteam.org
Medicare deemed to accredit rural health clinics and DMEPOS organizations, TCT also offers Exemplary Provider®-branded accreditation for community, compounding, infusion, LTC and specialty drug pharmacies.

***COMPUTER-RX.....814**

Contact: Madison Motley
Phone: 800.647.5288
Email: madisonmotley@computer-rx.net

Website: www.winrx.net

Written by a pharmacist for pharmacists. Computer-Rx provides proven pharmacy management software and a powerful point of sale that promotes growth and efficiency in your retail pharmacy.

***COVERMYMEDS 1010**

Contact: Michael Bukach

Phone: 216.339.0324

Email: skennedy@covermymeds.com

Website: www.covermymeds.com

CoverMyMeds is the leader in automating prior authorizations. Our technology easily integrates with pharmacy systems to create the industry's most efficient electronic prior authorization solution.

CURADEN USA INC. 1004

Contact: Patrice Le Maire

Phone: 513.871.9200

Email: patrice@curaproxusa.com

Website: www.curaproxusa.com

Curaprox:

- Top swiss quality & recommended by U.S. dentists.
- "Ultra-soft" toothbrushes with 10x more bristles.
- Interdental brushes to replace floss.
- All-natural whitening toothpaste.

***DATA RX MANAGEMENT, INC. 500**

Contact: James Donathan

Phone: 817.475.9662

Email: jamlgnd@flash.net

Website: www.data-rx.com

Data Rx Management provides transparent pharmacy benefit management solutions, health savings programs, and pharmacy technology services, including switching and ancillary pharmacy services to the health care industry throughout the United States.

***DATARITHM LLC. 209**

Contact: Dan Sullivan

Phone: 877.273.5112 EX 4031

Email: dan.sullivan@datarithm.co

Website: www.datarithm.co

Datarithm's custom software applications help pharmacies streamline tasks, reduce inventory, recoup inventory dollars via balancing, increase cash flow, improve customer service levels, and grow profits.

DAVINCI LABORATORIES 1013

Contact: Brandi Kanya

Phone: 802.872.1924

Email: bkanya@foodsciencecorp.com

Website: davincilabs.com

As a nutritional supplement leader with over 40 years of experience, DaVinci® Laboratories offers our customers an unmatched commitment to ingredient research and comprehensive health.

***DESIGNER GREETINGS 217**

Contact: Lou Cerritelli

Phone: 732.662.6727

Email: lou.cerritelli@designergreetings.com

Website: www.designergreetings.com

As an award-winning, family-owned company, Designer Greetings takes pride in producing over 21,000 high-quality everyday and seasonal greeting cards. Complete gift wrap program, too.

DRYCORP, LLC.....432

Contact: Colby Raker

Phone: 910.791.0009

Email: colbyr@drycorp.com

Website: www.drycorp.com

DRYPro manufactures the most advanced waterproof body protection available today. Retailers love DRY-Pro because it is a unique, affordable cash product that increases floor traffic and front-end sales for the supplier.

E-CLOTH, BY TADGREEN INC. ... 611

Contact: Allan Coviello

Phone: 603.661.4101

Email: acoviella@tadgreen.com

Website: www.ecloth.com

Join the chemical-free cleaning movement by offering your customers a way to clean using just water with e-cloth®. Ideal for sufferers of asthma, allergies, chemical sensitivities.

***ECR SOFTWARE CORPORATION 510**

Contact: Caroline Catoe

Phone: 828.265.2907

Email: ccatoe@ecrs.com

Website: www.ecrs.com

ECRS provides enterprise automation that gives retailers the real-time actionable data they need to make intelligent business decisions in a highly competitive marketplace. The ECRS retail framework includes point of sale, NPLeX Integration, signature capture, IAS compliance, will-call bin management and much more.

***EMDEON.....902**

Contact: Kristen Richardson

Phone: 615.932.2552

Email: KrRichardson@emdeon.com

Website: www.emdeon.com

With over 20 years of health care transaction experience, Emdeon Pharmacy Services simplifies the prescription process and provides the tools and services necessary for increasing our customers' efficiency, accuracy and profitability. We maintain a focus on delivering exceptional service, innovative technology, and industry expertise to our customers ranging from national pharmacy chains and payers to prescription benefit managers to your local drugstore. Emdeon is a leading provider of electronic solutions to the pharmacy industry offering comprehensive and innovative solutions for claims management and analysis, ePrescribing clinical services and simplification of complex billing and specialty processing such as medical claims processing.

EMERSON ECOLOGICS.....533

Contact: Juliet Whitehill
Phone: 603.206.1335
Email: jwhitehill@emersonecologics.com

Website: www.emersonecologics.com
 For 30+ years, Emerson Ecologics has provided practitioners a convenient way to purchase over 275 brands of professional nutritional supplements, vitamins, and natural health products.

FACET TECHNOLOGIES.....541

Contact: Sarah Truckenbordt
Phone: 770.590.6410
Email: Sarah_Truckenbrodt@facettechnologies.com

Website: www.facettechnologies.com
 Facet Technologies distributes innovative, high quality products under the CareFine™ brand, including Timesulin®, Tartoos™ and QuintaPoint™ pen needles. Care-Fine™ delivers comfort, quality and affordability.

***FAGRON, INC.327**

Contact: Megan Cosgrove
Phone: 651.389.0921
Email: marketing@fagron.us
Website: www.fagron.us

As the global market leader in pharmaceutical compounding, Fagron is your one-stop-shop for high-quality products and innovative concepts. Visit us at fagron.us to learn more.

FDA/CDER.....937

Contact: Michael Ledley
Phone: 301.796.3107
Email: michael.ledley@fda.hhs.gov
Website: www.fda.gov

The FDA's Center for Drug Evaluation and Research (CDER) makes sure that safe and effective drugs are available to improve the health of the American people.

***FDS, INC.932**

Contact: Clarence Lea
Phone: 817.406.0731
Email: marketing@fdrsrx.com
Website: www.fdrsrx.com

FDS, Inc. offers solutions to manage and improve your patient communications, promote adherence & 5-Star measures, track PBM payments, DME billing and much more.

***FEDERATION OF PHARMACY NETWORKS (FPN)226**

Contact: Carl Carlson
Phone: 949.495.5257
Email: ccarolson@fpn.org
Website: www.fpn.org

FPN represents over 15,000 independent pharmacies and 22 nationally recognized buying groups dedicated to finding solutions for independent pharmacies.

FIRST DATABANK1020

Contact: Phil Lettrich
Phone: 650.588.5454
Email: plettrich@fdbhealth.com
Website: www.fdbhealth.com

FDB (First Databank) provides drug knowledge that helps health care professionals make precise medication-related decisions. FDB enables our developer partners to deliver actionable solutions that help improve patient safety, quality, and health care outcomes.

***FIRST FINANCIAL BANK615**

Contact: Drew Hegi
Phone: 601.594.6237
Email: dhegi@ffb1.com
Website: www.ffb1.com

First Financial Bank makes pharmacy loans for store acquisition, start-up, refinance, and working capital. Specializing in independent pharmacy, we understand the financial needs of a community pharmacist.

***FLAVORX, INC.632**

Contact: Chris Cielewich
Phone: 443.276.7828
Email: ccielewich@flavorx.com
Website: www.flavorx.com

Our Fillmaster Plus automation with reverse osmosis water filtration digitally reconstitutes antibiotics saving your staff time while reducing dispensing errors.

FORMULA 3 MARKETING..... 441

Contact: Dan McDearmid
Phone: 772.919.1017
Email: dan@formula3marketing.com
Website: www.formula3marketing.com

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Contact: Al Underwood
Phone: 877.766.0321
Email: alunderwood@gmail.com
Website: www.franklineyewear.com

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***FREEDOM PHARMACEUTICALS**
..... 300

Contact: Amanda Addington
Phone: 877.839.8547
Email: info@freedomrx.com
Website: www.freedomrxinc.com
As a supplier of fine compounding chemicals, excipients, pre-made base and capsules, Freedom prides itself on high quality products and first-class customer service.

GENETCO, INC.512

Contact: Howard Prider
Phone: 631.585.1000
Email: h_prider@genetcoinc.com
Website: www.genetcoinc.com
GENETCO specializes in supplying generic pharmaceuticals to retail, chain, long-term care and specialty pharmacies. GENETCO offers online web ordering, with EDI available.

***GERIMED, INC.**922

Contact: Susan Rhodus
Phone: 502.423.0351
Email: srhodus@gerimedgso.com
Website: www.gerimedgso.com
GeriMed is a LTC pharmacy group purchasing organization with an emphasis on service from experts in long-term care. While providing contracts for essential LTC pharmacy medications and items, GeriMed assists your pharmacy in many other ways.

GERISCRIPTRX.....924

Contact: Benjamin Graham
Phone: 252.508.0555
Email: bgraham@geriscriptrx.com
Website: www.geriscriptrx.com

Our mission is to provide long-term care pharmacies a convenient and cost-effective way to manage all their back-up pharmacy expenses.

GETMYRX INC.203

Contact: Luis Angel
Phone: 305.842.4179
Email: luis@getmyrx.com
Website: www.getmyrx.com
Pharmacies offering free delivery can boost sales with GetMyRx by enabling physicians to choose the "same-day delivery" option while e-prescribing.

GOLDEN SUNSHINE INTERNATIONAL, INC.520

Contact: Richard Floyd
Phone: 970.323.5168
Email: golden_sunshine@juno.com
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GUARANTEED RETURNS 1036

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Guaranteed Returns (1.800.473.2138 or www.guaranteedreturns.com) is dedicated to making pharmaceutical returns as simple as possible for customers while attaining the maximum amount of credits.

***HAMACHER RESOURCE GROUP**.....1012

Contact: Megan Moyer
Phone: 414.431.5234
Email: megan_moyer@hamacher.com
Website: www.hamacher.com

Hamacher Resource Group, Inc. (HRG) is the leading partner in category management, business strategy and marketing services focused on consumer health care at retail. www.hamacher.com

HANDY STORE FIXTURES, INC. 1039

Contact: Joe O'Brien
Phone: 800.631.4280
Email: joeobrien@handystorefixtures.com
Website: www.handystorefixtures.com
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***HARMONYX**1005

Contact: Mandi Warren
Phone: 877.746.9460 x 175
Email: mwarren@harmonyxdiagnostics.com
Website: www.harmonyxdiagnostics.com
Harmonyx offers affordable genetic testing to deliver fast, easy and accurate results to qualified health care professionals, helping them determine the appropriate medication and dosing for each patient.

THE HARVARD DRUG GROUP726

Contact: Wyn Tindall
Phone: 734.743.6371
Email: wtindall@thdg.com
Website: www.thdg.com
Attendees are invited to meet with representatives from this organization to discuss its products and services.

***H. D. SMITH**521

Contact: Melissa Campbell
Phone: 217.747.8154
Email: tradeshows@hdsmith.com
Website: www.hdsmith.com

H. D. Smith is the largest independent national wholesaler, providing a complete line of health care products and services to retail pharmacies and institutions.

***HEALTH BUSINESS SYSTEMS, INC. 1027**

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Phone: 971.263.0313

Email: info@hbsrx.com

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Contact: Jennifer Jenkins Holdge

Phone: 405.329.6810

Email: jennifer.jenkins@hescorp.net

Website: www.hescorp.net

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HEALTHSOURCE DISTRIBUTORS..... 1028

Contact: Marc Loeb

Phone: 410.683.1113

Email: mloeb@

healthsourcedist.com

Website:

www.healthsourcedist.com

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HOTSHOTZ REUSABLE HEAT PACKS 228

Contact: Jesse Schexnayder

Phone: 916.214.6943

Email: jesse@reusableheat.com

Website: www.reusableheat.com

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HPSO 1038

Contact: Laura Williams

Phone: 215.293.1116

Email: laura.m.williams@aon.com

Website: www.hpso.com

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***HUMCO 1136**

Contact: Alan Fyke

Phone: 512.557.1308

Email: afyke@humco.com

Website: www.humco.com

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Contact: Scott Freiman

Phone: 888.237.3625 x113

Email: scott@icahealth.com

Website: www.icahealth.com

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Phone: 704.769.0540 x100

Email: flaviu@imedicare.com

Website: www.imedicare.com

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Contact: Jodi Sorenson

Phone: 530.345.5808

Email: jsorenson@incredewear.com

Website: www.incredewear.com

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Website: www.ipcrx.com

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info@Infinitymassagechairs.com

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INFINITRAK 1220

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Phone: 703.298.5121

Email: sally@infinitrak.us

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***INNOVATION 200**

Contact: Christine Miner
Phone: 607.352.2134
Email: christinem@innovat.com
Website: www.innovat.com
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***INNOVATIX, LLC..... 1001**

Contact: Kim Garza
Phone: 888.258.3273
Email: garza@innovatix.com
Website: www.innovatix.com
Innovatix, LLC is a full-service group purchasing organization that services alternate site providers throughout the US. For more information, go to innovatix.com or call toll-free, 888.258.3273.

***INPHARMACY JOBS634**

Contact: Brad McCorkle
Phone: 919.827.8476
Email: brad@inpharmacyjobs.com
Website: www.inpharmacyjobs.com
inPharmacy Jobs is a recruiting website specifically for the pharmacy industry.

INTERNATIONAL ACADEMY OF COMPOUNDING PHARMACISTS (IACP)..... 1102

Contact: Ashlyn Grant
Phone: 281.933.8400
Email: ashlyn@iacprx.org
Website: www.iacprx.org
The International Academy of Compounding Pharmacists (IACP) is an association representing pharmacists, technicians, students, and members of the compounding community who focus on pharmacy compounding.

JOHNSON & JOHNSON *HEALTHCARE SYSTEMS 409

Website: www.janssen.com

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KAPPA PSI PHARMACEUTICAL FRATERNITY 427

Contact: Johnny W. Porter
Phone: 972.479.1879
Email: centraloffice@kappapsi.org
Website: www.kappapsi.org
Kappa Psi Pharmaceutical Fraternity is the oldest and largest Pharmacy fraternity. Founded by F. Harvey Smith on March 30, 1879 at Russell Military Academy in New Haven, Conn.

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Phone: 316.262.2231
Email: jcaughron@keycentrix.com
Website: www.keycentrix.com
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***LAGNIAPPE PHARMACY SERVICES 1000**

Contact: Clarence W. Lea, RPh
Phone: 817.406.0731
Email: Marketing@rxlps.com
Website: www.rxlps.com
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Phone: 734.843.4687
Email: kelliott@letcomedical.com
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Email: sales@libertysoftware.com
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LIFESCAN215

Contact: Rickelle Burnett
Phone: 510.468.6633
Email: rburnet1@its.jnj.com
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Contact: Deanna Kent
Phone: 317.276.2000
Email: kent_deanna_a@lilly.com
Website: www.lilly.com

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Contact: Jimmy Neil
Phone: 910.212.4951
Email: jimmy.neil@liveoakbank.com
Website: www.liveoakbank.com
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LOGIX, INC.1008

Contact: John Massman
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Phone: 740.362.6279
Email: cnell@major-pharm.com
Website: www.majorpharmaceuticals.com
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***MANAGED HEALTH CARE ASSOCIATES, INC.713**

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Phone: 973.966.9200
Email: reisenberg@mhainc.com
Website: www.mhainc.com
Managed Health Care Associates, Inc. (MHA) is a leading health care services and technology company offering a growing portfolio of services and solutions to support the alternate site health care provider.

MANCHAC TECHNOLOGIES—DOSIS.....220

Contact: Monica Normand
Phone: 318.416.5305
Email: tradeshows@manchac.com
Website: www.dosis.com
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Phone: 305.428.6812
Email: charles@masonvitamins.com
Website: www.masonvitamins.com
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Contact: Emily Johnson
Phone: 513.354.2690
Email: ejohnson@mastersrx.com
Website: www.mastersrx.com
MPI is a wholesale distributor of pharmaceutical and medical products—servicing the needs of pharmacies, managed care facilities and hospitals throughout the U.S. and Puerto Rico.

***MATCHRX423**

Contact: Karen Dabish
Phone: 877.590.0808
Email: kdabish@matchrx.com
Website: www.matchrx.com
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***MCKESSON 301**

Contact: Julie Elter
Phone: 724.502.4211
Email: julie.elter@mckesson.com
Website: www.mckesson.com
Mckesson, a pharmaceutical distributor and health care information technology company, provides systems for medical supply management, clinical workflow, pharmacy automation and care management.

MD LABS.....214

Contact: Bob Kondraske
Phone: 215.219.4086
Email: bkondraske@gmail.com
Website: www.rxright.com
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MEDCALL, LLC929

Contact: Shawn Madden
Phone: 512.630.7998
Email: smadden@careservicesllc.com
Website: www.meD.C.allrx.com
MeD.C.all, the industry's backup pharmacy leader, ensures patients get vital medications through a network of 65,000 pharmacies; an after-hours, on-call center; and a nationwide delivery service.

MEDICARE'S LIMITED INCOME NET PROGRAM..... 1035

Contact: Kell Dixon
Phone: 502-476-6404
Email: kdixon6@humana.com
Website: www.humana.com
CMS Program which provides temporary prescription drug coverage for Medicare beneficiaries who receive Medicaid or Medicare's Low-Income Subsidy (LIS) and have no prescription drug coverage.

MEDICINE-ON-TIME 227

Contact: Danielle Stroupe
Phone: 800-722-8824 x809
Email: danielle@medicine-on-time.com
Website: www.medicine-on-time.com
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Contact: Greg Deringer
Phone: 941.753.5000 X7765
Email: gderinger@medtelservices.com
Website: www.medtelservices.com
MedTel Services provides telecommunications equipment, converged communications platforms, and software solutions.

MERCK & COMPANY..... 420

Contact: Erica Stagg
Phone: 908.236.1125
Email: erica.stagg@merck.com
Website: www.merck.com
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***MERCK & CO, INC.308**

Contact: Marty Paulus
Phone: 267.305.1503
Email: martin_paulus@merck.com
Website: www.merckengage.com
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METAGENICS 623

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***MICRO MERCHANT SYSTEMS, INC. 1126**

Phone: **Contact:** Ketan Mehta
Phone: 516.408.3999 x7204
Email: ketan@micromerchantsystems.com
Website: www.micromerchantsystems.com
Micro Merchant Systems' flagship product PrimeRx™ Pharmacy Management System has been used in 2,000+ pharmacies for over 25 years. "Software without Limits!" is not only our tagline, it's in our DNA.

***MIRIXA CORPORATION..... 1121**

Contact: Brooke Kane
Phone: 703.865.2044
Email: bkane@mirixa.com
Website: www.mirixa.com
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***MORRIS & DICKSON CO, LLC ...312**

Contact: Stephanie Luna
Phone: 281.292.9180
Email: sluna@morrisdickson.com
Website: www.morrisdickson.com
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***MTS, AN OMNICELL COMPANY 526**

Contact: Krystal Zalak
Phone: 727.576.6311
Email: krystal.zalak@omnicell.com
Website: www.mts-mt.com

MTS Medication Technologies®, an Omnicell® Company, is a leading provider of medication adherence packaging & automation solutions that increase efficiency, reduce cost, and improve patient outcomes.

***MYLAN, INC.316**

Contact: Dawna Johnson

Phone: 304.554.4125

Email: dawna.johnson@mylan.com

Website: www.mylan.com

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NCPA PAVILION

Contact: Cassandra Johnson

Phone: 703.682.8200

Email: cassandra.johnson@ncpanet.org

Website: www.ncpanet.org

Access your NCPA benefits including Simplify My Meds™ and the Front-End Overhaul program. Ask questions and find answers—we are here to support your business needs. We'll be giving members the opportunity to be spokespeople for NCPA—share with us why your NCPA membership is important and how the NCPA Annual Convention helps your business stay on track.

NCPA FOUNDATION.....839

Contact: Avon Pagon

Phone: 703.683.8200

Email: ncpaf@ncpanet.org

Website: www.ncpafoundation.org

Established in 1953, the NCPA Foundation is sponsoring a number of activities during the convention that are designed to advance independent community pharmacy and recognize volunteers, students, pharmacy school faculty, and pharmacists who have exhibited exemplary leadership or have made exceptional contributions to independent pharmacy. These include the Good Neighbor Pharmacy NCPA Pruitt-Schutte Student Business Plan Competition; fundraising auction; John W. Dargavel Medal Award; Preceptor of the Year Award; NARD Ownership Award; and an awards ceremony honoring NCPA student chapters, Outstanding NCPA Faculty Liaison of the Year, and scholarship recipients.

NCPDP.....720

Contact: Brian Goerlich

Phone: 480.477.1000 EX 109

Email: bgoerlich@ncpdp.org

Website: www.ncpdp.org

Attendees are invited to meet with representatives from this organization to discuss its products and services.

NET-RX715

Contact: Paul Butler

Phone: 866.336.3879

Email: paul.butler@net-rx.com

Website: www.mhainc.com

Net-Rx, an MHA solution, provides operational and technical services created exclusively for pharmacies, helping these organizations to lower operational costs and increase profitability.

NOVAGENESIS LLC434

Contact: Marjorie Newman

Phone: 781.784.1149

Email: recoveryskincream@gmail.com

Website:

www.recoveryskinrelief.com

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Website: www.novonordisk-us.com

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***ORTHO MOLECULAR PRODUCTS.....317**

Contact: Kristin Kinnaman

Phone: 815.206.6586

Email: k.kinnaman@ompimail.com

Website:

www.orthomolecularproducts.com

Ortho Molecular Products manufactures dietary supplements with unsurpassed efficacy. Deeply committed to their long-standing pledge to honor the doctor-patient relationship, Ortho Molecular Products believes evidence-based, lifestyle, and nutritional therapies will transform the practice of medicine.

OUTCOMESMTM..... 900

Contact: Dan Rodriguez

Phone: 515.864.0001 x127

Email: drodriguez@

outcomesmtm.com

Website: www.outcomesmtm.com

OutcomesMTM leverages local relationships among pharmacists, patients, and prescribers, plus innovative technology, to advance the Face-to-Face Difference™ in medication therapy management (MTM).

***OXYGEN BUTLER..... 537**

Contact: Cindy George
Phone: 303.483.7139
Email: cgeorge@amsrco.com
Website: www.oxygen123.com

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P&C PHARMA..... 323

Contact: Mike Sieron
Phone: 937.813.7800
Email: mike.sieron@panD.C.pharma.com
Website: www.panD.C.pharma.com

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PAAS NATIONAL, INC. 508

Contact: Lanae Seamonson
Phone: 608.873.1342
Email: lseamonson@paasnational.com
Website: www.paasnational.com

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PARAGON VENTURES LLC 540

Contact: Marc Rose
Phone: 215.990.4301
Email: mrose@paragonventures.com
Website:

www.paragonventures.com
Paragon Ventures specializes in mergers & acquisitions of health care companies including all aspects of retail pharmacy, infusion therapies, specialty pharmacy, and related medical technologies.

***PARATA SYSTEMS 925**

Contact: Cathy Somerville
Phone: 919.433.4423
Email: csomerville@parata.com
Website: www.parata.com

Parata's pharmacy technology solutions support business growth, better health outcomes, and lower medical costs. Visit booth 925 to see Parata Max and Parata PASS adherence packager in action.

***PARMED PHARMACEUTICALS LLC 613**

Contact: Paul Bednarek
Phone: 954.233.7629
Email: pbednarek@parmedpharm.com
Website: www.parmed.com

Attendees are invited to meet with representatives from this organization to discuss its products and services.

PARTNERS IN PHARMACY 517

Contact: Avon Pagon
Phone: 703.683.8200
Email: info@ncpanet.org

PIP is an auxiliary organization that supports NCPA and the NCPA Foundation. Since 1915, PIP has awarded scholarships to pharmacy students. Stop by the NCPA Foundation booth in the Exhibit Hall to learn more about the foundation and PIP.

***PBA HEALTH..... 325**

Contact: Ken Baker
Phone: 816.245.5700
Email: ken.baker@pbahealth.com
Website: www.pbahealth.com

PBA Health is a pharmacy services organization dedicated to the business of independent pharmacy. Products and services include purchasing solutions, third party contracting, and more.

***PCCA 601**

Contact: Norma Qader
Phone: 713.851.2684
Email: nqader@pccarx.com
Website: www.pccarx.com

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***PDR..... 1104**

Contact: Paul Hooper
Phone: 201.358.7142
Email: paul.hooper@pdr.net
Website: www.pdrnetwork.com

PDR is a trusted health care communications company providing targeted, clinically relevant information to prescribers, pharmacists, payers and patients to improve health outcomes.

***PDX..... 1109**

Contact: Beverly Hill
Phone: 817.367.4574
Email: bwhill@pdxinc.com
Website: www.pdxinc.com

Through the Community Pharmacy Division, PDX continues its commitment to independent pharmacy with the Community Pharmacy System, Independent AssistRX reconciliation services, and much more.

***PFIZER 915**

Contact: Laine Mann
Phone: 484.865.7743
Email: laine.r.mann@pfizer.com
Website: www.pfizer.com

At Pfizer, we apply science and our global resources to improve health and well-being at every stage of life. Every day, Pfizer colleagues work across developed and emerging markets to advance wellness, prevention, treatments, and cures that challenge the most feared diseases of our time.

PHARM ASSESS, INC.314

Contact: Christine McDuffy
Phone: 913.897.4343
Email: cmcduffy@pharmassess.com
Website: www.pharmassess.com
Pharm Assess brings you a comprehensive retail business solution that is designed to help pharmacy owners face today's challenges and recognize tomorrow's opportunities. For 30 years we have worked closely with pharmacists to help implement, manage, and operate their independent retail and specialty pharmacies. Pharm AssessRBS is your pharmacy's business solution!

***PHARMACISTS MUTUAL COMPANIES 833**

Contact: Laurie Harms
Phone: 515.395.7247
Email: laurie.harms@phmic.com
Website: www.phmic.com
Pharmacists Mutual Companies is a nationally recognized leader in providing insurance products and risk management solutions for pharmacists, dentists, and associated businesses and professionals.

PHARMACISTS UNITED FOR TRUTH & TRANSPARENCY.....212

Contact: Patty Benjamin
Phone: 925.899.4404
Email: patty.benjamin@yahoo.com
Website: www.truthrx.org

Pharmacist-driven non-profit association unifying, promoting and preserving independent pharmacies while monitoring PBM and other industry practices and exposing abuses in patient care.

PHARMACY AUTOMATION SUPPLIES.....708

Contact: Theresa Rodriguez
Phone: 630.246.3205
Email: theresa.rodriguez@pharmacyautomationsupplies.com
Website: www.pharmacyautomationsupplies.com
PAS is a leading provider of pharmacy labels, bags, blister cards and other packaging supplies solutions for retail, hospital, specialty, mail order and LTC pharmacies.

***PHARMACY DEVELOPMENT SERVICES205**

Contact: Carole Bebout
Phone: 561.275.2637
Email: carole@pharmacy-owners.com
Website:

www.pharmacyowners.com
Pharmacy Development Services is the leading membership-based service provider of top-tier business education and mentoring for independent pharmacy owners nationwide.

***PHARMACY FIRST1108**

Contact: Candace Sullivan
Phone: 913.661.0298 x111
Email: csullivan@pharmacyfirst.com
Website: www.pharmacyfirst.com
Pharmacy First is dedicated to helping independent pharmacies remain competitive and profitable through our contracting assistance, comprehensive reconciliation and recovery services, and network services.

***PHARMACY QUALITY SOLUTIONS (PQS).....803**

Contact: Mary Sexton
Phone: 919.864.9756
Email: marys@pharmacyquality.com
Website: www.pharmacyquality.com
Pharmacy Quality Solutions is the provider of EQUIPP, the leading quality information management platform for clinical performance improvement and pay-for-performance for community pharmacies.

PHARMACY TECHNICIAN CERTIFICATION BOARD.....326

Contact: Adam Chesler
Phone: 202.888.1724
Email: achesler@ptcb.org
Website: www.ptcb.org
PTCB develops, maintains, promotes, and administers a nationally accredited certification and recertification program to enable the most effective support of pharmacists to advance patient safety.

PHARMACY TIMES.....823

Contact: Grace Rhee
Phone: 609.716.7777
Email: grhee@pharmacytimes.com
Website: www.pharmacytimes.com
Pharmacy Times is a clinically based, CE-providing publication serving the educational needs of retail, independent, and health-system pharmacists through clinical and counseling articles and product news.

***PHARMALINK 1127**

Contact: Adam Bottie
Phone: 727.466.8692
Email: abottie@pharmalinkinc.com
Website: www.pharmalinkinc.com
PharmaLink is the nation's premier Pharmacy Returns and Disposal provider. Our expertise is working with pharmacies to maximize return credit value, compliance, and inventory efficiency.

PHARMSAVER 1138

Contact: Mike Sosnowik
Phone: 516.374.0920
Email: mike@pharmsaver.net
Website: www.pharmsaver.net
Attendees are invited to meet with representatives from this organization to discuss its products and services.

PHI DELTA CHI FRATERNITY 425

Contact: Kenny Walkup
Phone: 800.732.1883
Email: execdir@phideltachi.org
Website: www.phideltachi.org
Phi Delta Chi Pharmacy Fraternity develops leaders to advance the profession of pharmacy. Phi Delta Chi promotes scholastic, professional, and social growth in its Brothers.

PICKPOINT, A DIVISION OF MAXOR NPS 426

Contact: Kevin Delaney
Phone: 800.636.1288
Email: kevin@pickpoint.com
Website: www.pickpoint.com
PickPoint is a leading pharmacy technology company specializing in automated prescription workflow/messaging systems. PickPoint's In-telepharmacy WCS is an LED-light-guided workflow/will call system that fits any size pharmacy.

PILLVAC 221

Contact: Christian Thiede
Phone: 402.689.0443
Email: cathiede@gmail.com
Website: www.pillvac.com
Pillvac—Watch the video at www.pillvac.com to see a blister card-filling device that will dramatically increase the productivity of your pharmacy.

***PIONEERRX 515**

Contact: Marsha Bivins
Phone: 800.850.5111
Email: marsha@pioneerrx.com
Website: www.pioneerrx.com

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Phone: 318.841.3176
Email: tom.serio@praeses.com
Website: www.pocket-rx.com
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***PPOK 320**

Contact: Josh Cline
Phone: 877.557.5707
Email: jcline@ppok.com
Website: www.ppok.com
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***PPSC USA LLC 216**

Contact: Cyndi Mincy
Phone: 850.553.3588
Email: cmincy@ppsconline.com
Website: www.ppsconline.com
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***PRESCRIBE WELLNESS 903**

Contact: Jay Williams
Phone: 614.824.9750
Email: jwilliams@prescribewellness.com
Website: www.prescribewellness.com
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PREVAGEN 416

Contact: Ryan Liebl
Phone: 608.827.8000
Email: rliebl@quincybioscience.com
Website: www.prevagen.com
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Promotions Unlimited sells everyday products for immediate shipment; plus seasonal & everyday products shipped monthly, supported by ad vehicles & distribution, emails & POP signage.

***PRS PHARMACY SERVICES/ NASI 503**

Contact: Harry Lattanzio
Phone: 800.338.3688
Email: prsinfo@prsrx.com
Website: www.prsrx.com

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***PURDUE PHARMA L.P. 1133**

Contact: Alexandra Martinez
Phone: 203.588.7311
Email: alexandra.martinez@pharma.com
Website: www.purduepharma.com
Purdue Pharma L.P. develops medications to help relieve chronic pain and provides health care professionals with the tools and resources to support their proper use.

***PURE ENCAPSULATIONS 821**

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Website: www.pureencapsulations.com
Pure Encapsulations is committed to producing the most complete line of research-based nutritional supplements. Available through health professionals, finished products are pure and hypo-allergenic to optimize the long-term health of the most sensitive patients.

Q-IN MEDICAL TECHNOLOGIES, LLC 439

Contact: Bruce Tipton
Phone: 760.500.8644
Email: bruce_tipton99@gmail.com
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• Flashlight
• Medical-grade illustrated comparison chart, and
• Web and app reference materials and support.

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Contact: Eddie Huff
Phone: 864.253.8600
Email: ehuff@qs1.com
Website: www.qs1.com
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QUALITEST PHARMACEUTICALS 714

Contact: Kathy Parham
Phone: 256.799.7238
Email: parham.kathy@endo.com
Website: www.qualitestrx.com
Qualitest, based in Huntsville, Ala., provides affordable, high-quality generic pharmaceuticals from a product portfolio of over 700 products.

***RDC 1022**

Contact: Al Emmans
Phone: 800.333.0538
Email: aemmans@rD.C.drug.com
Website: www.rD.C.drug.com
RDC—The nation's 7th largest full-line wholesaler. We service pharmacies in New York, Pennsylvania, New Jersey, western Connecticut and eastern Ohio. Independent pharmacy is our business.

REES SCIENTIFIC 223

Contact: June Spitz
Phone: 609.671.2734
Email: june@reesscientific.com
Website: www.reesscientific.com
Attendees are invited to meet with representatives from this organization to discuss its products and services.

***RELAYHEALTH 1120**

Contact: Jessica Weiss
Phone: 770.237.7241
Email: jessica.weiss@relayhealth.com
Website: www.relayhealth.com
RelayHealth Pharmacy Solutions connects retail pharmacies, payers, physicians, pharmacy benefit managers, manufacturers, and patients for enhanced clinical and financial performance. For more information, call 888.743.8735.

***RETAIL MANAGEMENT SOLUTIONS 421**

Contact: Lori Rupe
Phone: 360.438.8276
Email: lorir@rm-solutions.com
Website: www.rm-solutions.com
Utilizing RMS' point-of-sale solutions, and interfacing to over 25 different Rx systems, many NCPA members have benefited from increased efficiencies, year-over-year growth, and higher profits.

***RETURN SOLUTIONS, INC. 913**

Contact: Adrienne Vandergriff
Phone: 865.777.4582
Email: avandergriff@drugreturns.com
Website: www.drugreturns.com
Return Solutions is an expired product returns company that offers quick and simple credit reconciliation in a single check within your choice of 30, 60, or 90 days.

***RIVER CITY PHARMACEUTICALS 901**

Contact: Brian Martin
Phone: 866.354.3171
Email: brian.martin@rxrivercity.com
Website: www.rivercity.com
Attendees are invited to meet with representatives from this organization to discuss its products and services.

R. J. HEDGES & ASSOCIATES321

Contact: Sales
Phone: 724.357.8380
Email: sales@rjhedges.com
Website: www.rjhedges.com

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RXINSIDER.....712

Contact: Stefanie Carr
Phone: 401.398.2717
Email: exhibit@Rxinsider.com
Website: www.rxinsider.com
RXinsider educates independent pharmacy owners on product and service suppliers throughout our B2B ECOSYSTEM of multimedia channels.

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Contact: Dale Spires
Phone: 800.922.9142
Email: despires@rxsystems.com
Website: www.rxsystems.com
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***RX30 PHARMACY SYSTEM 527**

Contact: Amanda Dukes
Phone: 800.289.7930
Email: adukes@rx30.com
Website: www.rx30.com
Rx30 combines prescription filling, nursing home, consulting, accounts receivable, workflow management, IV processing, compounding, and integrated POS solutions with an abundance of value-added vendor interfaces to provide your independent pharmacy with a turnkey software management solution.

RXSAFE, LLC524

Contact: Brian Kichler
Phone: 760.593.7161
Email: bkichler@rxsafe.com
Website: www.rxsafe.com

RxSafe is the leader in automated, high-density robotic storage and retrieval technology in pharmacy. We design, manufacture, and deploy innovative retail and strip packaging systems.

***RXWIKI638**

Contact: Brent Werbeck
Phone: 512.630.1773
Email: brent@rxwiki.com
Website: www.digitalpharmacist.com
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SCIENTIFIC TECHNOLOGIES CORPORATION 1137

Contact: Michelle Bonjour
Phone: 602.810.8991
Email: michelle_bonjour@stchome.com
Website: www.stchome.com
STC has been leading the charge in Immunization Intelligence™ for 26 years with the development of state immunization registry software, disease surveillance projects and now, with ImmsLink, helping customers connect to immunization registries at the provider level. ImmsLink allows providers to give more shots per encounter by accessing immunization histories and forecasts at the point of care, then quickly and easily report new immunizations to the appropriate state registry without the traditional hassle. STC's goal is to make it simple, affordable, and efficient to provide vaccinations and improve population health.

SCIMERA BIOSCIENCE 332

Contact: Joseph Rosseau
Phone: 305.662.4065
Email: info@scimera.com
Website: www.scimera.com

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SCOVILLE AND COMPANY.....437

Contact: Agnes Scoville
Phone: 323.527.5537
Email: agnes@scovilleco.com
Website: www.pacidose.com
Pacidose is a soft pacifier that attaches to a syringe for accurate dosing of liquid medication to babies. It's medication, fuss-free, through a pacifier.

***SCRIPTPRO707**

Contact: Sara Birkhead
Phone: 913.403.5209
Email: sbirkhead@scriptpro.com
Website: www.scriptpro.com
ScriptPro provides a comprehensive, integrated platform of robotics-enabled systems to optimize retail and ambulatory pharmacy operations, promoting safe and effective medication use and adherence.

***SHARPS COMPLIANCE INC. ...428**

Contact: Julija Babajko
Phone: 713.432.0300 EX 148
Email: jbabajko@sharpsinc.com
Website: www.sharpsinc.com
Sharps Compliance is a leading provider of medical, RCRA pharmaceutical and medication disposal services, offering affordable, compliant solutions for retail pharmacies.

***SILVERGATE PHARMACEUTICALS, INC.1110**

Contact: Jamie Hermann
Phone: 720.266.4524
Email: jamie.hermann@silvergatepharma.com
Website: www.silvergatepharma.com

Silvergate Pharmaceuticals, Inc., is leading the way in the development and commercialization of innovative pediatric medications that offer greater dosing accuracy, safety, and availability.

***SMARTCAREDOC..... 1033**

Contact: Jim Turner
Phone: 609.668.8090
Email: jturner@telemedvisit.com
Website: www.smartcaredoc.com
TeleMedicine system offering online medical examinations/consults. Pharmacists or referring physicians own it and serve consumers. Increase revenues and provide telemedicine competitive with chain pharmacies.

SMART STEP THERAPEUTIC FLOORING..... 825

Contact: Shari Stephens
Phone: 248.740.0713
Email: shari@smartstepflooring.com
Website: www.smartstepflooring.com
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***SMITH DRUG COMPANY..... 939**

Contact: Christina Hampton
Phone: 864.582.1216
Email: champton@smithdrug.com
Website: www.smithdrug.com
Smith Drug Company is the only pharmaceutical distributor in the Southeast and Midwest dedicated entirely to the growth and vitality of independently owned pharmacies.

SNOOZIES..... 433

Contact: Marshall Bank
Phone: 252.908.7625
Email: mbank@deltaforce.net
Website: www.snoozies.com

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Contact: Heather Martin
Phone: 412.492.9841
Email: hmartin@softwriters.com
Website: www.softwriters.com
SoftWriters, Inc. is an independent, proven pharmacy software provider delivering highly configurable software solutions for pharmacies offering LTC, home care, group home, med-synchronization and 340B pharmacy services.

***SPECTRUM PHARMACY PRODUCTS 1139**

Contact: Richard Dilzer
Phone: 732.214.1300
Email: rdilzer@spectrumrx.com
Website: www.spectrumrx.com
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***SPEED SCRIPT PHARMACY SYSTEMS 609**

Contact: Rich Turpin
Phone: 800.569.1175
Email: rturpin@speedscript.com
Website: www.speedscript.com
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SPENCO MEDICAL CORPORATION 801

Contact: Gina George
Phone: 254.772.6000
Email: ginag@spenco.com
Website: www.spenco.com
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SQUATTY POTTY, LLC 435

Contact: Jason Burrows
Phone: 425.817.8002
Email: jason@squattypotty.com
Website: www.squattypotty.com
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Contact: Barry Jarnigan
Phone: 901.653.2707
Email: barry.jarnigan@stoneriverrx.com
Website: www.stoneriver.com
StoneRiver Pharmacy Solutions is the leading provider of workers' compensation prescription processing. We guarantee payment, eliminate bad debt and help improve cash flow for pharmacies.

***SURESCRIPTS..... 602**

Contact: Rick Camp
Phone: 703.879.3367
Email: rick.camp@surescripts.com
Website: www.surescripts.com
Surescripts is committed to unleashing the potential of American health care by creating a more connected and collaborative health care system.

***SYKES & COMPANY, P.A..... 501**

Contact: Ollin B. Sykes
Phone: 252.482.7644
Email: ollin@sykes-cpa.com
Website: www.sykes-cpa.com

Sykes & Company, P.A. helps independent pharmacies grow. We are involved in every aspect of pharmacy accounting including tax and business advisory services.

SYNERGY MEDICAL 941

Contact: Kevin Combs
Phone: 816.392.4007
Email: kevin.combs@synmedrx.com
Website: www.synmedrx.com

The name SynMed means Synchronize Medications. Synergy Medical's SynMed robot can fill 30+ different brands of blister cards including multi-dose and unit dose cards.

***TAKEDA PHARMACEUTICALS USA, INC. 724**

Contact: Rodney Brent
Phone: 319.759.1180
Email: rodney.brent@takeda.com
Website: www.takeda.com

As a wholly owned subsidiary of Takeda Pharmaceutical Company Limited, Takeda Pharmaceuticals U.S.A., Inc. (TPUSA) is among the top 15 pharmaceutical companies in the U.S.

***TCGRX..... 534**

Contact: Jeffrey Swanson
Phone: 262.279.2365
Email: jswanson@tcgrx.com
Website: www.tcgrx.com

TCGRx, a leader in pharmacy markets throughout the U.S. and Canada, offers solutions for pharmacy dispensing that fit every budget, with superior customer service and support.

***TELEMANAGER TECHNOLOGIES..... 405**

Contact: David Hensen
Phone: 973.679.7500 x106
Email: dhensen@telemanager.com
Website: www.telemanager.com

TeleManager Technologies provides customized, cloud-based IVR and telecommunications solutions to the pharmacy industry that help pharmacies enhance their customer service and improve operational efficiency.

***TEVA PHARMACEUTICALS USA..... 201**

Contact: Jocelyn Baker
Phone: 267.468.4455
Email: Jocelyn.baker@tevapharm.com
Website: www.tevausa.com

Teva Pharmaceuticals, the nation's leading generic manufacturer, markets approximately 375 products and 1,100 SKUs. The company manufactures products in all major therapeutic categories.

***THERAPEUTICS MD..... 1037**

Contact: Robert Enserro
Phone: 585.260.1633
Email: robert.enserro@therapeuticsmd.com

Website: www.therapeuticsmds.com
TherapeuticsMD is a specialty pharmaceutical company focused on creating safe and effective branded and generic prescription products targeted exclusively for women. As we expand the clinical development of our proposed hormone replacement products, we continue to market our branded (vitaMedMD) and generic (BocaGreenMD) product lines consisting of prenatal vitamins.

***THRIFTY WHITE PHARMACY 640**

Contact: Doug Rewerts
Phone: 763.513.4372
Email: drewerts@thriftywhite.com
Website: www.thriftywhite.com

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***TOP RX..... 1014**

Contact: William Maroon
Phone: 901.373.9314 x 1835
Email: w.maroon@toprx.net
Website: www.toprx.com

Top Rx is a national supplier of generic, brand, and OTC pharmaceuticals. Top Rx is 100 percent DSCSA compliant and an ADR for more than 90 generic manufacturers.

TRI STATE DISTRIBUTION..... 328

Contact: Phyllis Holcomb
Phone: 931.738.2174
Email: pholcomb@tsdi.net
Website: www.provial.com

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Contact: John Roehm
Phone: 800.714.0424
Email: johnroehm@ultalabtests.com
Website:

www.ultalabtests.com/NCPA
Attendees are invited to meet with representatives from this organization to discuss its products and services.

ULTIMED, INC. 1025

Contact: Aimee Makres
Phone: 651.291.7909 X207
Email: a.makres@ulticare.com
Website: www.ulticare.com

UltiMed, Inc. has been in business for over 25 years manufacturing premium quality injection devices including insulin syringes, pen needles, and safety syringes.

***UPSHER-SMITH LABORATORIES, INC. 514**

Contact: Becky Bouley
Phone: 763.315.2190
Email: becky.bouley@upsher-smith.com
Website: www.upsher-smith.com

Upsher-Smith Laboratories, Inc., founded in 1919, is a growing, fully integrated pharmaceutical company dedicated to its mission of Advancing Pharmacotherapy. Improving Life™.

URAC.....1024

Contact: David Almasi

Phone: 202.326.3973

Email: dalmasi@urac.org

Website: www.urac.org

URAC promotes quality in health care—particularly in pharmacy services—through accreditation, education, and measurement programs. Independent and non-profit, it's among the fastest-growing accreditation agencies worldwide.

U.S. PHARMACIST..... 211

Contact: Deb Mortara

Phone: 201.623.0990

Email: dmortara@uspharmacist.com

Website: www.uspharmacist.com

U.S. Pharmacist is a monthly journal dedicated to providing the nation's pharmacists with up-to-date, authoritative, peer-reviewed clinical articles relevant to contemporary pharmacy practice in a variety of settings, including community pharmacy, hospitals, managed care systems, ambulatory care clinics, home care organizations, long-term care facilities, industry, and academia. The publication is also useful to pharmacy technicians, students, other health professionals, and individuals interested in health management.

UVANTA LTCADVANTAGE.....1112

Contact: Steve Marcus

Phone: 630.816.0426

Email: smarcus@uvanta.com

Website: www.uvanta.com

UVANTA Healthcare offers LTCAdvantage Membership which provides independent pharmacy owners the necessary tools and resources to successfully service the LTC facilities in their communities.

***VALUE DRUG COMPANY.....928**

Contact: Karla Moschella

Phone: 814.283.2191

Email: karlamo@valuedrugco.com

Website: www.valuedrugco.com

Value Drug Company is a cooperative and our wholesale distribution center is located in Altoona, Pa. We offer our independent pharmacy owners a full line of products and services that will keep them competitive and profitable in today's environment.

***VAXSERVE, INC.1041**

Contact: Jay Julian

Phone: 570.496.6758

Email: jay.julian@sanofipasteur.com

Website: www.vaxserve.com

VaxServe Inc. is an Immunization Solutions Provider dedicated to making the world of vaccines less complicated. Because of our expertise in vaccines and strong manufacturer relationships, VaxServe is the one source to address all immunization needs. VaxServe fulfills many contracts, offers additional cost-savings and assists in vaccine management.

***VOICETECH.....1114**

Contact: Nisha Abdullah

Phone: 941.486.0150

Email: events@voicetechinc.com

Website: www.voicetechinc.com

Patient Communication and Adherence Solutions have been voice-Tech's focus for over 20 years. With integration to more than 60 pharmacy systems, our fusion-Rx platform does it all!

VR1 (AUSANIL)..... 440

Contact: Michele Harris

Phone: 212.368.2500

Email: michele@vr1med.com

Website: www.ausanil.com

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***WAYPOINT PHARMACIST**

ADVISORS502

Contact: Ben Coakley

Phone: 843.873.4420

Email: ben@waypointus.com

Website:

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***WELLNESS WORKS 600**

Contact: Norma Qader

Phone: 713.851.2684

Email: nqader@pccarx.com

Website: www.wellnessworks.com

Wellness Works is a proprietary nutritional supplement line designed "by pharmacists for pharmacists." The goal of Wellness Works is to create an ongoing nutritional supplement revenue stream in the independent pharmacy. Wellness Works accomplishes this by offering unique and innovative professional grade nutritional supplements, customized proprietary labeling to promote the individual pharmacy brand in the marketplace, and nutritional education and training for the pharmacist and staff.

WILEY COMPOUNDING

SYSTEMS, INC.224

Contact: Tavish Ryan

Phone: 805.259.9927

Email: tavish@thewileyprotocol.com

Website: www.thewileyprotocol.com

The Wiley Protocol is a plant-based natural substitute for human hormones in topical cream preparations dosed to mimic the natural hormones produced by young people.

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OutcomesMTM
Parata Systems
PDR
Pharmacy Automation Supplies
PioneerRx
Prescribe Wellness
R.J. Hedges & Associates
RxSafe, LLC
Smith Drug
TCGRx

ADVOCACY

Pharmacists United for Truth & Transparency

ANALYTICS

PharmSaver

ANIMAL PHARMACY

Animal Med Express

ASSOCIATION

340B Health
Alliance for Patient Medication Safety
American Associated Pharmacies
American College of Apothecaries
Chain Drug Marketing Association
International Academy of Compounding Pharmacists (IACP)
NCPA
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AUTO DISPENSING ROBOTICS

Hamacher Resource Group

BRAND & GENERIC MANUFACTURER

TherapeuticsMD

BUYING GROUP

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Major Pharmaceuticals
PPSC USA LLC
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CERTIFICATION

Pharmacy Technician Certification Board

CHEMICAL FREE CLEANING PRODUCTS

e-Cloth, by TADgreen Inc.

CMS PROGRAM

Medicare's Limited Income Net Program

COMPOUNDING

American College of Apothecaries
ARxIUM
Fagron
Freedom Pharmaceuticals, Inc.
Health Engineering Systems
Humco
iMedicare

International Academy of
Compounding Pharmacists (IACP)
Letco Medical
Micro Merchant Systems
P&C Pharma
PCCA
R.J. Hedges & Associates
Spectrum Pharmacy Products
The Compliance Team, Inc.
Wiley Compounding Systems, Inc.

CONSULTING

Buy-SellAPharmacy.com
Waypoint Pharmacist Advisors

DIABETES

BD
Facet Technologies
HotShotz Reusable Heat Packs
LifeScan
Major Pharmaceuticals
McKesson
Novo Nordisk
Ultimed, Inc.

DIETARY SUPPLEMENTS

ICA Health

DRUG DATABASES

First Databank

ECZEMA PRODUCTS

NovaGenesis LLC

EDUCATION

Fagron Academy

FEE FOR SERVICE PROGRAM

Thrifty White Pharmacy

FINANCE

Bankers Healthcare Group, Inc.

FINANCIAL SERVICES

First Financial Bank
Waypoint Pharmacist Advisors

FRATERNITY

Kappa Psi Pharmaceutical Fraternity
Phi Delta Chi Fraternity

GENERICS

Auburn Pharmaceuticals
Bellco Generics
Genetco, Inc.
HealthSource Distributors
Major Pharmaceuticals
McKesson
PBA Health
Qualitest Pharmaceuticals, Inc.
RDC
River City Pharmaceuticals
Smith Drug
TherapeuticsMD

GIFTS

Snoozies

GOVERNMENT AGENCY

FDA/CDER

GREETING CARDS

Designer Greetings

GROUP PURCHASING

Innovatix, LLC
Managed Health Care Associates,
Inc.
Net-Rx

HOME HEALTH CARE

DryCorp, LLC
HotShotz Reusable Heat Packs
HPSO
Incrediwear
Major Pharmaceuticals
McKesson
RDC
Scoville and Company
SmartCareDoc
Smith Drug

HOMEOPATHIC

Boiron

INSOLES

Spenco Medical Corporation

INSURANCE

HPSO
Pharmacists Mutual Companies

INVENTORY CONTROL

Datarithm LLC.

IPO

Independent Pharmacy Cooperative

LAB TESTS

Ultra Lab Tests

LONG-TERM CARE

Apothecary Products
ARxIUM
Ateb, Inc.
Bellco Generics
Commission for Certification in
Geriatric Pharmacy
Genetco, Inc.
GeriMed, Inc.
GeriscriptRx
HotShotz Reusable Heat Packs
Major Pharmaceuticals
McKesson
MedCall, LLC
Micro Merchant Systems
MTS, An Omnicell Company
Parata Systems
Pharmacy Automation Supplies
Pillvac
RX Systems Inc.
Smith Drug
SoftWriters, Inc.
Squatty Potty, LLC
TCGRx
The Compliance Team, Inc.
Top Rx
Uvanta LTCAdvantage

MARKETING

Ashgrove Marketing
Formula 3 Marketing

MASSAGE

Infinite Therapeutics

MERGER & ACQUISITIONS

Paragon Ventures, LLC

MTM SERVICES

Mirixa Corporation

NATURAL PRODUCTS

Chain Drug Marketing Association
DaVinci Laboratories
Emerson Ecologics
Golden Sunshine International, Inc.
HotShotz Reusable Heat Packs
Incrediwear
Major Pharmaceuticals
Ortho Molecular Products
PCCA/Wellness Works
Prevagen
Pure Encapsulations
Scimera BioScience
Smith Drug
Squatty Potty, LLC
VR1 (Ausanil)

NUTRACEUTICALS

DaVinci Laboratories
Metagenics

OBESITY

Novo Nordisk

ORTHOTICS

Spenco Medical Corporation

OTC/HBA

Acura Pharmaceuticals, Inc.
Chain Drug Marketing Association
Chattem-A Sanofi Company
Curaden USA Inc.
Emerson Ecologics
Flavorx, Inc.
Franklin Eyewear
Golden Sunshine International, Inc.
Humco
Major Pharmaceuticals
Mason Vitamins
MD Labs
Promotions Unlimited
Q-IN Medical Technologies, LLC
RDC
Smith Drug

OXYGEN CONCENTRATORS

Oxygen Butler

PACKAGING

Tri State Distribution

PACKAGING SUPPLIES

Pharmacy Automation Supplies

PATIENT EDUCATION

Acetaminophen Awareness
Coalition

PATIENT SAFETY ORGANIZATION

Alliance for Patient Medication
Safety

PERSONAL CARE BATHROOM

Squatty Potty, LLC

PHARMACEUTICAL

Acura Pharmaceuticals, Inc.
Amarin Pharma Inc.
Amgen
Anda Inc.
Bayer Healthcare Pharmaceuticals
Bellco Generics
Boehringer Ingelheim
Centor
Fagron
Freedom Pharmaceuticals, Inc.
Genetco, Inc.
HealthSource Distributors
Humco
Innovation
International Academy of
Compounding Pharmacists (IACP)
Johnson & Johnson Healthcare
Systems
Lilly USA, LLC
Major Pharmaceuticals
Manchac Technologies-DOSIS
Masters Pharmaceutical, Inc.
McKesson
Medisca
Merck & Company
Mylan Pharmaceuticals
NCPDP
Novo Nordisk
ParMed Pharmaceuticals LLC
PBA Health
PCCA
PDR
Pfizer
PharmSaver
Purdue Pharma L.P.
Pure Encapsulations

RDC

River City Pharmaceuticals
R.J. Hedges & Associates
Silvergate Pharmaceuticals, Inc.
Smith Drug
Spectrum Pharmacy Products
Takeda Pharmaceuticals North
America
TEVA Pharmaceuticals USA
The Compliance Team, Inc.
Top Rx
Tri State Distribution
Upsher-Smith Laboratories, Inc.
UVANTA LTCAdvantage
VR1 (Ausanil)
Wiley Compounding Systems, Inc.

PHARMACY COOPERATIVE GROUP

American Pharmacy Cooperative,
Inc. (APCI)

PHARMACY MANAGEMENT SYSTEMS

Micro Merchant Systems

PHARMACY POINT-OF-SALE

CAM Commerce Solutions

PHARMACY SUPPLIES

Centor

PRESCRIPTION PACKAGING

RX Systems Inc.

PRIOR AUTHORIZATION SOFTWARE

CoverMyMeds

PSAO

PBA Health
Pharmacy First

PUBLICATIONS

/alert
Pharmacy Times
U.S. Pharmacist

RADIATION PRODUCTS

NovaGenesis LLC

RETAIL BUSINESS CONSULTANT

Pharm Assess, Inc.

SEASONAL ITEMS

Promotions Unlimited

SERVICE

AqyrETT.com

CAM Commerce Solutions

Flavorx, Inc.

Guaranteed Returns

Harmonyx

iMedicare

InfiniTrak

inPharmacy Jobs

Kloudscript

Live Oak Bank

MedCall, LLC

Medisca

Mirixa Corporation

PAAS National, Inc.

PBA Health

PDR

PDX

Pharmacists Mutual Companies

Pharmacy Development Services

Pharmacy First

Pharmacy Quality Solutions

PharmaLink

PPOK

PRS Pharmacy Services/NASI

QS/1

Return Solutions, Inc.

Sharps Compliance Inc.

SmartCareDoc

StoneRiver Pharmacy Solutions

Sykes & Company, P.A.

Thrifty White Pharmacy

SKIN/WOUND CARE

Calmoseptine, Inc.

SOFTWARE

QS/1

SPECIALTY AT RETAIL SOLUTION

Kloudscript

SPECIALTY PHARMACY

Aureus Health Services

STORE FIXTURES

Formula 3 Marketing

Hamacher Resource Group

Handy Store Fixtures, Inc.

PharmaLink

Smart Step Therapeutic Flooring

Smith Drug

TECHNOLOGY

AqyrETT.com

Ateb, Inc.

Best Computer Systems, Inc.

CAM Commerce Solutions

CarePoint, Inc.

Computer-Rx

CoverMyMeds

Data Rx Management, Inc.

Datarithm LLC.

ECR Software Corporation

Emdeon

FDS

Flavorx, Inc.

GETMYRX Inc.

Health Business Systems Inc.

Health Engineering Systems

InfiniTrak

Innovation

inPharmacy Jobs

KeyCentrix, Inc.

Kirby Lester, LLC

Lagniappe Pharmacy Services (LPS)

Liberty Software

Logix, Inc.

MatchRx

McKesson

MedTel Services LLC

Micro Merchant Systems

MTS, An Omnicell Company

P&C Pharma

Parata Systems

PDX

PharmaLink

PharmSaver

Pillvac

PioneerRx

PocketRx

PPOK

QS/1

RelayHealth

Retail Management Solutions

RxInsider

Rx30 Pharmacy System

RxSafe, LLC

RxWiki

Scientific Technologies Corporation

ScriptPro

SmartCareDoc

Speed Script Pharmacy Systems

Surescripts

Synergy Medical

TCGRx

TeleManager Technologies

VoiceTech

Wiley Compounding Systems, Inc.

TELECOMMUNICATIONS

MedTel Services, LLC

TELEMEDICINE

SmartCareDoc

WHOLESALE/DISTRIBUTOR

American Associated Pharmacies

AmerisourceBergen

Anda Inc.

Bellco Generics

DaVinci Laboratories

Emerson Ecologics

Fagron

Freedom Pharmaceuticals, Inc.

Genetco, Inc.

H. D. Smith

HealthSource Distributors

HotShots Reusable Heat Packs

Louisiana Wholesale Drug Group

Major Pharmaceuticals

Mason Vitamins

McKesson

Morris & Dickson

Ortho Molecular Products

Oxygen Butler

RDC

River City Pharmaceuticals

Scoville and Company

Smith Drug

Squatty Potty, LLC

The Harvard Drug Group

Top Rx

Value Drug Company

VaxServe

WILL CALL

PickPoint, a Division of Maxor NPS



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