

MULTIPLE LOCATIONS CONFERENCE | FEBRUARY 15-19, 2017

San Diego

CALIFORNIA

Who Should Attend...

- *Independent pharmacy owners and managers of two or more locations*
- *Those planning to expand their current practice*
- *Manufacturers and sellers of products, technology, and services*

NCPA[®]
NATIONAL COMMUNITY
PHARMACISTS ASSOCIATION

www.ncpanet.org/multiplelocations



The benefits are endless...

The NCPA Multiple Locations Pharmacy Conference offers owners and managers of more than one pharmacy the opportunity to expand their practices and make their current locations more successful. This is the best opportunity to network and show successful ideas with peers who share common interests.

Meet companies specially selected for the business partnership they offer—technology, front-end products, and business services to help your business thrive. Learn about new opportunities to diversify your business, discover new products to differentiate your pharmacy, and explore proven successful solutions for marketplace challenges.

Preliminary Schedule

Wednesday, February 15, 2017

10:30 a.m. NCPA PAC/LDF golf outing
 12 – 5 p.m. Registration
 7 – 10 p.m. Welcome Reception

12 – 1 p.m. Lunch
 12:30 – 3:30 p.m. Partners in Success
 Networking
 (Table-top exhibits)
 NCPA PAC/LDF Sunset Sail
 5:30 – 7 p.m. Dine On Your Own
 Evening

Thursday, February 16, 2017

7 – 8 a.m. All About Your Business Breakfast
 7 a.m. – 12 p.m. Registration
 8 a.m. – 12:30 p.m. Educational programming
 Special programming:
 Business Plan Competition presentation
 12:30 – 1:30 p.m. Lunch
 1:30 – 2:30 p.m. Shoot the Breeze
 2:30 – 5:30 p.m. Tours
 6 – 7 p.m. LDF Fundraiser Reception

Saturday, February 18, 2017

7 – 8 a.m. Breakfast
 7 a.m. – 12 p.m. Registration
 8 a.m. – 12 p.m. Educational programming
 12 – 1 p.m. Lunch
 1 – 2 p.m. Shoot the Breeze
 2:30 – 6 p.m. Tours
 7 – 11 p.m. Closing Night Reception/
 Dinner Dance

Friday, February 17, 2017

7 – 8 a.m. All About Your Business Breakfast
 7 a.m. – 12 p.m. Registration
 8 a.m. – 12 p.m. Educational programming

Schedule subject to change; check www.ncpanet.org/multiplelocations for updated information.

Preliminary Educational Programming

Thursday, February 16, 2017

7 – 8 a.m.

All About Your Business Breakfast

8 a.m. – 12 p.m.

Innovative Solutions: Best Practices and By-Passing the Barriers – Keys to Turning Your Pharmacies Into Enhanced Service Providers

Strong patient relationships, frequent patient access, and the nation's most highly trusted health care professionals are a few of the reasons that strong opportunities exist for community pharmacies to expand into partnerships as enhanced service providers in a value-driven marketplace. Recent surveys of pharmacy owners on the brink of this expansion show that their biggest barriers are staff training and buy-in, physical business issues, financial issues, and most importantly, personal issues like a lack of time and implementation steps. Join this peer panel of speakers who can give you the tools they have used to succeed in services expansion, and discover the resources you need to ready your staff to start, follow through, and expand your business and profits.

12 – 12:30 p.m.

Student Business Plan Competition Presentation by the University of Texas at Austin College of Pharmacy

Friday, February 17, 2017

7 – 8 a.m.

All About Your Business Breakfast

8 a.m. – 12 p.m.

Profitable Opportunities: Expanding Wellness-Centered Patient Care Niches to Target New Profits

Dabbling or dominating? Patient-centered wellness niches can attract new patients, expand the relationship with existing patients, and provide high-margin opportunities to capitalize on your square footage, but there is a huge difference in dabbling in a niche or dominating. This peer panel of speakers will share their successes in building bottom-line boosting value niches that have diversified their revenue. Speakers will share implementation steps, resources, staff training, and more. Stay behind after the session for a moderated member-to-member exchange to discuss the "how and what" as well as share additional ideas for success.

Saturday, February 18, 2017

8 a.m. – 12 p.m.

Innovating for the Future: Game Changes in Pharmacy and the Health Care Environment and How to Take Advantage of Them

Part 1:

There is a lot going on for pharmacy, and this informative one-on-one session with NCPA's CEO B. Douglas Hoey will brief you on the 'here and now' issues that NCPA members rate at the top of their "to do" list. Discover what the association is doing to address these needs and, most importantly, what's around the corner for community pharmacy. The focus is on innovation, profits, opportunities, and solutions for your independent community pharmacy. Don't forget to pack your questions – this is the place to discuss the answers.

Part 2:

The landscape of the health care market is constantly changing and, like ripples in a pond, all of the changes can affect your business opportunities. Explore the big picture with this eye-opening session that ties pharmacies, insurance, wholesalers, government, manufacturers, and the ever-changing population together to bring into focus a forecast of the future's challenges and opportunities.

Social and Peer Networking Opportunities



Off-Site Events

Optional activities will be available for attendees' spouses and guests during this year's conference.

See the "Off-Site Events Registration Form" for details. All departures are from the hotel lobby.

Welcome Reception

Join us for a casual get-together where you can break the ice, meet old and new friends, and enjoy your favorite beverages and tasty hors d'oeuvres, all under a starlit sky.

Shoot the Breeze

Target the topics that are important to you and enjoy lively and enlightening discussions as you brainstorm with peers on the concerns, challenges, and opportunities that face your business. A great session to exchange ideas!

LDF Fundraiser Reception

Attend this reception to support the NCPA Legislative/Legal Defense Fund (LDF), which funds our political advocacy efforts. Your generous contribution makes possible our in-

pharmacy visits with members of Congress, targeted media pressure on policymakers, grassroots mobilizations, and vital research on our legislative and regulatory priorities. Your corporate or personal contribution builds the advocacy war chest used to fight for the future of independent community pharmacy in Washington, D.C., and in state capitals across the country. For additional information, contact Karry La Violette at (703) 600-1180.

'Partners in Success' Networking

Take advantage of an opportunity to participate in one-on-one discussions with some of your most valuable industry contacts. This is a perfect time for multiple location pharmacy owners to meet with the companies whose cutting-edge products, technology, and services will keep you at the forefront of the industry.

Closing Night Reception and Dinner Dance

As the sun sets, enjoy festive food and drink followed by great music and plenty of dancing. This grand finale is a conference favorite!

SUGGESTION POLICY

Please share your comments with us (whether negative or positive) 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 conference concerns must be postmarked by March 17, 2017.



NCPA 2017 Multiple Locations Pharmacy Conference Registration Form

February 15-19, 2017 | Hotel del Coronado | San Diego, CA

PLEASE PRINT OR TYPE. TO REGISTER AN ADDITIONAL TEAM MEMBER, PLEASE COPY THIS FORM.

NAME	NCPA MEMBERSHIP NO.	
SPOUSE/GUEST NAME	NICKNAME (FOR BADGE)	
PHARMACY/COMPANY NAME	NO. OF STORES	
ADDRESS		
CITY/STATE/ZIP		
TELEPHONE	FAX	EMAIL

To book your hotel,
call 800.468.3533 and state you are attending the NCPA meeting, or visit ncpanet.org/multiplelocations to book online.

**Cut-off date for housing is
January 23, 2017.**

REGISTRATION FEES (Includes CE, opening reception, breakfast, breaks (Th.–Sun.), lunch (Th.–Sat.), and closing night reception & dinner.)

NCPA MEMBER OWNER/MANAGER	\$ 1,250	NON-MEMBER OWNER/MANAGER*	\$ 1,500
NCPA MEMBER PHARMACY TEAM MEMBER	\$ 900	NON-MEMBER PHARMACY TEAM MEMBER*	\$ 1,175
NCPA ML-MEMBER PHARMACY TEAM MEMBER**	\$ 700	SPOUSE/GUEST (DOES NOT INCLUDE CE)***	\$ 545
		CHILDREN AGES 8-18	\$ 150

Pharmacy Team Members must attend with an Owner/Manager registrant from the same company. NCPA Corporate Members must sponsor an event or participate in the Partners in Success Networking opportunity to attend. Due to the nature of the conference, admittance to some sessions is restricted to pharmacy owners and managers only.

- * A portion of your registration automatically will be applied toward your first year of membership.
- ** To attend at the Multiple Location Member Pharmacy Team Member price, your company must be a Multiple Location Member, and you must attend with an Owner/Manager paying full price. To learn more about the NCPA Multiple Location Membership Program, please call Stacey Loflin, NCPA membership director, at 800.544.7447.
- *** All spouses and guests must be registered and badges must be worn to all events.

PAYMENT

Check: Amount enclosed (payable to NCPA) \$ _____

Credit card: American Express Discover MasterCard Visa Total Charge \$ _____

CARD NUMBER _____

EXP. DATE _____ SECURITY CODE† _____

NAME ON CARD (PRINT) _____ SIGNATURE (REQUIRED) _____

†Security code is the three-digit number on the back of the credit card or four-digit number on the front of an American Express card. My signature, directly above, indicates that I agree to abide by the conference hotel and cancellation policies included below.

<p>HOTEL POLICY: NCPA is committed to producing only high quality, content-rich meetings for its members and partners. To ensure this quality at an upscale destination and facility, NCPA is required to contract for a specific block of sleeping rooms and nights. To ensure that NCPA meets this contractual obligation with the host property, conference attendees are required to stay at the official conference hotel and reserve rooms through NCPA only.</p>	<p>CONFERENCE CANCELLATION POLICY: All registration cancellation requests must be submitted in writing and sent to Eva Jones at NCPA, 100 Daingerfield Road, Alexandria, VA 22314 or via fax at 703.683.0484.</p> <p>Refunds, less a \$100 processing fee, will be issued for cancellations received by January 23, 2017. Refunds will not be issued for cancellations received after January 23, 2017.</p>
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NCPA 2017 Multiple Locations Pharmacy Conference Hotel Reservation Form

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HOTEL POLICY: NCPA is committed to producing only high-quality, content-rich meetings for its members and partners. To ensure this quality at an upscale destination and facility, NCPA is required to contract for a specific block of sleeping rooms and nights. **After that block has been reached, rooms are subject to availability.** To ensure that NCPA meets this contractual obligation within the host property, conference attendees are required to stay at the official conference hotel and reserve rooms through NCPA only.

PLEASE PRINT OR TYPE

NAME _____ TITLE _____

SPOUSE/GUEST NAME _____

PHARMACY/COMPANY NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

TELEPHONE _____ FAX _____ EMAIL _____

ARRIVAL DATE _____ DEPARTURE DATE _____ NUMBER OF PEOPLE SHARING ROOM _____

HOTEL CUTOFF DEADLINE: JANUARY 24, 2017 (Room rate is subject to availability after this date.)

RATE

Room	Single	Double
Standard	\$274	\$274

*Based on availability
*Rate does not include \$15 resort fee.

All room rates are quoted exclusive of appropriate state and local taxes, fees, and assessments, which is currently 10%. A portion of the room rate is rebated to the Association.

ROOM TYPE PREFERENCE (based on availability at check-in)

King Two Queens

PAYMENT

Credit card: American Express Discover MasterCard Visa Total Charge \$ _____

CARD NUMBER _____

EXP. DATE _____ SECURITY CODE† _____

NAME ON CARD (PRINT) _____ SIGNATURE (REQUIRED) _____

†Security code is the three-digit number on the back of the credit card or four-digit number on the front of an American Express card.

TO RESERVE YOUR ROOM: go online, or call.
www.ncpanet.org | 1.800.468.3533 (1.800.HOTEL.DEL)
NCPA Meetings and Conventions Department | 100 Daingerfield Road, Alexandria, VA 22314



NCPA 2017 Multiple Locations Pharmacy Conference Off-Site Event Registration Form

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PLEASE PRINT OR TYPE

NAME _____ GUEST _____

PHARMACY NAME/COMPANY NAME _____

ADDRESS _____ CITY _____ STATE _____ ZIP _____

TELEPHONE _____ EMAIL _____

Wednesday, February 15, 2017

NCPA PAC/LDF Golf Outing – \$310 per person, 10:30 a.m.* Number _____ NCPA PAC** NCPA LDF**

Golf Handicap: _____ Right-handed clubs Left-handed clubs

(Includes rental clubs, green fees, shuttle, lunch, and beverages.)

**NCPA PAC (with personal funds only) or the LDF (with corporate or personal funds).

Thursday, February 16, 2017

USS Midway Aircraft Carrier Museum – \$114 per person, 2:30 – 5:30 p.m.* Number _____

Friday, February 17, 2017

Sunset Sail Cruise – \$265 per person, 5:30 – 7 p.m. Number _____ NCPA PAC NCPA LDF

Saturday, February 18, 2017

San Diego Zoo – \$128 per person, 2:30 – 6 p.m.* Number _____

*Times subject to change

Payment

Check: Amount enclosed (payable to NCPA) \$ _____

Credit card: American Express Discover MasterCard Visa Total Charge \$ _____

CARD NUMBER _____

EXP. DATE _____

SECURITY CODE† _____

NAME ON CARD (PRINT) _____

SIGNATURE (REQUIRED) _____

†Security code is the three-digit number on the back of the credit card or four-digit number on the front of an American Express card.

WAIVER (TO BE SIGNED BY ALL TOUR PARTICIPANTS – MAKE COPIES IF NECESSARY): In consideration of accepting my entry, I, the undersigned, intending to be legally bound for myself, my heirs, executors, and administrators, do hereby release and discharge the National Community Pharmacists Association and all individuals coordinating these events from any and all liability arising from illness, injuries, and/or damages that I may suffer as a result of my participating in any of these events.

SIGNATURE _____ DATE _____

TO REGISTER: go online, call, fax, or mail.

www.ncpanet.org | 703.683.8200 | 703.683.0484 fax

NCPA Meetings and Conventions Department | 100 Daingerfield Road, Alexandria, VA 22314