2017 Annual Convention
October 14–18 • Orlando, Florida

#NCPA2017

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INDEPENDENT PHARMACY IS OUR BUSINESS
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The NCPA 2017 Annual Convention is all about how you can THRIVE

• Tailor your educational takeaways. Pharmacy is multi-dimensional, and so is our educational programming. Choose the profits, opportunities, and solutions you need today:

  • Expanding Opportunities Dimension: A successful peer view of health care partnerships and new directions for your pharmacy.
  • Front-End Dimension: Profitable niches presented by pharmacists who have made them bottom-line successes in their pharmacies.
  • Back Office Dimension: Experts apply the subjects you didn’t learn in pharmacy school to real-life business situations.

• Learn from successful peers. Our robust ‘Shoot the Breeze’ sessions follow many of the educational programs so you can take the plan you sketched out during the program and add the vital details you can only get from your peers, the experiences of the speakers, and other participants.

• Walk away with an action plan. Implementation guides for educational sessions help you start planning right away so you can leave Orlando with your next steps.

• Get your team on board. Access online slides and resources to share with your team back home and keep you motivated to follow up on the best ideas you learned here.

• Save BIG with the Partnership Zone: An Exhibit Hall filled with HOT DEALS—something for every business ... something for your business!

• New this Year! Earn CE for Sunday/Monday General Sessions and Tuesday House of Delegates!

#NCPA2017
Adviser Index

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

NCPA 2017 Annual Convention
Gaylord Palms Resort & Convention Center
More information regarding the Annual Convention is available at www.ncpanet.org/convention.

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NCPA’s 2017 Official SBA Lender

PHARMACY FINANCING

Meet our team in booth #705

Jimmy Neil | 910.212.4951 | jimmy.neil@liveoakbank.com
Mike Bollinger | 504.453.9726 | mike.bollinger@liveoakbank.com
We are united by what makes us different.

We are united by independence.

Stop by Booth 1317

WeAreGNP.com
Greetings!

Welcome to Orlando and the NCPA 2017 Annual Convention. Get ready to spend the next few days among an amazing group of pharmacists, exhibitors, and friends sharing ideas, connections, and solutions that will leave you energized and inspired.

I’m thrilled to introduce you to Dr. Zubin Damania, aka ZDoggMD. He will be explaining Health 3.0, a concept centered on people, relationships, and appreciating pharmacists for their important role in keeping patients healthy. We chose this profession to help our patients, and it’s time for our contribution to recognized, appreciated—and yes, compensated.

This is an exciting time for pharmacy, and our convention program reflects that. We are living in a time of rapid transformation in health care with incredible opportunities as we transition from a fee-for-service to a value-based system of care. Although our programming will help you transform your business, some of your best ideas and solutions will come from connecting and sharing with your fellow independents. I hope you will take full advantage of our stellar programming and networking opportunities.

It has been a privilege to serve as your president this year. I couldn’t have done it without the support of my family, friends, pharmacy staff, and the dedicated NCPA staff. For the past 12 months, I’ve spent time with thousands of passionate, dedicated pharmacists and students, and because of that, I feel confident about the future of the profession we love so much.

I hope you enjoy your time in Orlando. Let your curiosity lead your conversations, and don’t forget to find some joy along the way. We are truly blessed to be pharmacists.

If we cross paths, take a minute to say hello. I’d love to meet you.

DeAnn M. Mullins, Pharmacist, CDE
NCPA President, 2016-17
Don’t Miss These Programs to Take Your Pharmacy to the Next Level

Tomorrow is here. As reimbursements go down and DIR fees go up, forward-thinking pharmacists must find new and innovative ways to practice. Pharmacist-provided patient care is both an opportunity and a need. Community pharmacy enhanced services are changing the face of pharmacy across the country, helping independent pharmacies move beyond just dispensing medications to offering assistance in other areas of patient care.

Learn how to be a part of the movement and bring your pharmacy business into the future this weekend at these educational programs:

- **The Essential Tool for Coordinating Care: New Pharmacy eCare Plans**, Saturday, Oct. 14, 8 – 9:30 a.m.

- **Dollars and Data — Where Do You Stand: States and Networks Share Stories and Status on Payment**, Tuesday, Oct. 17, 10 – 11:30 a.m.
- **Introduce Yourself: Developing Your Pharmacy Branding Message to Make Profitable Connections**, Tuesday, Oct. 17, 10 – 11:30 a.m.
- **From Pushback to Pushing Forward: Successful Strategies for Engaging Your Pharmacy Staff, sponsored by Merck**, Tuesday, Oct. 17, 10 – 11:30 a.m.
- **Mythbusters: Primary Care Edition, sponsored by Merck**, Tuesday, Oct. 17, 2:30 – 4 p.m.
- **See a Need, Fill a Need — Finding Your Pharmacy Niche, sponsored by Merck**, Tuesday, Oct. 17, 4:15 – 5:45 p.m.
- **A Roadmap to Working With Prescribers: Turning Theory Into Practice**, Tuesday, Oct. 17, 4:15 – 5:45 p.m.

Be sure to visit the CPESN℠ team at the NCPA Pavilion during the NCPA Trade Show to get involved and get your questions answered.
Devote more time to your patients and less time to your software.

When Polk’s Drugs opened its new store, it turned to QS/1®’s new SharpRx® game-changing pharmacy management solution. Pharmacist Jesse Murphy saw immediately the system would free him to do his job. SharpRx provides easy access to multiple screens and reduces the number of steps and keystrokes needed for daily tasks. For Polk’s, training became simpler, processing faster, adjudication easier, inventory more manageable and patient communications better.

“With some pharmacy software, you feel like the system’s fighting you. Not SharpRx. It’s so intuitive to pharmacy, everything just makes sense. Training is easier, so is adjudication, inventory management and workflow.”

Jesse Murphy, PharmD – QS/1 Customer since 2015

Watch the video to learn more about Jesse’s experience with QS/1’s new SharpRx. Scan the code or visit www.JessesQS1story.com.
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**General Information**

**Convention Location**
The registration area, service desks, offices, educational offerings, Exhibit Hall, meetings, and all social functions are located in the Gaylord Palms Resort & Convention Center. You will find detailed information in this program guide for venue/meeting room locations and times for all official convention activities. Check NCPA Mobile each day for updates and last-minute changes.

**Registration**
NCPA convention registration is located in the City Hall Lobby of the Gaylord Palms Resort & Convention Center.

Registration will be open during the following hours:
- **Saturday, Oct. 14** | 7 a.m. – 8:30 p.m.
- **Sunday, Oct. 15** | 7 a.m. – 6 p.m.
- **Monday, Oct. 16** | 7 a.m. – 6 p.m.
- **Tuesday, Oct. 17** | 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 the City Hall Lobby of the Gaylord Palms Resort & Convention Center, 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 Convention registration area to attend the closing night reception. Exhibit Hall Only badges are available for pharmacists or non-registered guests of attendees at the NCPA Registration Desk for $50 daily.
**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.
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 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. There are many new and returning exhibitors this year; 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:

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 Exhibit Hall floor plan in the program (page 62 – 63), 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 during these three days to enjoy all of 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 they participated.

10. Enjoy the trade show. See and enjoy all of the new products and services the exhibitors have brought to the NCPA convention.

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 “outboarding” 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.
Child Care Arrangements
Please note NCPA does not permit the presence of children in educational sessions or the Exhibit Hall. In order to enter the NCPA 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 the hotel concierge at the Gaylord Palms Resort & Convention Center, who can provide a list of licensed, bonded, Orlando-area child care services and organizations and their contact information. Advance reservations are strongly recommended.

Information Desk
Convention attendees who have questions about sessions, events, hotel, or registration, may do so at the NCPA Convention registration desk, located in the City Hall Lobby of the Gaylord Palms Resort & Convention Center.

Opening Night Reception
All registered attendees will be able to attend the Opening Night Reception on Saturday, Oct. 14 from 7 – 8:30 p.m. on the Coquina Lawn. Guests may purchase individual tickets to the reception for $75 each at the NCPA Registration Desk, located in the City Hall Lobby of the Gaylord Palms Resort & Convention Center.

House Of Delegates Credentials Registration
Delegates should pre-register and pick up their ribbons at the Credentials desk in the NCPA Convention registration area, located in the City Hall Lobby of the Gaylord Palms Resort & Convention Center.

The Credentials desk will be open during the following hours:
Sunday, Oct. 15 | 1 – 4 p.m.
Monday, Oct. 16 | 1 – 4 p.m.

NCPA Member Services/Bookstore Pavilion
Visit the NCPA Member Services/Bookstore Pavilion, located in the center of the NCPA 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.
There will also be an NCPA Membership Central Lounge in the registration area so that attendees will have total access to these products and services throughout the convention. NCPA representatives will be available to answer your questions and take orders. Members and non-members are encouraged to come by the NCPA Member Central Lounge 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 60 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 (#322) 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 21.25 contact hours (2.125 CEUs) of continuing pharmacy education credit. Additional hours can be obtained by participating in pre-convention educational programs. Participants must scan their badge when entering the session room and 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 the conveniently located NCPA CE Central kiosks in the City Hall Lobby of the Gaylord Palms Resort & Convention Center. Log on to www.ncpalearn.org.

Step 2
If you are already a registered user, log in using your username and password. If you are a NEW user, click “Login” in the top right corner of the site. Once the new page opens to log in, you will need to choose “Click Here” to register to create a FREE account.

Complimentary Wi-Fi access for convention attendees is available in all NCPA function space throughout the Ballroom Level of the Gaylord Palms Resort & Convention Center except the Exhibit Hall.

Network username: NCPA
Password: NCPA2017
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 six 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.

CE Central
Bigger and better than ever! You’ll love our larger and more convenient CE Central, located near the NCPA Convention registration area. Convention participants will have ample time to explore the NCPA website (www.ncpanet.org) and submit CE online.

Coffee Lounge
Sponsored by PBA Health
Stop by for a complimentary cup of coffee or specialty beverage and network with your colleagues. Located in the NCPA Convention registration area.
**Emergencies**
If you or someone you know are experiencing a medical emergency during the NCPA Annual Convention, please dial 911 for medical assistance. To report an emergency during convention activities, please go to the NCPA Convention registration area, located in the City Hall Lobby of the Gaylord Palms Resort & Convention Center.

**Lost and Found**
To inquire about lost items, please check at the NCPA Convention registration area, located in the City Hall Lobby of the Gaylord Palms Resort & Convention Center.

**Smoking Policy**
Smoking during the NCPA Annual Convention is prohibited indoors at the Gaylord Palms Resort & Convention Center.

**Cellphones**
To ensure a quiet environment in educational sessions, all cellphones should be turned off or set to the silent mode. Please leave the workshop area to conduct calls. Thank you for your cooperation.

**Suggestion Policy**
Please share your comments 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 Program Development, Barbara Hayward.

**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 $25.

**Lanyards**
Exhibitors: White
Members: Royal Blue
Students: Navy Blue
NCPA Staff: Purple

**Exhibit Hall Location**
The Trade Show is located in Exhibit Halls B-F of the Gaylord Palms Resort & Convention Center.

**Colleagues In Consultation**
- **Sunday, Oct. 15** | 2 – 4:30 p.m.
- **Monday, Oct. 16** | 1 – 3:30 p.m.
- **Tuesday, Oct. 17** | 12:30 – 2 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 49 and 52.)

**Sunday Worship Service**
A non-denominational worship service will be offered on Sunday, Oct. 15 from 7:30 – 8:30 a.m. in the Tallahassee room of the Gaylord Palms Resort & Convention Center.

**Media Representatives**
The NCPA Press Office, located in Room Sun 6, will be open 8 a.m. – 5 p.m. from Sunday, Oct. 15 through Tuesday, Oct. 17.

Media representatives should check in at the NCPA Convention registration area, located in the City Hall Lobby of the Gaylord Palms Resort & Convention Center, to receive the required media credentials. Press releases and daily activity updates will be provided in the Press Office.
Thank You To Our Sponsors

[Logos of various sponsors]
Sharpen your competitive edge in 2018 with the Daily Pharmacy Planning Guide to boost profits and manage a better business year-round. A must-have item for any pharmacy owner and perfect for any size pharmacy!

Each Month Includes:
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✓ Reminders to prepare for upcoming holidays.
✓ Inventory recommendations and tips for more efficient front-end management.
✓ Theme-month highlights and special marketing opportunities.
✓ And much more!

The ultimate planning guide – it’s like having front-end expert help every day!

SAVE BIG!
Special convention price: only $20!

Annual Convention attendees get the first chance to purchase the 2018 Guide before it goes on sale to the public. Pick up your copy at the NCPA Pavilion before this popular guide sells out!
Discover Unique & Popular Front-end Products

**ONE WEBSITE IS ALL YOU NEED!**

Stand out from the competition and attract new customers by selling distinctive items at your community pharmacy. Front-end Marketplace provides an avenue for you to order and purchase these items directly from the supplier, many at special discounts we obtained just for you. **Pick up a Front-End Marketplace catalog at the NCPA Pavilion!**

WWW.FRONTENDMARKETPLACE.COM
Representatives from the following organizations have been invited to attend the NCPA 2017 Annual Convention.

Academy of Managed Care Pharmacy
Accreditation Council for Pharmacy Education
American Association of Colleges of Pharmacy
American Association of Pharmaceutical Scientists
American Association of Pharmacy Technicians
American College of Apothecaries
American College of Clinical Pharmacy
American Diabetes Association
American Foundation for Pharmaceutical Education
American Heart Association
American Medical Association
American Pharmacists Association
American Society for Automation in Pharmacy
American Society for Pharmacy Law
American Society of Consultant Pharmacists
American Society of Health-System Pharmacists
America’s Health Insurance Plans
Association for Accessible Medicines
Biotechnology Industry Organization
Board of Pharmaceutical Specialties
Chain Drug Marketing Association Inc.
Consumer Healthcare Products Association
Family Caregiver Alliance
Federation of Pharmacy Network
Food and Drug Law Institute
Food Marketing Institute

Grocery Manufacturers Association
Health Industry Distributors Association
Healthcare Distribution Management Association
IACP
National Association of Chain Drug Stores
National Alliance of State Pharmacy Associations
National Association of Boards of Pharmacy
National Association of Convenience and Fuel Retailing
National Association of Medicaid Directors
National Council for Prescription Drug Programs
National Council on Aging
National Council on Patient Information and Education
National Governors Association
National Grocers Association
National Pharmaceutical Association
National Pharmaceutical Council, Inc.
National Quality Forum
National Retail Federation
Neighbourhood Pharmacy Association of Canada
Personal Care Products Council
Pharmaceutical Research and Manufacturers of America
United States Pharmacopeia
SERVING OUR CUSTOMERS IS MORE THAN A PROMISE, IT'S A TRADITION.

Morris & Dickson was founded in 1841 and is the fourth-largest wholesale pharmaceutical distributor in the nation. We take pride in getting your order to you correctly, on time and at an honest, competitive price. We also offer industry-leading software solutions. To each of our customers, we thank you for your business! If you’re not a customer yet, we’d love to have the opportunity to serve you.

www.morrisdickson.com  info@morrisdickson.com
Welcome to Orlando!

You’re in the Theme Park Capital of the World℠

Immerse yourself in the world’s top theme parks right here in Orlando. From the classic Magic Kingdom® Park at Walt Disney World® Resort to the Wizarding World of Harry Potter™ at Universal Orlando® Resort, there’s a world of escape for everyone.

Experience a wonderland of ocean animals at SeaWorld® Orlando. Discover fun for the whole family at LEGOLAND® Florida, one of Orlando’s newest theme parks. And with multiple new projects on the horizon at every park, you’ll always find something new to see and do.

Our convention venue, the Gaylord Palms Resort & Convention Center, is just a five-minute drive to Walt Disney World Resort via Osceola Parkway. Scheduled bus transportation to and from all major Disney World theme parks and Downtown Disney are included in the resort fee. Please check with the hotel concierge for transportation schedules.

#NCPA2017
Sea World Adventure Park is only 12 minutes via International Drive or Interstate 4. Shuttles are available from the Gaylord for $22 roundtrip per person.

Universal Orlando is only five minutes from the Gaylord via International Drive or I-4. Downtown Orlando is 20 minutes away via I-4.

Be sure to use the Interstate 84 Trolley for shopping and tourist spots along International Drive Resort Area. Visit www.iridetrolley.com for cost and pass information.

More Orlando Attractions
Orlando offers experiences that are uniquely Orlando: splashing thrill rides at one of the area’s many water parks, or getting up close and personal with alligators and other wildlife at Gatorland. Adrenaline lovers will love the thrill of indoor skydiving. And fun doesn’t stop when the sun goes down. Check out a show at Cirque du Soleil, Blue Man Group or one of Orlando’s many dinner theaters.

City Sightseeing Bus Tours
You don’t need a car to see the sights of Orlando and travel between your favorite attractions.

The City Sightseeing bus tour company provides 22 bus stops in the Orlando area. You can cruise between top attractions and catch unique Orlando views from the open-tops of the big red buses. City Sightseeing also offers theme park express rides, taking you directly to Universal Orlando Resort or Walt Disney World.

Inside the Gaylord Palms Resort & Convention Center
You don’t have to leave the hotel to find great dining and relaxation choices.

Old Hickory Steakhouse
Enjoy fine dining, a large wine selection, and unparalleled service at Old Hickory Steakhouse. Located in the Everglades atrium, the restaurant offers a rustic ambiance for savoring sophisticated cuisine sourced by the finest regional products. Open for dinner only.

Good Food? Orlando’s Got It!
Whether you are a fanatic foodie or just a casual diner, you’re in for a treat. Orlando has plenty of delicious options to satisfy every taste and budget from theme park dining and dinner shows to farm-to-table and celebrity-chef anchored gourmet, including the Wolfgang Puck Grand Café. You’ll find local favorites inspired by a variety of global and regional cuisines, from the lively atmosphere of Mango’s Tropical Café Orlando to the authentic Southern barbecue of 4 Rivers Smokehouse.

Special diets sometimes make traveling difficult, but there are plenty of gluten-free options in Orlando.
MOOR
Located in the Key West atrium, MOOR serves fresh seafood combined with innovative and sustainable dishes. It works with farmers and fishmongers in the Kissimmee area to get the best ingredients for delicious meals. Open for lunch and dinner.

Wreckers Sports Bar
Catch all of your favorite games at Wreckers Sport Bar with its 37-foot screen and more than 50 HDTVs. End your day by ordering an ice-cold bucket of beers and choose from a wide variety of appetizers. Open for lunch and dinner.

Villa de Flora
Enjoy a Mediterranean feast under a traditional pergola at Villa de Flora. Enjoy the seasonal menu that earned the Orlando Sentinel's Critic's Choice Award for Best Brunch. Open for breakfast and dinner.

Sora
Savor fresh sushi, sashimi and other Asian favorites at Sora, featuring fusion-inspired cocktails in an eclectic and inviting atmosphere. Open for dinner.

SandBar
Grab a bite while enjoying the wonderful weather in its resort-style pools. It offers beach-inspired beverages as well as a menu for kids. Savor your salad, pizza, or sandwich while soaking up the sun. Open for lunch and dinner.

The Cocoa Bean
Start your morning with an energizing cup of freshly brewed Starbucks® coffee. Enjoy bakery items or grab-and-go snacks while browsing the web using its complimentary Wi-Fi. Open for breakfast, lunch, and dinner.

Honeybells Frozen Yogurt
Treat yourself to an irresistible and refreshing frozen yogurt. Visit its sweets buffet and add your favorite toppings. Choose from fruits, nuts, and candy to create your own swirled dessert.

Emerald Bay Marketplace
Enjoy a variety of fresh pastries, grab-and-go sandwiches, house-made wraps and fresh salads. Pair your entrée with a cold beer, wine, or Starbucks® coffee. Operations hours vary.

Relâche Spa
Discover the true essence of relaxation at Gaylord Palms’ Relâche Spa, awarded four stars by Forbes Travel Guide. Its exclusive treatments and therapies, infused with natural elements from the garden, will take you on a journey that ignites the senses and soothes the soul.
House of Delegates Agenda

Tuesday, October 17, 2017

7:30 a.m. Call to Order
NCPA President DeAnn Mullins

Parliamentarian
Kirk Overbey, PRP

Invocation
Jeff Carson, NCPA Board Member

Report of the Board of Directors
Bill Osborn, Chairman

Report of the Committee on Credentials
William L. Scharringhausen, Chairman

Report of the Committee on Compounding
Rich Moon, Chairman

Report of the Committee on Emerging Models
Justin Wilson, Chairman

Report of the Committee on Long-Term Care
Michele Belcher, Chairman

Report of the Committee on Management
Kristen Riddle, Chairman

Report of the Committee on National Legislation and Government Affairs
Sharon Sherrer, Chairman

Report of the Committee on State Legislation
Christian Tadrus, Chairman

Report of the Committee on Technology and Communications
Jeff Harrell, Chairman

New Business
Report of the Committee on Resolutions
Steve Giroux, Chairman

Report of the Committee on Nominations
Joseph Harmison, Chairman

Election and Installation of Newly Elected Officers
Administration of Oath of Office to New Officers by Immediate Past President Bradley Arthur

Introduction of New 5th Vice President
To be announced

Remarks of New 5th Vice President
To be announced

Introduction of 2017-2018 President
To be announced

Acceptance Address
Dave Smith

Special Announcements
Adjournment
Concluding the NCPA 119th Annual Convention

Please refer to page 55 in the Daily Programming listing for full CE information and learning objectives for the House of Delegates.

Delegates: Please register at the Credentials desk, located in the NCPA Convention registration area, on Sunday, Oct. 15 and Monday, Oct. 16 between 1 – 4 p.m.
EMPOWERING PHARMACISTS WITH ACTIONABLE INTELLIGENCE

Patients want and need your expert guidance.

Get complete, accurate and reliable data—we call it actionable intelligence—to expand your care delivery role.

With an e-prescribing solution that streamlines the actual dispensing of medications, you can stay focused on helping patients and collaborating with physicians.

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VISIT US AT THE 2017 NCPA ANNUAL CONVENTION BOOTH #510, or learn more at surescripts.com/pharmacies
**Saturday, October 14**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Location</th>
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<tbody>
<tr>
<td>7 a.m. - 8:30 p.m.</td>
<td>Registration</td>
<td>City Hall Lobby</td>
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<tr>
<td>7:30 – 9 a.m.</td>
<td>Student Chapter Officers’ Breakfast (invitation only)</td>
<td>Osceola Ballroom B</td>
</tr>
<tr>
<td>7:30 a.m. – 1 p.m.</td>
<td>NCPA Foundation Board Meeting</td>
<td>Hemingway Boardroom</td>
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<tr>
<td>8 – 9:30 a.m.</td>
<td><strong>Concurrent Workshop Sessions</strong></td>
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<td></td>
<td><strong>Bigger Than Band Aids: Revenue-Building Opportunities in Wound Care</strong></td>
<td>Sun Ballroom C</td>
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<td></td>
<td><strong>The Essential Tool for Coordinating Care: New Pharmacy eCare Plans</strong></td>
<td>Sun Ballroom A</td>
</tr>
<tr>
<td></td>
<td><strong>Fueling Pharmacy Change: From Grants to Action, Sponsored by Community Pharmacy Foundation</strong></td>
<td>Sun Ballroom D</td>
</tr>
<tr>
<td>8 a.m. – 2 p.m.</td>
<td>Pre-Convention Program: Selling Your Pharmacy Action Plan, Sponsored by Live Oak Bank</td>
<td>Tallahassee 3</td>
</tr>
<tr>
<td>9 – 9:50 a.m.</td>
<td>Student Pharmacists: Rise and Residency Panel</td>
<td>Osceola Ballroom A</td>
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<tr>
<td>9:45 – 11:15 a.m.</td>
<td><strong>Concurrent Workshop Sessions</strong></td>
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<td><strong>Bridging the Gap From Rehab to Home</strong></td>
<td>Sun Ballroom C</td>
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<td><strong>From Dreaming to Succeeding — How to Get Things Done</strong></td>
<td>Sun Ballroom D</td>
</tr>
<tr>
<td>9:50 – 10 a.m.</td>
<td>Student Pharmacists: Meet Your SLC &amp; Break</td>
<td>Osceola Ballroom A</td>
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<tr>
<td>10 – 10:55 a.m.</td>
<td>Student Pharmacists: Clinical Skills for Independent Pharmacy</td>
<td>Osceola Ballroom A</td>
</tr>
<tr>
<td>11 a.m. – 12 p.m.</td>
<td>Student Pharmacists: The Importance of a Business Plan to Your Success</td>
<td>Osceola Ballroom A</td>
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</table>
### Saturday, October 14 (Continued)

**11:45 a.m. – 12:45 p.m. Product Theater Luncheons (Non-CE)**

- **Identifying Adult Candidates for Pneumococcal Vaccination: It Starts With a Question, Sponsored by Pfizer**  
  Sun Ballroom C
- **USP <800>: Cutting to the Chase, Sponsored by Medisca**  
  Sun Ballroom A

**12 – 12:50 p.m. Student Pharmacists Luncheon, Sponsored by McKesson**  
Osceola Ballroom B

**1 – 1:30 p.m. Student Pharmacists: Photo Booth and Region Meet Up**  
Osceola Ballroom B

**1:15 – 2:45 p.m. Concurrent Workshop Sessions**

- **Get Plugged In — Success with Social Media and Digital Marketing**  
  Sun Ballroom C
- **Specialty Pharmacy: A Data-Driven Success Story**  
  Sun Ballroom A
- **Simple, Effective and Affordable Marketing for the Community Pharmacy, Sponsored by Good Neighbor Pharmacy and Prescribe Wellness**  
  Sun Ballroom D

**1:30 – 3:30 p.m. 14th Annual Good Neighbor Pharmacy NCPA Pruitt-Schutte Student Business Plan Competition**  
Sun Ballroom B

**2 – 5:45 p.m.**  
LTC Business Summit — Day 1  
Osceola 2

**2 – 6 p.m. CPESN™ Luminary & Facilitator Business Meeting (Invitation Only)**  
Osceola 5&6

**3 – 4:30 p.m. Concurrent Workshop Sessions**

- **Specialty Pharmacy: Talk the Marketing Talk**  
  Sun Ballroom A
- **Telepharmacy: Opportunity or Threat?**  
  Sun Ballroom C
- **When Big Dollars Are on the Line: What’s New With Audits**  
  Sun Ballroom D

**3:30 – 4 p.m. Student Pharmacists: Business Card Swap**  
Osceola Ballroom B

**4 – 5:30 p.m. Student Pharmacists: Trending Topics in Community Pharmacy: Roundtable Discussions**  
Osceola Ballroom B

**4:45 – 6 p.m. Concurrent Workshop Sessions**

- **Finding the 340B Balance: Threat or Opportunity?**  
  Sun Ballroom A
- **Filling the Holes in the Whole-Patient Care: Front-End Niches for Wellness, Anti-Aging and More**  
  Sun Ballroom C
- **The 2018 Readiness Check-Up: The Top Five Things for Compounders to Keep on Your Radar**  
  Sun Ballroom D

**5:45 – 6:45 p.m. NCPA Long-Term Care Division Reception, Sponsored by Smith Drug Co.**  
Osceola 1

**6 – 7 p.m. NCPA First-Timers Reception**  
Osceola 3

**7 – 8:30 p.m. Opening Night Reception, Sponsored by Morris & Dickson, Co.**  
Coquina Lawn

### Sunday, October 15

**7 a.m. – 6 p.m. Registration**  
City Hall Lobby

**7:30 – 8:30 a.m. NCPA Nondenominational Worship Service**  
Tallahassee

**7:45 – 9:15 a.m. Concurrent Workshop Sessions**

- **Taxes and the Pharmacy Owner: Are You Paying Too Much?**  
  Sun Ballroom A
- **Create Opportunities for Service-Based Billing: A Stepwise Approach for Success**  
  Sun Ballroom D
- **You Invested in Technology – Now What?**  
  Sun Ballroom C
### Sunday, October 15 (Continued)

<table>
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<th>Time</th>
<th>Event</th>
<th>Location</th>
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<tbody>
<tr>
<td>7:45 - 9:15 a.m.</td>
<td>LTC Business Summit — Day 2</td>
<td>Osceola 2</td>
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<tr>
<td>9:30 - 11:30 a.m.</td>
<td>Opening General Session, Sponsored by Anda</td>
<td>Osceola Ballroom CD</td>
</tr>
<tr>
<td><strong>11:30 a.m. - 1 p.m.</strong></td>
<td><strong>Alabama CPESNSM Information Meeting</strong></td>
<td>Osceola 1</td>
</tr>
<tr>
<td>11:30 a.m. - 1:30 p.m.</td>
<td>Student Pharmacists: Business Plan Competition Train the Trainer</td>
<td>Osceola 5</td>
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<tr>
<td>11:30 a.m. - 1:30 p.m.</td>
<td>Student Pharmacists: Business for Success Luncheon</td>
<td>Osceola Ballroom B</td>
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<tr>
<td><strong>11:45 a.m. - 1 p.m.</strong></td>
<td><strong>Product Luncheons</strong></td>
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<td><em>How Surescripts Empowers Your Pharmacy with Actionable Intelligence</em></td>
<td>Sun Ballroom C</td>
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<td><em>Unleash the Potential of Your Pharmacy Staff</em></td>
<td>Sun Ballroom A</td>
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<td><em>Focus on Profit: What You Need to Do During Open Enrollment</em></td>
<td>Sun Ballroom D</td>
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<td><em>The Pharmacist’s Role in the Community of Vaccinators</em></td>
<td>Osceola Ballroom A</td>
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<tr>
<td>12 - 1:30 p.m.</td>
<td>NCPA Foundation Advisory Committee Meeting</td>
<td>Osceola 6</td>
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<tr>
<td><strong>1:30 - 3:30 p.m.</strong></td>
<td><strong>Florida CPESNSM Information Meeting</strong></td>
<td>Osceola 1</td>
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<tr>
<td>1:30 - 6 p.m.</td>
<td>Grand Opening of the Trade Show (Reception from 5 – 6 p.m.)</td>
<td>Exhibit Hall</td>
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<tr>
<td>1:30 - 3:30 p.m.</td>
<td>Innovation in Community Practice Poster Session</td>
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<tr>
<td>1:30 - 3:30 p.m.</td>
<td>Community Pharmacy Postgraduate Opportunities Showcase</td>
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<td>2 - 4:30 p.m.</td>
<td>Colleagues in Consultation</td>
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<tr>
<td>2:30 - 3 p.m.</td>
<td>Management Committee Steering Committee</td>
<td>Sun 5</td>
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<tr>
<td>3 - 4 p.m.</td>
<td>Student Pharmacists: Medisca Presentation</td>
<td>Osceola Ballroom B</td>
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<tr>
<td>4 - 5:30 p.m.</td>
<td>NCPA Foundation Awards Ceremony</td>
<td>Tallahassee</td>
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<tr>
<td><strong>5:30 - 6:30 p.m.</strong></td>
<td><strong>APhA Foundation &amp; NASPA Bowl of Hygiene Reception</strong></td>
<td>Sarasota</td>
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<td>(invitation only)</td>
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<tr>
<td><strong>6 - 8 p.m.</strong></td>
<td><strong>CPESN USA Luminary &amp; Supporting Partners Reception</strong></td>
<td>Naples</td>
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<tr>
<td>8 – 9:30 p.m.</td>
<td>Movie Premiere</td>
<td>Sun Ballroom B</td>
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### Monday, October 16

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<th>Time</th>
<th>Event</th>
<th>Location</th>
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<tbody>
<tr>
<td>7 a.m. - 6 p.m.</td>
<td>Registration</td>
<td>City Hall Lobby</td>
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<tr>
<td>7:30 - 9:15 a.m.</td>
<td>Breakfast Symposium — The Evolution of the Revolution: Changes, Successes, and the Next Best Thing — A CPESNSM Update</td>
<td>Osceola Ballroom A</td>
</tr>
<tr>
<td>7:45 – 9 a.m.</td>
<td>Product Breakfast — Opportunities to Build a Thriving Compounding Practice With PCCA Innovation (Non-CE)</td>
<td>Osceola 3</td>
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<tr>
<td>8 – 9:15 a.m.</td>
<td>Product Breakfast — All About Your Business: Front-End Marketplace Opportunities (Non-CE), Sponsored by PCCA</td>
<td>Osceola Ballroom B</td>
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<tr>
<td>9:30 – 11:30 a.m.</td>
<td>Second General Session, Sponsored by PioneerRx</td>
<td>Osceola Ballrooms CD</td>
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<tr>
<td><strong>11:30 a.m. - 12:30 p.m.</strong></td>
<td><strong>Product Luncheons</strong></td>
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<td><em>Understanding the Specialty Landscape</em></td>
<td>Osceola Ballroom A</td>
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<td><em>The Pharmacist’s Growing Role in Influenza Prevention</em></td>
<td>Osceola Ballroom B</td>
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<tr>
<td>12 – 4 p.m.</td>
<td>Trade Show Open (Buffet Lunch served 12 – 2 p.m.)</td>
<td>Exhibit Hall</td>
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<tr>
<td>1 – 3:30 p.m.</td>
<td>Colleagues in Consultation</td>
<td>Exhibit Hall</td>
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<tr>
<td>1:30 – 2:30 p.m.</td>
<td>NCPA Nominations Committee Meeting</td>
<td>Osceola 4</td>
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<tr>
<td>2 – 3 p.m.</td>
<td><strong>CPESNSM Network Showcase</strong></td>
<td>Exhibit Hall</td>
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### Monday, October 16 (Continued)

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<tr>
<th>Time</th>
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<tr>
<td>2:30 – 3:30 p.m.</td>
<td>NCPA Resolutions Committee Meeting</td>
<td>Osceola 4</td>
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<tr>
<td>4:15 – 5:45 p.m.</td>
<td><strong>Concurrent Workshop Sessions</strong></td>
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<td><em>Show Me the ROI or Show Me the Door</em></td>
<td>Sun Ballroom C</td>
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<td></td>
<td><em>Hitting the High Points of Medical Cannabis</em></td>
<td>Sun Ballroom D</td>
</tr>
<tr>
<td>3:45 – 5:15 p.m.</td>
<td><em>Prepare for Impact! DIR Estimation and Mitigation Strategies for Your Pharmacy</em></td>
<td>Sun Ballroom A</td>
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<tr>
<td>4:30 – 5 p.m.</td>
<td>Dean and Chapter Advisor Meeting</td>
<td>Osceola 4</td>
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<tr>
<td>5 – 6:15 p.m.</td>
<td>Rep. Buddy Carter (R-Ga.) Fundraising Reception (invitation only)</td>
<td>Osceola 1-2</td>
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<tr>
<td>8 – 9:15 p.m.</td>
<td>Pharmacists Advancing Vaccination Efforts (PhAVE) Talk Series, Sponsored by Merck</td>
<td>Osceola Ballroom CD</td>
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### Tuesday, October 17

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<tbody>
<tr>
<td>7 a.m. – 3 p.m.</td>
<td>Registration</td>
<td>City Hall Lobby</td>
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<tr>
<td>7:30 – 9:30 a.m.</td>
<td>NCPA House of Delegates</td>
<td>Sun Ballroom D</td>
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<tr>
<td>10 – 11:30 a.m.</td>
<td><strong>Concurrent Workshop Sessions</strong></td>
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<td><em>Dollars and Data — Where Do You Stand: States and Networks Share Stories on Payment</em></td>
<td>Osceola Ballroom A</td>
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<td></td>
<td><em>From Pushback to Pushing Forward: Successful Strategies for Engaging Your Pharmacy Staff, Sponsored by Merck</em></td>
<td>Sun Ballroom A</td>
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<td><em>Introduce Yourself: Developing Your Pharmacy Branding Message to Make Profitable Connections</em></td>
<td>Sun Ballroom B</td>
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<tr>
<td>11:30 a.m. – 2:30 p.m.</td>
<td>Trade Show Open (Buffet Lunch served 11:30 a.m. – 1:30 p.m.)</td>
<td>Exhibit Hall</td>
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<tr>
<td>12:30 – 2 p.m.</td>
<td>Colleagues in Consultation</td>
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<tr>
<td>2:30 – 4 p.m.</td>
<td><strong>Concurrent Workshop Sessions</strong></td>
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<td><em>Moving the Needle: Turning Immunizations into Year-Round Profits</em></td>
<td>Osceola Ballroom A</td>
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<td><em>Obesity the Symptom: How Community Pharmacists Can Stop the Biochemical Chaos</em></td>
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<td><em>Mythbusters: Primary Care Edition, Sponsored by Merck</em></td>
<td>Sun Ballroom A</td>
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<tr>
<td>4:15 – 5:45 p.m.</td>
<td><strong>Concurrent Workshop Sessions</strong></td>
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<td><em>See a Need, Fill a Need — Finding Your Pharmacy Niche, Sponsored by Merck</em></td>
<td>Osceola Ballroom A</td>
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<td><em>Taking Care of Man’s Best Friend — Branching Out in Companion Animal Care</em></td>
<td>Sun Ballroom B</td>
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<td><em>A Roadmap for Working with Prescribers: Turning Theory Into Practice</em></td>
<td>Sun Ballroom A</td>
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<tr>
<td>6 – 7 p.m.</td>
<td>NCPA PAC Reception (invitation only)</td>
<td>Naples 2 – 3</td>
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<tr>
<td>7 – 9 p.m.</td>
<td>Closing Night Reception &amp; Party</td>
<td>Osceola Ballroom C</td>
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### Wednesday, October 18

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<tbody>
<tr>
<td>7 – 9 a.m.</td>
<td>CPESN USA Board of Managers Meeting (invitation only)</td>
<td>Osceola 3</td>
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</table>
Savings that help grow revenue and services that save time

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  - Immunizations
  - Diabetes Care
  - Point of Care Testing
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*Discounts not applicable to brands and net price items

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EMERALD MEETING ROOMS: Lower Level, via Emerald Bay Elevator A

#NCPA2017
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HealthWise Pharmacy emergeRx is a designed, turnkey solution to provide your start up pharmacy a complete package of opportunities that ensures a successful and profitable pharmacy business such as:

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- **Operational & Clinical Consulting**
- **Branding & Marketing**
- **Pharmacy Vaccination Program**
- **Pharmacy Software Management System**
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- **Front End Merchandising**
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**Divisonal Vice President • Business Development**

**864.582.1216 Ext 1452**
**dbenson@smithdrug.com**

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**HealthWise Pharmacy**

**emergeRx**
Saturday, October 14

7 a.m. – 8:30 p.m.
NCPA Registration
City Hall Lobby

7:30 – 9 a.m.
STUDENT PHARMACISTS
PROGRAMMING
Student Chapter
Officer Breakfast
(invitation only)
Room: Osceola Ballroom B
Meet the members of the Student
Leadership Council and find out how
you can get involved in this highly
sought-after leadership opportunity.
Among the topics you don’t want
to miss: end-of-the-year reports,
grading rubrics for the Business Plan
Competition, Legislative and Health
Care Challenges, and NCPA Student
Chapter logo use guidelines.

7:30 a.m. – 1 p.m.
NCPA Foundation
Board Meeting
Room: Hemingway Boardroom

8 – 9:30 a.m.
WORKSHOP PROGRAMMING
Bigger Than Band-Aids:
Revenue-Building
Opportunities in Wound Care
*Special Non-CE Shoot the Breeze
Session Runs 9 – 9:30 a.m.*
Room: Sun Ballroom C
ACPE # 0207-0000-17-201-L04-P
ACPE # 0207-0000-17-201-L04-T
1.0 contact hours (0.1 CEUs)

Activity Type: Application-Based
Accidents, surgeries, and
long-term or hospice home care
also means wound care, dressings,
topical preparations, and cleansers.
These products make sense for
the community pharmacy and are
an opportunity to differentiate
the independent from the chain
through product selection, superior
counseling, and increased patient
care. Making your pharmacy a
home for those needing wound
care products and expertise is an
excellent way to gain new patients,
caregivers, and referral sources. This
program will give you the product
knowledge and resources to launch
a profitable, rewarding niche.

Pharmacist and Pharmacy
Technician Learning Objectives:
1. Outline how to evaluate the
wound care niche in your marketplace.

2. Analyze appropriate categories of products that you need to establish a comprehensive wound care section.

3. Discuss potential marketing targets and approaches for promoting and building the wound care market niche.

**Speakers:** Gabe Trahan, Senior Director of Store Operations and Marketing, NCPA, Burlington, Vt.; Jack Dunn, RPh, Jasper Drug, Jasper, Ga.; Les Krenk, RPh, Maui Clinic Pharmacy, Maui, Hawaii

8 – 9:30 a.m.

**WORKSHOP PROGRAMMING**

**Fueling Pharmacy Change: From Grants to Action**

**Sponsored by Community Pharmacy Foundation**

Room: Sun Ballroom D

ACPE # 0207-0000-17-202-L04-P

ACPE # 0207-0000-17-202-L04-T

1.5 contact hours (0.15 CEUs)

**Activity Type:** Application-Based

Foundation funds are available to all pharmacies. Meet four of your peers who applied and were awarded grants, and learn what a difference it made for them and their patients. These owners will share the strides they made in community pharmacy practice with their research projects and proven action steps for you as their peer to implement. These grant winners will discuss their projects and how they used the results to affect their community pharmacy practice today.

**Pharmacist and Pharmacy Technician Learning Objectives:**

1. Discuss the potential for using research grants to pilot action-oriented research for the community pharmacy market.

2. Outline CPF grant projects and their purpose.

3. Discuss how research results can be implemented in other communities to create new opportunities for community pharmacy.

**Speakers:** Amanda Schroepfer, PharmD, Goodrich Pharmacy, Anoka, Minn.; Geoff Twigg, PharmD, Apple Discount Drugs, Salisbury, Md.; Josh Feldman, PharmD, Mercy Family Pharmacy East, Dubuque, Iowa; Minnie Newman, RPh, Star Discount Pharmacy, Madison, Ala.; Anne Marie Kondic, PharmD, Executive Director, Community Pharmacy Foundation, Chicago, Ill.

8 – 9:30 a.m.

**WORKSHOP PROGRAMMING**

**The Essential Tool for Coordinating Care: New Pharmacy eCare Plans**

*“Special Non-CE Shoot the Breeze Session Runs 9 – 9:30 a.m.”*

Room: Sun Ballroom A

ACPE # 0207-0000-17-203-L04-P

ACPE # 0207-0000-17-203-L04-T

1.0 contact hours (0.1 CEUs)

**Activity Type:** Application-Based

The idea of an electronic care plan that can be shared among health care providers has generated much discussion for the past several years, but the changes needed to make this a reality and a good fit for community pharmacy have been a challenge. Fitting seamlessly into the workflow of the pharmacy is a vital component of usability. This program will bring you up-to-date on changes to eCare Plans that can change your practice and enable you to provide coordinated care for your high-risk patients with the rest of the health care team.

**Pharmacist and Pharmacy Technician Learning Objectives:**

1. Discuss key components for eCare Plans that are interoperable for use with partners in the health care community to enhance patient care.

2. Outline methods for using the eCare Plan to improve physician partnerships and patient satisfaction.

3. Discuss coordination of the eCare Plan into the existing workflow of the community pharmacy.

**Speaker:** David Pope, PharmD, CDE, Chief of Innovation, Creative Pharmacist, Evans, Ga.

8 a.m. – 2 p.m.

**WORKSHOP PROGRAMMING**

**Selling Your Pharmacy Action Plan**

**Sponsored by Live Oak Bank**

**Additional registration fee applies**

Room: Tallahassee 3

Continued on page 36

#NCPA2017 35
Continued from page 35

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. During this session, you will gain in-depth knowledge of your transition options — such as a junior partnership — and how you can make the most of your investment to fund your retirement or next venture. You will also learn the tools to manage risk and maximize financial and legal resources when planning your business succession, and get answers to your questions during an interactive and informative Q&A session led by a panel of financial planners, accountants, lawyers, and retirement experts.

Pharmacist and Pharmacy Technician Learning Objectives:
1. Create individual goals for your business transition situation.
2. Outline various methods for managing risk and maximizing resources from business succession.
3. Explain the financial documents that a banker will consider in reviewing a buyer’s investment in your business.
4. Explain three common financial errors made by small business owners.
5. Discuss the legal process and documents involved in the sale of a pharmacy.
6. 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.
7. Evaluate any financial or corporate structure changes that may be beneficial to your business in the years that approach transfer of ownership.
8. Discuss how a banking institution will value your business for purchase by a buyer.
9. Outline basic requirements for a successful junior partnership transition.

Speakers: Richard Jackson, PhD, President, Community Pharmacy Consulting, Sarasota, Fla.; Scott Weaver, Vice President of Pharmacy, PRS Pharmacy Services, Latrobe, Pa.; Jimmy Neil, General Manager, Pharmacy, Live Oak Bank, Wilmington, N.C.; Ollin Sykes, President, Sykes & Company, PA, Edenton, N.C.; Jeff Baird, Esq., Chairman, Health Care Group, Brown & Fortunato, PC, Amarillo, Texas; Lawrence Barrett, CLU, ChFC, AEP®, Lincoln Financial Advisors/Sagemark Consulting, Cleveland, Ohio

9 – 9:50 a.m.
STUDENT PHARMACISTS PROGRAMMING
Rise and Residency Panel
Room: Osceola Ballroom B

Rise and shine and learn from a panel of residents about the diverse residency program opportunities available to you after graduation. Panelists include Patrick Brown (UNC Ownership Residency), Sarah Reed (WVU/Kroger), Allie Jo Shipman (NCPA Executive Resident), and an Eli Lilly Fellowship representative.

9:45 - 11:15 a.m.
WORKSHOP PROGRAMMING
From Dreaming to Succeeding — How to Get Things Done
Room: Sun Ballroom D

Pharmacist and Pharmacy Technician Learning Objectives:
1. Discuss the barriers to program implementation that are standard in business.
2. Outline methods of organizing tasks and developing the necessary reporting structure to accomplish project goals.
3. Discuss staff member and store owner responsibilities and accountability tools to achieve goals.
9:45 - 11:15 a.m.
WORKSHOP PROGRAMMING
Bridging the Gap From Rehab to Home
*Special Non-CE Shoot the Breeze Session Runs 10:45 - 11:15 a.m.*
Room: Sun Ballroom C
ACPE # 0207-0000-17-205-L04-P
ACPE # 0207-0000-17-205-L04-T
1.0 contact hours (0.1 CEUs)

Activity Type: Application-Based

Moving from a rehabilitation environment, whether a hospital or separate rehab facility, back to the home environment brings huge changes to the lives of patients and their caregivers. The patient gains freedom and privacy, but loses the comprehensive daily oversight of acute or sub-acute care. The community pharmacy is ideally positioned to ease this transition and provide the support, proper training, and necessary health and safety aids to bridge the patient back to independence. Share the experiences of pharmacy owners who have established a niche in this rewarding area.

Pharmacist and Pharmacy Technician Learning Objectives:
1. Discuss the mobility concerns and necessary safeguards for patients moving from rehabilitation to the home environment.
2. Describe services the community pharmacy can offer that are of value to the patient and the caregiver.
3. Outline resources for training both pharmacy staff and caregivers to improve patient “at home” safety and comfort.

Speakers: Gabe Trahan, Senior Director of Store Operations and Marketing, NCPA, Burlington, Vt.; Steve Fettman, RPh, Davies Pharmacy, Canton, Ohio; Brenda Palumbo, Klein’s Pharmacy, Cuyahoga, Ohio

9:50 – 10 a.m.
STUDENT PHARMACISTS PROGRAMMING
Meet Your Student Leadership Council & Break
Room: Osceola Ballroom A

Meet and network with Student Leadership Council representatives from across the country.

10 – 10:55 a.m.
STUDENT PHARMACISTS PROGRAMMING
Clinical Skills for Independent Pharmacy
Room: Osceola Ballroom A

Discover the opportunities to utilize your point-of-care skills that await you in independent pharmacy.

11 a.m. – 12 p.m.
STUDENT PHARMACISTS PROGRAMMING
The Importance of a Business Plan to Your Success
Room: Osceola Ballroom A

Get the wholesaler perspective on why it is important for wholesalers and lenders to see a solid business plan when considering buying a pharmacy, and learn which key components wholesalers look for in a business plan. Hear examples from wholesalers of how writing a plan and keeping it current have helped their customers stay successful and thriving.

11:45 a.m. – 12:45 p.m.
PRODUCT LUNCH
USP <800>: Cutting to the Chase (Non-CE)
Sponsored by MEDISCA Inc.
Room: Sun Ballroom A

The practical application and implementation of the requirements outlined in USP General Chapter <800> can be challenging, to say the least. During this presentation, we will provide you with step-by-step guidance and the support you need to achieve compliance with the new requirements for personal protective equipment, engineering controls, deactivation and decontamination, emergency equipment, and training.

Although a delayed implementation date of July 1, 2018 may seem to provide sufficient time for preparation, it is important to note this implementation date is when entities must be compliant; waiting too long to begin the process could negatively impact your practice. Be sure to attend this presentation to obtain the resources and tips you need for a seamless transition toward USP <800> compliance.

Continued on page 38
Identifying Adult Candidates for Pneumococcal Vaccination: It Starts With a Question (Non-CE)
Sponsored by Pfizer, Inc.
Room: Sun Ballroom C

The Healthy People 2020 program set an objective to increase the percentage of adults aged 65+ who are vaccinated against pneumococcal disease to 90 percent by 2020. Adult vaccination rates against pneumococcal disease continue to fall short of this goal. Improving adult vaccination rates in the United States is a responsibility shared by all health care providers. This presentation will provide an overview of the CDC’s ACIP recommendations for pneumococcal vaccinations in older adults, as well as review selected scenarios in which appropriate patients can be identified as candidates for vaccination.

Speaker: Dr. Stephan Foster, University of Tennessee

1:30 – 3:30 p.m.
STUDENT PHARMACISTS PROGRAMMING
14th Annual Good Neighbor Pharmacy NCPA Pruitt-Schutte Student Business Plan Competition
Room: Sun Ballroom B

With the highest number of student participants to date, a group of 12 students from three schools will vie for the top spot at the 14th Annual Good Neighbor Pharmacy NCPA Pruitt-Schutte Student Business Plan Competition. Come and see firsthand the excitement around the live presentations of the competition. The winning team will receive cash for their school and a complimentary trip to the NCPA 2018 Multiple Locations Conference in Fort Myers, Fla., in February.
For the third consecutive year, we will highlight former Business Plan Competition participants who are now independent owners.

Speakers: Azim Nagree, President, Digital Solutions, Digital Pharmacist, Austin, Texas;
1:15 – 2:45 p.m.
WORKSHOP PROGRAMMING
Simple, Effective, and Affordable Marketing for the Community Pharmacy
Sponsored by Good Neighbor Pharmacy and Prescribe Wellness
Room: Sun Ballroom D
ACPE # 0207-0000-17-208-L04-P
ACPE # 0207-0000-17-208-L04-T
1.5 contact hours (0.15 CEUs)
Activity Type: Application-Based
Pharmacy marketing does not need to be complicated or expensive to be effective. Around the country, community pharmacy owners have unique answers to marketing and generating business that have proven to be successful. This session brings those simple, effective, and affordable marketing programs to you. Details, costs, successes, and more — share everything in this “don’t miss” primer for marketing your pharmacy.

Pharmacist and Pharmacy Technician Learning Objectives:
1. Discuss market evaluation of store and community to facilitate and target store marketing efforts.
2. Outline how to launch a marketing effort to increase traffic to the community pharmacy.
3. Evaluate effective methods of measuring the success of individual marketing efforts in the pharmacy.

Continued on page 40
the second part of the program is specialty pharmacy today — the why and how of collecting data to tell your pharmacy’s story and build your value package as a partner in specialty. Share insights from a peer who has achieved success within this complicated, worthwhile niche.

Pharmacist and Pharmacy Technician Learning Objectives:
1. Discuss the key data elements necessary to build a value proposition for payers.
2. Discuss packaging data for your patients and using data to create a compelling story for your services.

Speaker: Jake Olson, PharmD, Skywalk Pharmacy, Milwaukee, Wis.

LTC BUSINESS SUMMIT
Closing the Door to Open the Door to New Opportunities
Room: Osceola 2
ACPE # 0207-0000-17-231-L04-P
ACPE # 0207-0000-17-231-L04-T
1.0 contact hours (0.1 CEUs)
Activity Type: Application-Based

The advantages to your long-term care practice of moving to a closed-door operation are significant, but to capitalize on the benefits, it is vital to understand and anticipate the steps to changing your business practices. This not-to-miss session will help you understand the ins and outs of the payment structure in long-term care and give you the necessary information to avoid or minimize long-term audit penalties and position your long-term care pharmacy to thrive.

Pharmacist and Pharmacy Technician Learning Objectives:
1. Discuss the business considerations of moving your pharmacy from a combo to a closed-door pharmacy.
2. Outline the steps to take when going from a combo to a closed-door pharmacy.
3. Describe the services that a closed door LTC pharmacy can be able to provide to increase its revenue.
4. Discuss the areas examined in LTC pharmacy inspections and common citations issued.

Speaker: Susan Rhodus, Senior Vice President, Contract Administration, GeriMed, Inc., Louisville, Ky.

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Thousands of Community Pharmacies Depend on...
2 – 6 p.m.
CPESNSM Luminary & Facilitator Business Meeting
Room: Osceola 5&6
(invitation only)
(Note: This is not an NCPA event.)

3 – 4:30 p.m.
WORKSHOP PROGRAMMING
When Big Dollars Are on the Line: What’s New With Audits
Room: Sun Ballroom D
ACPE # 0207-0000-17-210-L04-P
ACPE # 0207-0000-17-210-L04-T
1.5 contact hours (0.15 CEUs)
Activity Type: Application-Based
There are some new wrinkles in the world of pharmacy audits, but let’s face it — the old wrinkles are also a good reason to take a refresher on how to keep your practice, and your bottom line, safe from audits. Red flags, good processes, and staff training on how to respond to an audit are vitally important to safeguard your pharmacy from thousands of dollars of loss and frustration.

Pharmacist and Pharmacy Technician Learning Objectives:
1. Review new developments in pharmacy audit recoveries.
2. Discuss red flags for pharmacy auditors and actions to ensure that procedures are followed to eliminate risk.
3. Outline your audit rights and responsibilities.

New Directions for Your Long-Term Care Practice (CE)
Sun., Oct. 15, 7:45 – 9:15 a.m., Osceola 2

The Business Case Surrounding the Consultant Pharmacist (CE)
Sat., Oct. 14, 3 – 4:30 p.m., Osceola 2

The Last Thing You Want: Kickback Violations (CE)
Sat., Oct. 14, 4:45 – 5:45 p.m., Osceola 2

NCPA Long-Term Care Division Reception, sponsored by Smith Drug Company
Sat., Oct. 14, 5:45 – 6:45 p.m., Osceola 1
All NCPA LTC Division members and anyone interested in becoming a Division member are invited to a complimentary networking reception.

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Continued from page 41

Speaker: Mark Jacobs, RPh, FASCP, Vice President of Operations, PAAS National, Stoughton, Wis.

3 – 4:30 p.m.
WORKSHOP PROGRAMMING
Telepharmacy: Opportunity or Threat?
*Special Non-CE Shoot the Breeze Session Runs 4 – 4:30 p.m.*
Room: Sun Ballroom C
ACPE # 0207-0000-17-211-L04-P
ACPE # 0207-0000-17-211-L04-T
1.0 contact hours (0.1 CEUs)
Activity Type: Application-Based

Telepharmacy is becoming a national business reality as states are crafting laws to increase and ensure access to prescription drugs in settings without a licensed pharmacist physically present. As a community pharmacy owner, you need to know if telepharmacy is an opportunity or threat for your business. Industry insiders and community pharmacy owners “in the space” will share the latest on which states license telepharmacy sites, what the licensing criteria entails, and what their perspectives are related to business and practice. Know the landscape and evaluate your options by attending this program.

Pharmacist and Pharmacy Technician Learning Objectives:
1. Compare telehealth, telemedicine, and telepharmacy and discuss the impact of these models on community pharmacy.
2. Discuss regulatory issues that apply to telepharmacy, including those from the DEA and state boards of pharmacy.
3. Analyze the strengths, weaknesses, opportunities, and threats of telepharmacy for your community pharmacy.

Speakers: Adam Chesler, Director, Regulatory Affairs, Cardinal Health, Dallas, Texas; Brett Barker, PharmD, Vice President of Operations, NuCara Management Group, Conrad, Iowa

3 – 4:30 p.m.
WORKSHOP PROGRAMMING
Specialty Pharmacy: Talk the Marketing Talk
*Special Non-CE Shoot the Breeze Session Runs 4 – 4:30 p.m.*
Room: Sun Ballroom A
ACPE # 0207-0000-17-212-L04-P
ACPE # 0207-0000-17-212-L04-T
1.0 contact hours (0.1 CEUs)
Activity Type: Application-Based

Prescriptions for specialty medications aren’t just going to walk in your front door. To grow a specialty pharmacy niche, you’ll need to market your ability to fulfill orders and provide top-level care for patients. This session is about how to use your data to tell a compelling story to prescribers and patients. Get best practices, insider tips, and practical differences of specialty pharmacies.

Pharmacist and Pharmacy Technician Learning Objectives:
1. Outline models for recruiting, training, and compensating pharmacy marketers.
2. Develop a marketing plan highlighting the key differentiators of a specialty pharmacy.
3. Identify major differences in specialty pharmacy workflow and patient care.

Speakers: Sheila Arquette, Executive Director, National Association of Specialty Pharmacy, Alexandria, Va.; Kristin Akervik, Sales Director, Sterling Specialty Pharmacy Services, Owatonna, Minn.
applied to assisted living and long-term care facilities.

2. Examine the role of the consultant pharmacist in community pharmacy enhanced services networks.

3. Describe the different consulting pharmacist requirements for assisted living and long-term care.

Speakers: Susan Rhodus, Senior Vice President, Contract Administration, GeriMed, Inc., Louisville, Ky.; Doug Josephson, RPh, Quality Assurance/Corporate Compliance, HomeTown Pharmacy, Inc., Rockford, Mich.; Dixie Leikach, RPh, MBA, Owner, Finksburg Pharmacy, Reisterstown, Md; Matt Osterhaus, RPh, Osterhaus Pharmacy, Marquoketa, Iowa

3:30 – 4 p.m.
STUDENT PHARMACISTS PROGRAMMING
Business Card Swap
Room: Osceola Ballroom B

Expand your network in very little time. Students, pharmacists, and exhibitors are invited to attend this fast-paced business card swap.

4 – 5:30 p.m.
STUDENT PHARMACISTS PROGRAMMING
Trending Topics in Community Pharmacy: Roundtable Discussions
Room: Osceola Ballroom B

Always a lively event, these roundtables will keep you inspired and engaged even at the end of the day. Find out more about innovative pharmacy practices, transitions of care, and unique compounding opportunities within a smaller presentation setting.

4:45 – 6 p.m.
WORKSHOP PROGRAMMING
Filling the Holes in Whole-Patient Care: Front-End Niches for Wellness, Anti-Aging, and More
*Special Non-CE Shoot the Breeze Session Runs 5:45 – 6 p.m.*

Room: Sun Ballroom C
ACPE # 0207-0000-17-213-L04-P
ACPE # 0207-0000-17-213-L04-T
1.0 contact hours (0.1 CEUs)
Activity Type: Application-Based

In community pharmacy, patients are people and friends, not just disease states. The mainstay of community pharmacy is the care and counseling of patients from the prescription angle, but who better to understand and counsel the whole patient than someone who the patient trusts and can easily access? Supplemental nutrition, anti-aging, stress relief, and general wellness are just a few of the niche markets that help pharmacies forge a stronger relationship with patients and the community. In this session, share ideas and options for front-end patient care with your peers and discover which products other pharmacy owners are successfully using.

Pharmacist and Pharmacy Technician Learning Objectives:
1. Discuss potential pharmacy front-end niches that provide good options for health care-related patient care.
2. Evaluate market attributes to assess niche potential based on

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#NCPA2017
Continued from page 43

patient population.
3. Discuss key counseling issues and areas of concern in the front-end patient care environment.

Speakers: Gabe Trahan, Senior Director of Store Operations and Marketing, NCPA, Burlington, Vt.; Dawn Butterfield, RPh, West Cocoa Pharmacy and Compounding, Cocoa, Fla.; John Kim, PharmD, Robinson Drug, Mendham, N.J.

4:45 - 6:15 p.m.
WORKSHOP PROGRAMMING
Finding the 340B Balance: Threat or Opportunity?
*Special Non-CE Shoot the Breeze Session Runs 5:45 - 6:15 p.m.*
Room: Sun Ballroom A
ACPE # 0207-0000-17-214-L04-P
ACPE # 0207-0000-17-214-L04-T
1.0 contact hours (0.1 CEUs)
Activity Type: Application-Based

340B: what is good and what is bad, and is it a threat or an opportunity for your business? There are several potential legislative and regulatory changes that could impact the 340B program for pharmacy, hospitals, pharma, payers, and the government, but what do these potential changes mean for you? Could they bring more opportunity? Or, could it enable 340B to be a bigger threat to your business and patients? You've got questions, we've got answers! This session gives you multiple viewpoints and helps you evaluate what 340B could mean for your pharmacy.

Pharmacist and Pharmacy Technician Learning Objectives:
1. Discuss the current political environment in Washington surrounding the 340B program.
2. Summarize the results of a recent study that shows the importance of contract pharmacy to 340B hospitals and their patients.
3. Describe the flow of patients and product through the 340B system.


4:45 - 6 p.m.
WORKSHOP PROGRAMMING
The 2018 Readiness Check-Up: The Top Five Things for Compounders to Keep on Your Radar
Room: Sun Ballroom D
ACPE # 0207-0000-17-215-L07-P
ACPE # 0207-0000-17-215-L07-T
1.25 contact hours (0.125 CEUs)
Activity Type: Application-Based

The top things to keep in mind for compounding in the next year: trends in inspections and how to prepare for them, the USP <800> implementation countdown, tips to run a successful compounding practice, market trends, and the latest regulation. You need to be ready, and this program will help! Fellow experienced compounders serve as the perfect panel to help you figure out the top things that need to be on your radar in compounding, triage the to-do list, and get the project on schedule. Budgets, timelines, protocols, economics … the peer help desk is standing by!

Pharmacist and Pharmacy Technician Learning Objectives:
1. Discuss the implementation timeline for USP <800>.
2. Summarize the inspection trends and how to prepare for an inspection.
3. Outline the main protocols and assess budget impact for compliance.

Speakers: Cynthia Blakenship, Esq., Executive Vice President, IACP, Little Rock, Ark.; Ronna Hauser, RPh, Vice President, Pharmacy Affairs, NCPA, Alexandria, Va.; John Pritchett, PharmD, RPh, Associate Director of Pharmacy, ACHC, Cary, N.C.

5:45 – 6:45 p.m.
NCPA Long-Term Care Division Reception
Sponsored by Smith Drug Company
Room: Osceola 1

6 – 7 p.m.
NCPA First Timers Reception
Room: Osceola 3
7 – 8:30 p.m.
NCPA Opening Night Reception  
Sponsored by Morris & Dickson LLC  
Room: Coquina Lawn (weather backup is Exhibit Hall Lobby)

Sunday, October 15

7 a.m. – 6 p.m.
NCPA Registration  
City Hall Lobby

7:30 – 8:30 a.m.
NCPA Nondenominational Worship Service  
Room: Tallahassee

7:45 – 9:15 a.m.
WORKSHOP PROGRAMMING  
Taxes and the Pharmacy Owner: Are You Paying Too Much?  
Room: Sun Ballroom A  
ACPE # 0207-0000-17-216-L04-P  
ACPE # 0207-0000-17-216-L04-T  
1.5 contact hours (0.15 CEUs)  
Activity Type: Application-Based

Taxes are a fact of life for the community business. Everyone has to pay them, but no one wants to pay more than they have to. While taxes are necessary, the tax strategy you adopt for your business could make all the difference in how prepared you are for life after pharmacy. Tax laws, implications, rules, and regulations are confusing at best, but this program will share insights from industry experts to help you understand your taxes — and understand the effect of today’s taxes on your tomorrow.

Pharmacist and Pharmacy Technician Learning Objectives:
1. Discuss 2017 tax laws and the implications for business and real estate ownership.
2. Outline how to use current tax deductions to generate future tax-free retirement income.
3. Discuss strategy changes and next steps regarding business taxes.

Speaker: Lawrence Barrett, CLU, ChFC, AEP®, Lincoln Financial Advisors/Sagemark Consulting, Cleveland, Ohio

7:45 – 9:15 a.m.
WORKSHOP PROGRAMMING  
You Invested in Technology — Now What?  
Room: Sun Ballroom C  
ACPE # 0207-0000-17-206-L04-P  
ACPE # 0207-0000-17-206-L04-T  
1.5 contact hours (0.15 CEUs)  
Activity Type: Application-Based

The rate of development in pharmacy technology can mean that though you have invested wisely in resources to enhance your workflow, inventory, niche business, data gathering, business efficiencies and more, there may be tools you are leaving on the table. This session will dig into common capabilities you may be overlooking that will add to your practice growth, and look forward to developing trends that are on the horizon.

Pharmacist and Pharmacy Technician Learning Objectives:
1. Discuss the efficiencies provided by categories of pharmacy technology.
2. Outline a process for system capabilities and usage in current technology.
3. Evaluate system return on investment potential for new technology.


7:45 – 9:15 a.m.
WORKSHOP PROGRAMMING  
Create Opportunities for Service-Based Billing: A Stepwise Approach for Success  
Room: Sun Ballroom D  
ACPE # 0207-0000-17-217-L04-P  
ACPE # 0207-0000-17-217-L04-T  
1.5 contact hours (0.15 CEUs)  
Activity Type: Application-Based

Aligning service offerings and workflow can create opportunities for service-based billing in your pharmacy. In the current environment with changes affecting prescribers regarding quality metrics and value-based payments, prescribers are more eager and willing to team with pharmacists. Chronic care management, among other services, provides an opportunity for partnership in billable services. This session outlines a

Continued on page 46
A stepwise approach to practice implementation that will help you match up services with openings to partner with other providers for payment. Come prepared to start planning your next steps, what your services are, who potential partners are, and what your value proposition is. Walk away with a plan.

Pharmacist and Pharmacy Technician Learning Objectives:
1. Outline the legal requirements to meet in order to bill for pharmacist-provided patient care services.
2. Discuss example workflow processes to incorporate into the pharmacy practice when attempting to bill for patient care services.
3. Discuss the educational resources for pharmacy service billing.

Speaker: Bryan Ziegler, PharmD, Moss Pharmacy, Florence, S.C.

7:45 – 9:15 a.m.
LTC BUSINESS SUMMIT
New Directions for Your Long-Term Care Practice
Room: Osceola 2
ACPE # 0207-0000-17-237-L04-P
ACPE # 0207-0000-17-237-L04-T
1.5 contact hours (0.15 CEUs)
Activity Type: Application-Based

The rapidly shifting long-term care market presents both challenges and opportunities. Long-term care providers are challenged with transitions of care, readmissions, and newly imposed reporting requirements. These can be tremendous opportunities for the community pharmacy. During this program, you’ll get valuable face-to-face time with peers at all levels of long-term care practice and industry experts who can define what is happening on the leading edge to help turn opportunity into profits.

Pharmacist and Pharmacy Technician Learning Objectives:
1. Assess transitions of care and readmissions reporting guidelines and its relevancy to LTC pharmacies.
2. Discuss funding opportunities for LTC pharmacies.
3. Examine the role that community pharmacies can play in supporting LTC providers.


9:30 – 11:30 a.m.
Opening General Session
Sponsored by Anda, Inc.
Room: Osceola Ballroom CD
ACPE # 0207-0000-17-234-L04-P
ACPE # 0207-0000-17-234-L04-T
1.5 contact hours (0.15 CEUs)
Activity Type: Knowledge-Based

Highlights of the Opening General Session include a president’s speech by DeAnn M. Mullins and a keynote address from health care thought leader Dr. Zubin Damania, aka ZDoggMD.

Keynote Speaker: Dr. Zubin Damania, aka ZDoggMD

Dr. Zubin Damania, aka ZDoggMD, is a physician, health care speaker, and thought leader who writes and produces award-winning medical parody videos that educate and entertain. During a 10-year hospitalist career at Stanford, Dr. Damania won clinical teaching awards while simultaneously maintaining a shadow career performing stand-up comedy. His creative message of bringing everyone in health care together to create a better system of care (including fair payment and treatment for clinicians like pharmacists) inspires both personal and system transformation.
of high-quality patient care.

3. Give an overview of system traits from Healthcare 1.0 and 2.0 that remain in 3.0 and how these traits are strengthened to provide for the patient.

4. Discuss the market environment necessary for re-personalized and transcendent care to thrive.

Speakers: DeAnn Mullins, BPharm, CDE, NCPA President, 2016 – 2017, Owner, WeCare Pharmacy, Lynn Haven, Fla.; Zubin Damania, MD, ZDoggMD, LLC, Las Vegas, Nev.

11:30 a.m. - 1 p.m.
Alabama CPESN Information Meeting
Room: Osceola 1
(Note: This is not an NCPA event.)

11:30 a.m. – 1:30 p.m.
STUDENT PHARMACISTS PROGRAMMING
Business Plan Competition
Train the Trainer
Room: Osceola 5

Designed for students, faculty members and deans, this program will cover the essentials on how to create an innovative pharmacy business plan proposal using the standards and guidelines set forth by the Good Neighbor Pharmacy NCPA Pruitt-Schutte Student Business Plan Competition. It will highlight strategies on how you can effectively establish emerging pharmacy initiatives in the health care system, rooted in the entrepreneurial tradition of independent community pharmacy.

Drs. Tim Rocafort, Ashlee Mattingly, and Joey Mattingly, all of the University of Maryland School of Pharmacy, will present the training and highlight the success they had implementing their program, including having a business plan team place in the top three the first year after implementation.

11:45 a.m. – 1 p.m.
PRODUCT LUNCH
How Surescripts Empowers Your Pharmacy With Actionable Intelligence (Non-CE)
Sponsored by Surescripts
Room: Sun Ballroom C

This session will highlight the strides being made to improve e-prescription quality and accuracy that will continue to help independent pharmacies get the most value out of e-prescribing. The session will also showcase how Surescripts uses prescription information as a vehicle to deliver actionable patient intelligence at critical points of care to independent pharmacies and the broader health care community. In addition, Surescripts will provide an update on other solutions aimed at optimizing the e-prescribing experience for pharmacists.

Speaker: Stacy Ward-Charlerie, PharmD, Manager, Pharmacy Data, Surescripts

11:45 a.m. – 1 p.m.
PRODUCT LUNCH
Unleash the Potential of Your Pharmacy Staff (Non-CE)
Sponsored by AmerisourceBergen
Room: Sun Ballroom A

Your patients and prescribers expect more from your independent pharmacy than

Continued on page 48
ever before. To meet those high expectations, you need to be ready to shake things up, and that change starts with your frontline, non-pharmacist staff. Join us for a lively discussion that will show you how to expand the horizons of your employees by helping them recognize and overcome the obstacles that stand between your current pharmacy and a new, customer-centric model.

Speaker: Paul Satterfield, Senior Development and Training Coach, AmerisourceBergen

11:45 a.m. – 1 p.m.
PRODUCT LUNCH
Focus on Profit: What You Need to Do During Open Enrollment to Improve Cash Flow and the Financial Health of Your Pharmacy (Non-CE)
Sponsored by H. D. Smith

Room: Sun Ballroom D

Thinking about profit and doing the work to improve it are often at odds when you’re busy running a business. However, new profit sources are more readily available than you think, especially when you know what key areas to focus on and can work on them quickly. You’ll leave this session with tools to effectively navigate contracts and DIR fee structures during Open Enrollment, better understand your net and gross profit, and implement new pharmacy practice management insights to help improve your bottom line.

Speaker: Rob Meriweather, Corporate Vice President of Sales, H. D. Smith; Katie Geisler, Director, Sales, Arete Pharmacy Network

11:45 a.m. – 1 p.m.
PRODUCT LUNCH
The Pharmacist’s Role in the Community of Vaccinators
Sponsored by Merck

Room: Osceola Ballroom A
Pharmacist and Pharmacy Technician Learning Objectives:
1. Appreciate the important role pharmacists play as active members in the community of vaccinators.
2. Describe the burden of select infectious diseases in adults.
3. Review pharmacy-based strategies to help protect adults against select infectious diseases.

12 – 1:30 p.m.
NCPA Foundation Advisory Committee Meeting
Room: Osceola 6

1:30 – 3:30 p.m.
STUDENT PHARMACISTS PROGRAMMING
Florida CPESN Information Meeting
Room: Osceola 1
(Note: This is not an NCPA event.)

1:30 – 6 p.m.
NCPA Trade Show
Exhibit Hall
(Reception from 5 – 6 p.m.)

Come check out more than 230 exhibitors showcasing the latest products and services for community pharmacy, and take advantage of hot deals that many vendors are offering only at the NCPA Annual Convention.

1:30 – 3:30 p.m.
STUDENT PHARMACISTS PROGRAMMING
Community Pharmacy Postgraduate Opportunities Showcase
Exhibit Hall

Find ways to combine your passion for community pharmacy with the opportunities offered by a residency or fellowship. Interact with residency directors, preceptors, and current residents and fellows to learn how 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.

2 – 3 p.m.  
CPESN Local Network Showcase in Exhibit Hall  
*Exhibit Hall*  
(Note: This is not an NCPA event.)

2 – 2:30 p.m.  
**COLLEAGUES IN CONSULTATION**  
*Exhibit Hall*  
**Area A: Preparing Your Pharmacy for USP <800>**  
An informative roundtable discussion about what USP <800> means for the average community compounding pharmacy and how it affects your business.

Area B: Compression Wear as a Diversified Revenue Opportunity  
Walk away with best practices and tips for launching compression socks and hosiery as a successful front-end product line in your pharmacy.

3 – 4 p.m.  
**STUDENT PHARMACISTS PROGRAMMING**  
**Medisca Presentation**  
*Room: Osceola Ballroom B*  
Go back to the roots of our profession and find out how you can have an impact in your community through compounding medications.

3 – 3:30 p.m.  
**COLLEAGUES IN CONSULTATION**  
*Exhibit Hall*  
**Area A: Have You Checked Your Contracts Lately?**  
Gain insight into key clauses and provisions you should check for in contracts you sign for your pharmacy to protect your business interests.

Area B: Health Fairs: Good for Your Community, Good for Your Business  
Discover how participating in local community health fairs can impact your patients — and your business — for the better.

4 – 4:30 p.m.  
**COLLEAGUES IN CONSULTATION**  
*Exhibit Hall*  
**Area A: Ask the Pharmacy Banker**  
Join Live Oak Bank to have all of your questions answered about acquisitions, leasing, refinancing, real estate, and working capital for growth.

Area B: Implementing Point-of-Care Testing in Your Pharmacy  
Learn how point-of-care testing for infectious diseases can grow your pharmacy business while improving health at the individual and population level.

4 – 5:30 p.m.  
**STUDENT PHARMACISTS PROGRAMMING**  
**NCPA Foundation Awards Ceremony**  
*Room: Tallahassee*  
Acknowledging all of the hard work you have put into your school work and chapter over the past year, the NCPA Foundation Awards Ceremony highlights scholarship winners, presidential scholars, the Outstanding Faculty Member of the Year, the Outstanding Chapter Members of the Year, the Most Improved Chapter of the Year, and the Chapter of the Year. Come and support your school and your peers as we recognize all that you do for community pharmacy.

5:30 – 6:30 p.m.  
**APha Foundation & NASPA Bowl of Hygeia Reception**  
*(Invitation Only)*  
*Room: Sarasota*

6 – 7 p.m.  
**NCPA Corporate Member Reception**  
*(Invitation Only)*  
*Room: Osceola Ballroom A*

6 – 8 p.m.  
**Getting to Know Your Local CPESN<sup>SM</sup>: Luminary & Supporting Partners Reception**  
*Room: Naples*  
(Note: This is not an NCPA event.)

Continued on page 50
Monday, October 16

7 a.m. – 6 p.m.
NCPA Registration
City Hall Lobby

7:30 – 9:15 a.m.
BREAKFAST SYMPOSIUM
The Evolution of the Revolution: Changes, Successes and the Next Big Thing – A CPESN℠ Update
Room: Osceola Ballroom A
ACPE # 0207-0000-17-218-L04-P ACPE # 0207-0000-17-218-L04-T 1.5 contact hours (0.15 CEUs)
Activity Type: Application-Based
A few years ago, community pharmacists crowded the aisles and sat on the floor of a session on revolutionizing pharmacy — so what’s the evolution of that revolution? Pharmacists went back to their communities and enhanced their practices, looked at the health care market differently, and formed networks to enhance their success. These changes have inspired other pharmacists and other changes. So, where are we now? And what is the “Next Big Thing”?

Speaker: David Pope, PharmD, CDE, Chief of Innovation, Creative Pharmacist, Evans, Ga.; Justin Wilson, PharmD, Valu-Med Pharmacy, Midwest City, Okla.; Joe Moose, PharmD, Moose Pharmacy, Concord, N.C.; Jay Williams, Marketing Communications Lead, CPESN℠ USA, Dublin, Ohio

7:45 – 9 a.m.
PRODUCT BREAKFAST
Opportunities to Build a Thriving Compounding Practice With PCCA Innovation (Non-CE)
Sponsored by PCCA
Room: Osceola 3
Are you considering adding compounding to your pharmacy? Are you new to compounding and looking to grow that segment of your business? If so, then join PCCA for this morning session and discover why prescribers are turning to compounding pharmacists for new medication treatment options for their patients.

Speaker: Bill Letendre, MSPharm, MBA, Vice President of Compounding Pharmacy Management, PCCA, Houston, Texas; A.J. Day, PharmD, Director of Clinical Services, PCCA, Houston, Texas

8 – 9:15 a.m.
PRODUCT BREAKFAST
All About Your Business: Front-End Marketplace Opportunities Breakfast (Non-CE)
Room: Osceola Ballroom B
Learn something new about products that can differentiate your pharmacy in this All About Your Business Bottom Line Breakfast.

Speaker: Gabe Trahan, Senior Director of Store Operations and Marketing, NCPA, Burlington, Vt.
9:30 – 11:30 a.m.  
Second General Session  
Sponsored by PioneerRx  
Room: Osceola Ballroom CD  
ACPE # 0207-0000-17-235-L04-P  
ACPE # 0207-0000-17-235-L04-T  
1.5 contact hours (0.15 CEUs)  
Activity Type: Knowledge-Based

Highlights of the Second General Session include a state of the association address by NCPA CEO B. Douglas Hoey and a keynote address from branding expert William Espey.

Pharmacist and Pharmacy Technician Learning Objectives:
1. Discuss the importance of a strong business brand to build a profitable business operation.
2. Describe the vital components to establishing a brand that captures your pharmacy’s unique values and culture.
3. Discuss the value of a nontraditional marketing voice in reaching the best customer mix.
4. Recognize how marketing scope across platforms keeps brand message clear and drives business.


11:30 a.m. – 12:30 p.m.  
PRODUCT LUNCH  
The Pharmacist’s Growing Role in Influenza Prevention: Enhancing the Pharmacist-to-Patient Conversation (Non-CE)  
Sponsored by Sanofi Pasteur  
Room: Osceola Ballroom B

Health care professionals often don’t recognize their role in being champions for vaccination and the impact of making strong recommendations. Immunizing patients, especially the elderly population and those with certain comorbidities, during the flu season may significantly reduce the risk of hospitalizations, mortality, and other poor outcomes.* This presentation will review the risks associated with influenza, highlight the efficacy and safety data for two influenza vaccine options, and further empower pharmacists to be advocates for vaccinations to help improve immunization rates.


Speaker: Tim J. Gallagher, President, Sterling Specialty Pharmacy

11:30 a.m. – 12:30 p.m.  
PRODUCT LUNCH  
Understanding the Specialty Landscape (Non-CE)  
Sponsored by Sterling Specialty Pharmacy  
Room: Osceola Ballroom A

This program provides a general overview of specialty pharmacy, what differentiates it from traditional pharmacy operations, and the requirements and expectations of key stakeholders.

Speaker: Timothy S. Karley, PharmD, FCPHA, MBA, Clinical Pharmacist, Sutton Health, Sacramento, Calif.

Continued on page 52
**12 – 4 p.m.**
**NCPA Trade Show**
*Exhibit Hall*
(Buffet lunch served from 12 – 2 p.m.)

**1 – 1:30 p.m.**
**COLLEAGUES IN CONSULTATION**
*Exhibit Hall*
**Area A: Delivery Drivers as an Extension of Your Pharmacy Care Team**
Gain best practices on training your delivery drivers to be your eyes and ears in the community, which can benefit your patients and your business.

**Area B: Pharmacogenomics in the Community Pharmacy Setting**
An informative discussion about implementing pharmacogenomic testing as a diversified revenue opportunity for your pharmacy.

**2 – 3 p.m.**
**CPESN℠ Local Network Showcase**
*Room: Exhibit Hall*

**2:30 – 3:30 p.m.**
**NCPA Resolutions Committee Meeting**
*Room: Osceola 4*

**3 – 3:30 p.m.**
**COLLEAGUES IN CONSULTATION**
*Exhibit Hall*
**Area A: Expanded Technician Roles in Community Pharmacy**
Learn how using your pharmacy team to their fullest potential is good for your business, your patients, and for team morale.

**Area B: Battling the Opioid Epidemic**
Learn how you can help protect and care for your patients using chronic opioids by dispensing naltrexone.

**4:15 – 5:45 p.m.**
**WORKSHOP PROGRAMMING**
**Show Me the ROI or Show Me the Door**
*Room: Sun Ballroom C*
ACPE # 0207-0000-17-219-L04-P
ACPE # 0207-0000-17-219-L04-T
1.5 contact hours (0.15 CEUs)  
**Activity Type: Application-Based**
There are countless investments to make with your business capital, whether that capital is money, time, or reputation. To be successful, it is critical to invest in what provides the best opportunity for return. This session gives you excellent criteria to classify each opportunity and find the most profitable fit.

**Pharmacist and Pharmacy Technician Learning Objectives:**
1. Discuss the criteria to evaluate expansion projects for your pharmacy.
2. Determine what factors beyond income have an impact on the cost-benefit ratio for your business.
3. Outline the most common cost centers for a program expansion and how to weigh them in decision-making.

**Speaker:** Tripp Logan, PharmD, L and S Pharmacy, Charleston, Mo.

**3:45 – 5:15 p.m.**
**WORKSHOP PROGRAMMING**
**Prepare for Impact! DIR Estimation and Mitigation Strategies for Your Pharmacy**
*Room: Sun Ballroom A*

Continued on page 54
Identifying Adult Candidates for Pneumococcal Vaccination: It Starts With a Question

**Agenda Topics**
- CDC’s Advisory Committee on Immunization Practices (ACIP) recommendations for adult pneumococcal vaccination
- Identifying adult patients for pneumococcal vaccination in various treatment settings

**Program Summary**

The Healthy People 2020 program set an objective to increase the percentage of adults aged 65+ who are vaccinated against pneumococcal disease to 90% by 2020. Adult vaccination rates against pneumococcal disease continue to fall short of this goal. Improving adult vaccination rates in the United States is a responsibility shared by all healthcare providers. This presentation will provide an overview of the CDC’s ACIP recommendations for pneumococcal vaccination in older adults, as well as review selected scenarios in which appropriate patients can be identified as candidates for vaccination.

**Notice:** This event is conducted in accordance with the PhRMA Code on Interactions with Healthcare Professionals and attendance is limited to healthcare professionals only. Attendance by guests or spouses is not appropriate. Government employees are subject to state and federal laws and ethics rules that may limit their ability to receive any gifts, including meals, from pharmaceutical companies. If you are a state or federal employee, it is your responsibility to seek guidance and prior approval from your employer or site ethics counselor to attend this or any Pfizer event. Your attendance will be considered confirmation to Pfizer that you have obtained any necessary approvals to attend this event.

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Direct and indirect remuneration (DIR) continues to be a hot button issue for pharmacies. This session will bring you up-to-date on the available business resources that will help you forecast the numbers and how they hit your business cycle. You will walk away with tools to mitigate the dollar amounts and a strategy for financial management to ease cashflow and operations.

Pharmacist and Pharmacy Technician Learning Objectives:
1. Define how DIR fees are assessed, the current range of clawbacks, industry benchmarks, and mitigation strategies.
2. Execute accounting best practices for predicting DIR and managing cash flow.
3. Evaluate DIR technology tools and service solutions from PSAOs, central pay, and reconciliation providers.

Speakers: Lari Harding, Vice President, Product Marketing, Inmar, Winston Salem, N.C.; Chris Smith, Director, Pharmacy Business Intelligence, Inmar, Winston Salem, N.C.

4:15 – 5:45 p.m. 
WORKSHOP PROGRAMMING
Hitting the High Points of Medical Cannabis

Medical cannabis is a hot topic around the country, and an increasing number of states are considering legalization of the substance. What will the effect be on community pharmacy? What are the opportunities? What are the threats? This session will give an overview of the business of medical cannabis, its growth rate, current and projective states of legalization, the economic impact, and the role of pharmacists who have the training, skill set, patient mindset, and practical knowledge to dispense and counsel.

Pharmacist and Pharmacy Technician Learning Objectives:
1. Describe the unique challenges and opportunities for pharmacists in the medical cannabis industry.
2. Discuss the health benefits and possible side effects for patients using medical cannabis for health-related conditions.
3. Evaluate the business dynamics and opportunities of the medical cannabis industry and the growth curve of medical cannabis.

Speakers: Joseph Friedman, RPh, MBA, Chief Operations Officer, PDI Medical, Buffalo Grove, Ill.; Bradley Carlson, PharmD, Principal Consultant, CannaRPh, LLC, St. Louis Park, Minn.

4:30 – 5 p.m.
Dean and Chapter Advisor Meeting
Room: Osceola 4

5 – 6:15 p.m.
Rep. Buddy Carter (R-Ga.) Fundraising Reception (Invitation Only)
Room: Osceola 1-2

8:00 – 9:15 p.m.
PRODUCT THEATER
Pharmacists Advancing Vaccination Efforts (PhAVE) Talk Series
Sponsored by Merck
Room: Osceola CD

Pharmacist and Pharmacy Technician Learning Objectives:
1. Help pharmacists appreciate how their roles have evolved into active, trusted members of the adult clinical care team.
2. Discuss the patient’s perspective on the role of the pharmacist in the community of vaccinators.
3. Review pharmacy-based strategies to help protect adults against vaccine-preventable diseases.

Speaker: Jonathan Marquess, PharmD, CDA, Woodstock Pharmacy, Acworth, Ga.

Please join NCPA for a dessert reception following the PhAVE Talk Series.
**Tuesday, October 17**

7 a.m. – 3 p.m.  
NCPA Registration  
City Hall Lobby

7:30 – 9:30 a.m.  
NCPA House of Delegates  
(See agenda on page 24)  
Room: Sun Ballroom  
ACPE # 0207-0000-17-236-L04-P  
ACPE # 0207-0000-17-236-L04-T  
2.0 contact hours (0.2 CEUs)  
Activity Type: Knowledge-Based

**Pharmacist and Pharmacy Technician Learning Objectives:**  
1. Describe the top priorities identified and their importance to community pharmacy.  
2. Discuss viewpoints expressed in the final ratification of priorities to become association policy.  
3. Recall the direction identified for the association’s coming year.

**Speakers:** DeAnn Mullins, BPharm, CDE, NCPA President, 2016 – 2017, Owner, WeCare Pharmacy, Lynn Haven, Fla.; David Smith, RPh, NCPA President-Elect, Indiana, Pa.; Panel of NCPA Steering Committee Chairs

**10 – 11:30 a.m.**  
**WORKSHOP PROGRAMMING**  
Dollars and Data — Where Do You Stand: States and Networks Share Stories and Status on Payment  
*Special Non-CE Shoot the Breeze Session Runs 11 – 11:30 a.m.*  
Room: Osceola Ballroom A  
ACPE # 0207-0000-17-222-L04-P  
ACPE # 0207-0000-17-222-L04-T  
1.0 contact hours (0.1 CEUs)  
Activity Type: Application-Based

Getting paid for delivering care to patients is more than a hope for the future of community pharmacy; it is a reality in states and networks across the country. Whether it is a state Medicare program accepting monthly billing for chronic care management or a plan accepting billing for managing high-risk Medicare and Medicaid patients, payment for services is happening today. Learn the steps your peers have taken and how they built their plans.

**Pharmacist and Pharmacy Technician Learning Objectives:**  
1. Discuss models through which community pharmacies are being paid for managing patients.  
2. Evaluate the process of entering payment models presented in case studies.  
3. Outline a proposal for payment for services including necessary entities and timelines.

**Speakers:** Jeff Rochon, PharmD, Chief Executive Officer, Washington State Pharmacy Association, Renton, Wash.; Chuck Riepenhoff, RPh, CDE, Clinical Pharmacist, ProMedica Pharmacy Counter, Toledo, Ohio

**10 – 11:30 a.m.**  
**WORKSHOP PROGRAMMING**  
Introduce Yourself: Developing Your Pharmacy Branding Message to Make Profitable Connections  
Room: Sun Ballroom B  
ACPE # 0207-0000-17-223-L04-P  
ACPE # 0207-0000-17-223-L04-T  
1.5 contact hours (0.15 CEUs)  
Activity Type: Application-Based

Creating a brand and boosting the image of your practice is a critical component of launching a new suite of enhanced patient care services. This session will give you tools and resources to get the word out to patients and physicians and help you to articulate your pharmacy elevator speech. Create a plan to build relationships with other health care professionals in your area that can lead to opportunities for your pharmacy.

**Pharmacist and Pharmacy Technician Learning Objectives:**  
1. Discuss the importance of creating a clear message for the value of your brand for potential partners and customers.  
2. Outline the process of establishing marketing targets based on their needs and desires.  
3. Create a messaging map that describes your value

Continued on page 56
and creates your plan for capitalizing on opportunities.

**Speaker:** Jay Williams, Marketing Communications Lead, CPESN℠ USA, Dublin, Ohio

**10 – 11:30 a.m.**

**WORKSHOP PROGRAMMING**

**From Pushback to Pushing Forward: Successful Strategies for Engaging Your Pharmacy Staff**

**Sponsored by Merck**

**Room:** Sun Ballroom A  
**ACPE #** 0207-0000-17-224-L04-P  
**ACPE #** 0207-0000-17-224-L04-T  
**1.5 contact hours (0.15 CEUs)**

**Activity Type:** Application-Based

Ask some of the most successful pharmacy owners in the industry the secret to their success, and 99.9 percent of the time they will say they have a great staff. Is your staff operating at optimal capacity? Vital keys to getting staff “on board” are your store culture, clearly defined roles, and teamwork. Learn strategies for how to plan, react, and build as a team to keep your business thriving.

**Pharmacist and Pharmacy Technician Learning Objectives:**
1. Discuss successful methods for introducing new concepts to pharmacy staff to minimize pushback.
2. Evaluate methods to improve pharmacy programs based on staff input and results.
3. Describe your current culture and how it can adjust to align with changes.

**Speaker:** Travis Wolff, PharmD, Med-World Pharmacy, Inc., Sapulpa, Okla.

**11:30 a.m. – 2:30 p.m.**

**NCPA Trade Show**

**Exhibit Hall**

(Buffet lunch served from 11:30 a.m. – 1:30 p.m.)

**12:30 – 1 p.m.**

**COLLEAGUES IN CONSULTATION**

**Exhibit Hall**

**Area A: Pharmacy Legal Update**

Join the FisherBroyles Pharmacy Law team for answers to your questions about PBM audits, government inquiries, investigation triggers, and exclusions and litigation.

**Area B: When Disaster Strikes: Preparing Your Pharmacy for Natural Disaster Recovery**

Have all your questions answered by Pharmacists Mutual about developing a disaster preparedness plan for your pharmacy and how to recover from natural disasters more quickly.

**1:30 – 2 p.m.**

**COLLEAGUES IN CONSULTATION**

**Exhibit Hall**

**Area A: Smoking Cessation Services in Community Pharmacies**

An informative roundtable discussion on implementing smoking cessation counseling services and how these services benefit your community and your pharmacy.

**Area B: Medication Therapy Management and Star Ratings**

Join Mirixa to discover the barriers to higher completion rates and improved quality and discuss ways to overcome those barriers.

**2:30 – 4 p.m.**

**WORKSHOP PROGRAMMING**

**Moving the Needle: Turning Immunizations Into Year-Round Profits**

*Special Non-CE Shoot the Breeze Session Runs 3:30 – 4 p.m.*

**Room:** Osceola Ballroom A  
**ACPE #** 0207-0000-17-225-L06-P  
**ACPE #** 0207-0000-17-225-L06-T  
**1.0 contact hours (0.1 CEUs)**

**Activity Type:** Application-Based

Vaccinations can present a robust 12-month profit opportunity for the community pharmacy. Hear the success story of a store owner who embarked on the journey from flu to yellow fever immunizations. Discuss best business practices, learn marketing techniques, and get practice tools to use for your own profit evolution.
Pharmacist and Pharmacy Technician Learning Objectives:
1. Outline a plan for evaluating the expansion potential of vaccination services in your market.
2. Discuss effective methods for marketing vaccination services to patients and prescribers.
3. Describe effective tools and resources to improve your vaccination process.

Speaker: Justin Wilson, PharmD, Valu-Med Pharmacy, Midwest City, Okla.

2:30 – 4 p.m.
WORKSHOP PROGRAMMING
Obesity the Symptom: How Community Pharmacists Can Stop the Biochemical Chaos
Room: Sun Ballroom B
ACPE # 0207-0000-17-226-L04-P
ACPE # 0207-0000-17-226-L04-T
1.5 contact hours (0.15 CEUs)
Activity Type: Application-Based

Weight loss is one of those rare instances in which you win when you lose ... and, wouldn’t everyone want to win away a few pounds? What if obesity is a symptom caused by factors like medications, stress, the standard American diet, nutrient-deficiencies, or toxins? This program will discuss the potential biochemical chaos of the obese patient and how you, their trusted chemical expert, can assist. A pharmacy owner will share the foundations to a successful, pharmacy-based weight loss/lifestyle program as well as its impact to patient health and pharmacy profits.

Pharmacist and Pharmacy Technician Learning Objectives:
1. Discuss the impact of nutrient deficiency on obesity.
2. Explain body composition analysis and its role in health management.
3. Discuss the fundamentals of an appointment-based model.
4. Discuss marketing and outreach efforts that are effective in promoting a weight loss niche.

Continued on page 58
Continued from page 57

Speaker: Kathy Campbell, PharmD, Medicap Pharmacy, Owasso, Okla.

2:30 – 4 p.m.
WORKSHOP PROGRAMMING
Mythbusters: Primary Care Edition
Sponsored by Merck
Room: Sun Ballroom A
ACPE # 0207-0000-17-227-L04-P
ACPE # 0207-0000-17-227-L04-T
1.5 contact hours (0.15 CEUs)
Activity Type: Application-Based
Suffering from a case of white coat syndrome when dealing with prescribers? Sometimes it’s easy to get bogged down in our pharmacy silos, but prescribers are facing some of the same workflow and payment challenges community pharmacies face today. Understanding a prescriber’s pain points and how community pharmacy can help address them opens up new doors to grow your non-dispensing revenue. In this session, we will demystify the illusion behind collaborative opportunities and show real-life examples of how one community pharmacy has built a business on a strong partnership with primary care to serve its community.

Pharmacist and Pharmacy Technician Learning Objectives:
1. Discuss prescriber quality programs and how to have a conversation with prescribers that speaks to their pressure points.

Speakers: Amina Abubakar, PharmD, AAHIVP, Rx Clinic Pharmacy, Charlotte, N.C.; Olivia Bentley, Rx Clinic Pharmacy, Charlotte, N.C.

4:15 – 5:45 p.m.
WORKSHOP PROGRAMMING
See a Need, Fill a Need — Finding Your Pharmacy Niche
Sponsored by Merck
*Special Non-CE Shoot the Breeze

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Differentiating your pharmacy through enhanced patient care niches is a vital element of a successful growth strategy today. Where to start and how to engage patients can be tough questions to answer. These panelists know the challenge, and they have launched niches that care for patients, improve business and relationships with providers, and provide profits to the pharmacy. Walk in to this session asking, “Where do I begin?” — walk out with a plan for what to do next.

**Pharmacist and Pharmacy Technician Learning Objectives:**

1. Describe patient care ideas you can begin with your patient population.
2. Discuss budgeting and planning for expenses and income.
3. Outline market and provider outreach methods that are successful in growing your practice and niche.

**Speakers:** Pam Marquess, PharmD, East Marietta Drug, Inc., Woodstock, Ga.; Laura Patterson, PharmD, Hale Center, Clinical Pharmacy, Hale Center, Texas; Brian Sidone, PharmD, Mainline Pharmacy, Edensburg, Pa.
Attendees will walk away with step-by-step instructions to turning a great idea for a program into a revenue-generating, sustainable program at the pharmacy.

**Pharmacist and Pharmacy Technician Learning Objectives:**

1. Devise a plan to increase revenue by turning your med sync program into a chronic care management program.
2. Describe the workflow for enhanced services, focusing on the role of pharmacy technicians and clerical staff in enhanced services.
3. Establish a pharmacist-led clinic for acute care and annual wellness visits inside a medical practice.

**Speakers:** Amina Abubakar, PharmD, AAHIVP, Rx Clinic Pharmacy, Charlotte, N.C.; Olivia Bentley, Rx Clinic Pharmacy, Charlotte, N.C.

**4:15 – 5:45 p.m.**

**WORKSHOP PROGRAMMING**

Taking Care of Man’s Best Friend — Branching Out in Companion Animal Care

Room: Sun Ballroom B

ACPE # 0207-0000-17-230-L04-P
ACPE # 0207-0000-17-230-L04-T

1.5 contact hours (0.15 CEUs)

**Activity Type:** Application-Based

Learn how one pharmacy is making its customers’ love for pets ring their cash register. There is significant profit potential for a niche in pet prescriptions and OTC products. The details for this area can be challenging, so this session provides solutions to many of the potential roadblocks to profits. Hear from an experienced market detailer who is working with the pharmacy on the value proposition for local vet/pharmacy partnerships. Share numbers, marketing best practices, and inside secrets for developing win-win partnerships with your local veterinarians.

**Speakers:**

Amina Abubakar, PharmD, AAHIVP, Rx Clinic Pharmacy, Charlotte, N.C.; Olivia Bentley, Rx Clinic Pharmacy, Charlotte, N.C.

**Pharmacist and Pharmacy Technician Learning Objectives:**

1. Discuss section-building product ideas for pet health.
2. Describe key attributes for detailing veterinary practices.
3. Outline effective management
The RxMedic® Automated Retrieval System (ARS®) helps you organize, retrieve and return prescriptions to stock. And, it works with most pharmacy management systems.

“RxMedic’s ARS provides peace of mind regarding patient safety not found in other will call systems. It’s helped us utilize the tools in our pharmacy management system better.”

Eric Russo – Director of Clinical Services at Hobbs Pharmacy in Merritt Island, FL

Wednesday, October 18

7 – 9 a.m.
CPESN USA Board of Managers Meeting (Invitation Only)
(Note: This is not an NCPA event.)
Room: Osceola 3

The content listed here was confirmed as of the time of printing, but the information is subject to change; please check NCPA Mobile for up-to-date information.

Be like Brent

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The RxMedic® RM200® offers industry leading auto-calibrating cells, the first universal vial handler and bulk loading capabilities. It also works with conventional and triangular vials.

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Brent Dehring – Co-director, Partnership Health Center, Missoula, MT

Be like Eric -

Change how you do business with automated will-call.

The RxMedic® Automated Retrieval System (ARS®) helps you, organize, retrieve and return prescriptions to stock. And, it works with most pharmacy management systems.

“RxMedic’s ARS provides peace of mind regarding patient safety not found in other will call systems. It’s helped us utilize the tools in our pharmacy management system better.”

Eric Russo – Director of Clinical Services at Hobbs Pharmacy in Merritt Island, FL

Speakers: Jennifer Bruckart, CPhT, WeCare Pharmacy, Warrenton, Va.; Angela Gibson, Director of Outreach and Education, WeCare Pharmacy, Warrenton, Va.

6 – 7 p.m.
NCPA PAC Reception (Invitation Only)
Room: Naples 2-3

7 – 9 p.m.
NCPA Closing Night Party
Room: Osceola Ballroom C
EXHIBIT HALL HOURS
Sunday, Oct. 15 | 1:30 – 6 p.m.
5 – 6 p.m. Reception in Exhibit Hall
Monday, Oct. 16 | 12 – 4 p.m.
12 – 2 p.m. Buffet Lunch
Tuesday, Oct. 17 | 11:30 a.m. – 2:30 p.m.
11:30 a.m. - 1:30 p.m. Buffet Lunch

COLLEAGUES IN CONSULTATION
Sunday, Oct. 15 | 2 – 4:30 p.m.
Monday, Oct. 16 | 1 – 3:30 p.m.
Tuesday, Oct. 17 | 12:30 – 2 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 54 & 61.)
MORE PHARMACISTS CHOSE PIONEERRX.

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*Accreditation Commission for Health Care (ACHC) ............... 622
Contact: Terry Shipwash
Phone: 919-785-1214
Email: tshipwash@achc.org
Website: www.achc.org
ACHC is a nationally-recognized accreditation organization with CMS deeming authority for home health, hospice, and DMEPOS. Visit us at achc.org or contact customerservice@achc.org or 919-785-1214.

Acetaminophen Awareness Coalition/ Know Your Dose ..................... 719
Contact: Anastasia Kemper
Phone: 202-429-3547
Email: akemper@chpa.org
Website: www.knowyourdose.com
In partnership with the Acetaminophen Awareness Coalition, the Know Your Dose campaign educates consumers on how to safely use medicines that contain acetaminophen. By reaching consumers when medicine safety is top of mind, the campaign seeks to raise awareness and promotes safe acetaminophen use.

Alkermes ......................... 223
Contact: Karen Holmes
Phone: 781-609-6366
Email: karen.holmes@alkermes.com
Website: www.alkermes.com
Alkermes is a biopharmaceutical company that develops innovative medicines designed to help patients with chronic conditions better manage their disease.

*American Associated Pharmacies ......................... 923
Contact: Wayne Boese
Phone: 877-797-9227
Email: wayne.boese@rxaap.com
Website: www.rxaap.com
AAP is a member-owned cooperative that provides access to a warehouse and PSAO to over 2,100 independent pharmacies working together as a cohesive network.

American College of Apothecaries ......................... 1423
Contact: Dana Easton
Phone: 901-383-8119

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Email: dana@acainfo.org
Website: www.acainfo.org
The American College of Apothecaries is dedicated to advancing the entrepreneurial spirit of independent pharmacy professionals through education, innovation, mentoring, fellowship and training.

*American Pharmacy Cooperative Inc. .................. 1616
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 interests of independent pharmacists by offering exceptional services and programs.

America’s Best Care Plus ........ 535
Contact: Heather Wells
Phone: 256-997-1770
Email: invoicing@abcplus.net
Website: www.abcplus.net
Attendees are invited to meet with representatives from this organization to discuss its products and services.

*AmerisourceBergen...............1317
Contact: Julie Taft
Email: jtaft@amerisourcebergen.com
Website: www.amerisourcebergen.com
AmerisourceBergen is one of the largest global pharmaceutical sourcing and distribution services companies, helping both health care providers and pharmaceutical & biotech manufacturers improve patient access to products & enhance patient care.

*Anda, Inc. ......................... 823
Contact: Paulina Rugg
Phone: 954-217-4398
Email: paulina.rugg@andanet.com
Website: www.anandanet.com
For 25 years Anda has been providing reliable and flexible distribution services to community pharmacies throughout the United States. Stop by booth # 823 to learn about our services and cost-savings opportunities.

*Animal Med Express ........... 318
Contact: Irwin Rashkover
Phone: 615-661-8616
Email: ir@animalmedexpress.com
Website: www.animalmedexpress.com
Animal Med Express is a provider of animal Rx, OTC and nutritional supplements to retail pharmacies nationwide.

Annie Oakley Natural Perfumery ................. 629
Contact: Renee Gabet
Phone: 260-894-7219
Email: renee@annieoakley.com
Website: www.annieoakley.com

*Apex Foot Health Industries ... 608
Contact: Jesse Carrie
Phone: 480-409-2069
Email: jesse.carrie@ohi.net
Website: www.apexfoot.com
Apex Foot Health Industries is a leader in therapeutic footwear and custom inserts. Featuring the most comprehensive line of PDAC-verified shoes, we provide comfort and protection.

*Arab American Pharmacist Association (AAPA) ........... 818
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.

Arbor Pharmaceuticals, LLC. ..... 618
Contact: Wendy Yong
Phone: 404-418-5305
Email: info@arborpharma.com
Website: www.arborpharma.com
Arbor Pharmaceuticals, headquartered in Atlanta, Ga., is a pharmaceutical company currently focused on the cardiovascular, neuroscience, and pediatric markets. Arbor currently markets anti-hypertensive products as well as medications for restless leg syndrome, heart failure, ADHD, acute
otitis media with tympanostomy tubes, and head lice.

*Ashgrove Marketing Agency ... 806
Contact: Kelli Monahan
Phone: 248-946-8764
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.

*Attain Med, Inc. ........... 117
Contact: Melanie Meredith
Phone: 770-288-2466
Email: melanie.meredith@attainmed.com
Website: www.attainmed.com
Attain Med is a national distributor of pharmaceuticals, licensed in all 50 states. Products consist of generics, brands & controls. VAWD is in final stages.

Auburn Pharmaceutical ....... 1222
Contact: Lisa Rossi
Phone: 800-222-5609
Email: lrossi@auburnpharm.com
Website: www.auburngenerics.com
A full-line generics wholesaler, Auburn is the largest independently owned pharmaceutical distributor in the country. VAWD-Accredited and all products are purchased direct from 80+ manufacturers.

AWC Specialty RX Consulting, LLC d.b.a. Redmond and Greer Pharmacy Supply........ 1621
Contact: Hamilton McWhorter III
Phone: 512-695-6132
Email: mmcwhorter@coneyconsulting.com
Website: www.redmondandgreer.com
Attendees are invited to meet with representatives from this organization to discuss its products and services.

Azova Health .................. 434
Contact: Cheryl Lee Aberting
Phone: 844-MY-AZOVA
Email: cherylle@azovahealth.com
Website: www.azovahealth.com
AZOVA is the Pharmacist Collaborative Clinical Care Platform with digital pharmacy solutions, including the Vaxigo Paperless Vaccination Management System, Digital Point of Care Testing clinics, Collaborative Telemedicine Technology, and more. Join AZOVA’s Collaborative Care Network and enable your pharmacies to participate in reimbursable clinical care services. Partner with AZOVA to create payer, health system, and IPA collaborative care contracts and begin offering transition of care, chronic disease management, and chronic care management programs.

Bankers Healthcare Group ...... 1417
Contact: Christian Pickard
Phone: 315-671-4130
Email: cpickard@bhg-inc.com
Website: www.bankershealthcaregroup.com
Bankers Healthcare Group provides innovative, hassle-free financial solutions exclusively to health care professionals.

*BD .............................. 218
Contact: Oscar Cateriano
Phone: 858-200-6076
Email: oscar.cateriano@bd.com
Website: www.bd.com
BD is introducing digital technologies for independent pharmacies that can transform the way pharmacists interact with customers to provide differentiated and high valued in-store experience.

*BD .............................. 220
Contact: Adrienne McCarron
Phone: 201-847-4369
Email: adrienne.mccarron@bd.com
Website: www.bd.com
BD is a medical technology company advancing health by improving discovery, diagnostics and delivery. Our portfolio, leadership and partnerships make a difference for global healthcare.

Bellco Generics ................. 1316
Contact: Sue Czarnomski
Phone: 631-432-2759
Email: sczarnomski@amerisourcebergen.com
Website: www.bellcoonline.com
Bellco Generics is a national pharmaceutical distributor with a focus on providing pharmacies with unparalleled access to affordable generic drugs. We offer competitive prices, customized service & secure, reliable next-day delivery.

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**BestRx Pharmacy Solutions**...... 1122
**Contact:** Vikas Desai
**Phone:** 630-893-9210
**Email:** vikas.desai@bestrx.com
**Website:** www.bestrx.com

BestRx offers independent pharmacies a user-friendly, affordable and robust Pharmacy Management System that helps increase their overall efficiency as well as their bottom line.

**Bio-Tech Pharmacal** .............. 808
**Contact:** Lora Daniel
**Phone:** 800-345-1199
**Email:** lora@bio-tech-pharm.com
**Website:** www.biotechpharmacal.com

D3-50 or D3-50,000 IU (dry, water-soluble, taste-free, odor-free Cholecalciferol encapsulated) is available through many wholesalers. Many hypoallergenic products available direct from Bio-Tech Pharmacal since 1984.

**BiosRx, Inc.** ....................... 1623
**Contact:** Moses Perez
**Phone:** 800-280-9277
**Email:** inquiries@biosrx.com
**Website:** www.biosrx.com

BIOSRX develops accurate, easy-to-use transdermal and intravaginal technologies that simplify dosing and improve patient-adherence. Dispense any dose with TICKER!

**BlueFlower**......................... 630
**Contact:** Gazelle Hashemian
**Phone:** 301-659-6000
**Email:** gazelle@blueflowerwellness.com

BlueFlower was established to foster a new culture where families around the nation just give nature a chance.

**Calmoseptine, Inc.** .............. 1405
**Contact:** Kim Saeng
**Phone:** 714-840-3405
**Email:** kim@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** ..... 905
**Contact:** Michael Martinez
**Phone:** 714-338-0200 x487
**Email:** mmartinez@celerant.com
**Website:** www.camcommerce.com

CAM’s RetailSTARRx is a complete solution for pharmacy retailers, with point-of-sale, payment processing, dispensing system integration, Rx barcode scanning, prescription delivery application, inventory management, and more.

**Cardinal Health** .................... 401
**Contact:** Andrea Andrako
**Phone:** 614-757-4408
**Email:** andrea.andrako@cardinalhealth.com
**Website:** www.cardinalhealth.com

Cardinal Health is a global, integrated health care services and products company, providing customized solutions for hospitals, health systems, pharmacies, ambulatory surgery centers, clinical laboratories, and physician offices worldwide.

**CarePoint, Inc.** ................. 1332
**Contact:** Erin Marqua
**Phone:** 843-693-2321
**Email:** emarqua@carepoint.com
Website: www.carepoint.com
With new features and many integrations, we are building pharmacy software systems for every business model.

Celeste Stein Designs, Inc ........637
Contact: Dori Golan
Phone: 409-763-1009
Email: dorigolan@celestestein.com
Website: www.celestestein.com
Printed compression socks.

*Centor Inc ......................... 910
Contact: Laurie Barbano
Phone: 567-336-8525
Email: laurie.barbano@centorrx.com
Website: www.centorrx.com
Centor is the world’s largest supplier of regulatory compliant prescription containers for medication dispensing. We meet United States Pharmacopeia (USP) standards for light transmission and moisture vapor resistance, and our products are preferred for robotic pharmacy automation.

Chain Drug Marketing Association .................. 105
Contact: Susie Zaguroli
Phone: 248-465-0672
Email: szaguroli@chaindrug.com
Website: www.chaindrug.com
CDMA is an association that provides products, programs, services and marketing support to help our retailers and wholesalers become more profitable and efficient.

Clarion Brands ..................1231
Contact: Erica Bernes
Phone: 570-294-4347
Email: ebernes@clarionbrands.com
Website: www.florajen.com
Florajen Probiotics are formulated with proven safe and effective strains, delivering the right cultures at the right cell counts. We maintain a Cold Chain Commitment, delivering our probiotics from warehouse to pharmacy refrigerated for freshness and quality. Visit the Florajen booth to learn more.

Clarity ................................ 1121
Contact: Graysen Ballard
Phone: 423-680-1529
Email: graysen.ballard@clarityproducts.com
Website: www.claritychat.com
Clarity, the leader in amplified phones, now has the Clarity Chat, a personal sound amplifier, which gives the opportunity to boost the sounds of life.

CMP Pharma ..................1333
Contact: Jonathan Kuhn
Phone: 252-753-7111
Email: jonathan.kuhn@cmppharma.com
Website: www.cmppharma.com
Attendees are invited to meet with representatives from this organization to discuss its products and services.

*The Compliance Team, Inc ...... 616
Contact: Roy Dunning
Phone: 215-654-9110
Website: www.thecompliance TEAM.org
Operations-based Exemplary Provider® accreditation for community pharmacy stresses process simplification and standardization, is Medicare-approved for DMEPOS, expandable, all-inclusive, and only offered by the Compliance Team.

*Compliant Pharmacy Alliance ..................1428
Contact: Tom Marten
Phone: 608-205-3125
Email: tmarten@compliantrx.com
Website: www.compliantrx.com
A member-owned, transparent, purchasing cooperative. Amplify your purchasing power. Simplify your life. Find out why your peers made the change. Empower your Independence. Join CPA® today.

*Computer-Rx ..................1509
Contact: Lynsey Ford
Phone: 800-647-5288 x1218
Email: lynseyford@computer-rx.net
Website: www.winrx.net
Computer-Rx combines the latest technology with a company attitude focused on customer service to provide pharmacy software solutions that promote growth and efficiency in community pharmacy.

Control Company ................ 1419
Contact: Clark Doherty
Phone: 713.628.6254
Email: clark.doherty@thecontrolcompany.com
Website: www.thecontrolcompany.com
Control Company manufactures Traceable® Temperature and Humidity monitors for refrigerators, freezers, and other critical environments, including TraceableLIVE®, for hassle-free and cost-effective wireless and remote monitoring.

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*Core Products International ... 523
Contact: Tammy Frank
Phone: 715-294-5513
Email: tfrank@coreproducts.com
Website: www.coreproducts.com
Core Products International, Inc. is an industry leader in the manufacture of orthopedic pillows, positioning products, extremity braces, supports, and hot and cold therapy.

Coshatt Co. Inc. ................. 1403
Contact: Buddy Motley
Phone: 800-553-2730
Email: bmotley@coshattco.com
Website: www.coshattco.com
Attendees are invited to meet with representatives from this organization to discuss its products and services.

*CoverMyMeds ................. 813
Contact: Michael Bukach
Phone: 866-452-5017
Email: pharmacyvertical@covermymeds.com
Website: www.covermymeds.com
CoverMyMeds' software suite automates the medication prior authorization process for more than 50 electronic health systems, 49,000 pharmacies, 700,000 providers, most health plans, and PBMs.

*CPESN USA .................. 317
Contact: Kevin Sloan
Phone: 864-921-3375
Email: ksloan@cpesn.com
Website: www.cpesn.com
A nationwide network of CPESN networks comprised of community-based pharmacies possessing strong relationships with the members of the patient's care team and providing enhanced services for complex patients.

*CutisPharma, Inc. .......... 1700
Contact: Daniella Conte
Phone: 781-935-8141 x227
Email: dconte@cutispharma.com
Website: www.cutispharma.com
FIRST® Kits provided an innovative alternative to traditional compounding, standardizing the dosing and formulation, and assuring stability of a prescribed oral liquid therapy.

Daiichi Sankyo Inc. .......... 532
Contact: Bob Griesbach
Phone: 908-992-7005
Email: rgriesbach@dsi.com
Website: www.dsi.com
Daiichi Sankyo, Inc. is the U.S. subsidiary of Daiichi Sankyo, Co., Ltd. The company currently markets therapies in hypertension, dyslipidemia, diabetes, acute coronary syndrome, thrombotic disorders, stroke risk reduction, opioid-induced constipation, IV iron therapy and metastatic melanoma.

*Data Rx Management, Inc. ..... 709
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.

*Data Rx Management, LLC. .. 1023
Contact: Dan Sullivan
Phone: 315-728-3031
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.

*Designer Greetings ......... 1105
Contact: Lou Cerritelli
Phone: 732-662-6700
Email: lou.cerritelli@designergreetings.com
Website: www.designergreetings.com
Since 1982, Designer Greetings has produced one of the most extensive greeting card lines while also offering various merchandising options to maximize productivity and sales in pharmacies.

Dexcom Inc. ...................... 511
Contact: Rene DiPietro
Phone: 858-529-4567
Email: rene.dipietro@dexcom.com
Website: www.dexcom.com
Dexcom, Inc. is dedicated to helping people better manage their diabetes by providing exceptional continuous glucose monitoring (CGM) products and tools for adult and pediatric patients.

*Digital Pharmacist Inc. ....... 817
Contact: Susan Barrett
Phone: 917-975-6119
Email: sbarrett@digitalpharmacist.com
Digital Pharmacist provides digital marketing and communications solutions (website, mobile app, email, text, IVR, social media) to increase patient adherence, drive new patients and revenue into your pharmacy.

**DocsInk** ..................................333  
**Contact:** Jessica Elliott  
**Phone:** 910-742-3019  
**Email:** jes@sgvi.com  
**Website:** www.docsink.com  
DocsInk’s CCM Pharma mobile software package bridges the gap between the pharmacist and primary care providers with a simple and easy-to-adopt solution.

**Doctor Easy Medical Products** ..........................331  
**Contact:** Marsha Garcia  
**Phone:** 904-502-3071  
**Email:** mgarcia@doctor-easy.com  
**Website:** www.waxrx.com  
Doctor Easy Medical Products, manufacturer of professional grade ear washers. Introducing the Wax-Rx home ear cleaning system.

**DoseLogix/ Topi-CLICK** ..................216  
**Contact:** Stephanie Hayes  
**Phone:** 770-403-2650  
**Email:** info@doselogix.com  
**Website:** www.doselogix.com  
Topi-CLICK®, topical dosing applicators, by DoseLogix are scientifically proven, most accurate, and easiest-to-use, and provide peace-of-mind dosing with a CLICK. Built-in applicators lessen the risk of cross-contamination.

**Doserx** ........................................1517  
**Contact:** Parag Manair  
**Phone:** 224-392-6990  
**Email:** parag@doserx.com  
**Website:** www.doserx.com  
The DoseRx marketing platform simplifies the patient-pharmacy connection, improves consumer awareness, generates more customers and cash-based prescriptions sales, and increases profitability for independent local pharmacies.

**DOSIS—ManchacTechnologies** 505  
**Contact:** Monica Normand  
**Phone:** 318-416-5305  
**Email:** tradeshows@manchac.com  
**Website:** www.dosis.com  
DOSIS is a fully automated 16/28/30/31-day blister card prescription fulfillment unit that fills, seals, and patient labels for the LTC pharmacy, providing cost-effective results.

**Doximity** ......................................1502  
**Contact:** Shannon McNamara  
**Phone:** 908-451-8734  
**Email:** smcnamara@doximity.com  
**Website:** www.doximity.com  
Doximity is the leading professional network for U.S. health care professionals, with more than 70 percent of doctors as members and a growing number of NPs, PAs and pharmacists.

**DryPro** ........................................641  
**Contact:** Bob Hiatt  
**Phone:** 910-228-3453  
**Email:** bobh@drycorp.com  
**Website:** www.drycorp.com  
Dry Corp is a customer service driven company that provides the world with superior consumer medical products that enhance the everyday comfort and quality of life.

**Duane Morris LLP** .......................123  
**Contact:** Hallie Garrison  
**Phone:** 619-744-2244  
**Email:** hsgarrison@duanemorris.com  
**Website:** www.duanemorris.com  
Duane Morris’ Specialty Pharmacy Litigation Group consists of litigators, healthcare regulatory and corporate attorneys who have significant experience in the industry, including retail, closed door, mail service, internet, infusion, and institutional pharmacies.

**Drug Package, LLC** ..........................722  
**Contact:** Tracy Sherman  
**Phone:** 800-325-6137 x106  
**Email:** tracy.sherman@drugpackage.com  
**Website:** www.drugpackage.com  
Attendees are invited to meet with representatives from this organization to discuss its products and services.

**Emerlyn Technology/ SureCost** ..........1334  
**Contact:** Nathan A. Taylor  
**Phone:** 888-363-7596 x404  
**Email:** ntaylor@emerlyn.com  
**Website:** www.surecost.com/ www.surecostlite.com  
Optimize your pharmacy ordering process with our time-efficient platform featuring over 30+ vendors. Our platform costs you nothing and saves you everything.

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Emerson Ecologics ................1306
Contact: Lindsey Smart
Phone: 603-206-9475
Email: lsmart@emersonecologics.com
Website: www.emersonecologics.com
For over 35 years, Emerson Ecologics has been your destination for friendly service, trusted advice and the broadest selection of high-quality vitamins and supplements — continually striving to provide innovative offerings that support integrative practitioners.

En-Vision America ....................721
Contact: David Raistrick
Phone: 800-890-1180
Email: daver@envisionamerica.com
Website: www.envisionamerica.com
En-Vision America provides unique pharmacy label solutions for both visually impaired patients and those needing language translation. See our ScripAbility Label System in action.

*EPIC Pharmacies, Inc. ............ 609
Contact: Marci Strauss
Phone: 410-667-7600 x214
Email: mstrauss@epicrx.com
Website: www.epicrx.com
The Clinical Programs Department of EPIC Pharmacies provides the support, resources, and comprehensive tools for your pharmacy to reach new clinical heights in today’s industry.

*eRx Network ........................1217
Contact: Richard Brook
Phone: 954-224-5508
Email: richard.brook@erxnetwork.com
High-speed pharmacy network delivering innovative solutions — claims processing and editing, eligibility, medical claims billing, copay programs, and eprescribing — integrated into existing workflows for maximum efficiency.

Eurochoc Americas Corp ..........613
Contact: Patrice Le Maire
Phone: 513-871-9200
Email: info@eurochoc.com
Website: www.eurochoc.com
Eurochoc has a variety of HBC products of Top Swiss Quality. Check out our new whitening gum, charcoal toothpaste, and top of the line Rubis Tweezers.

*Evolve Medical Refrigerators ... 308
Contact: Kyle Watson
Phone: 919-908-6300
Email: kyle.watson@Phononic.com
Website: www.evolverefrigeration.com
Evolve environmentally sustainable, compressor-free refrigerators deliver unrivaled temperature uniformity and stability. Evolve is powerful enough to protect, yet quiet enough to forget it’s there.

EZC Pak ...............................230
Contact: Stephanie Burton
Phone: 310-749-8730
Email: contact@ppcgv.com
Website: www.ezcpak.com
EZC Pak is an award-winning physician-formulated immune support pack targeting the overuse of antibiotics in colds and flu.

EzriRx, LLC. ............................1432
Contact: Ezriel Green
Phone: 718-502-6610
Email: ezriel@ezrirx.com
Website: www.exrirx.com
A pharmaceutical marketplace aimed at giving the independent pharmacy huge savings on everyday Rx purchases. 20+ wholesalers, online payments and 50k+ NDCs. It’s free.

*Fagron, Inc. ..........................1504
Contact: Andrew Martin
Phone: 800-423-6967
Email: marketing@fagron.us
Website: www.fagron.us
Fagron is a compounding pharmaceutical supplier. Call us for ordering, continuing education, webinars, formulation support, and much more. Become more with Fagron.

FDA/CDER/DDI ...................... 519
Contact: danielle cook
Phone: 240-402-7763
Email: Danielle.Cook@fda.hhs.gov
Website: www.fda.gov
FDA’s Center for Drug Evaluation and Research ensures that prescription and over-the-counter drugs, both brand name and generic, work correctly and that the health benefits outweigh known risks.

FDS, Inc. ............................ 506
Contact: Clarence Lea
Phone: 817-406-0731
Email: clea@fdsrx.com
Website: www.FDSRx.com
FDS, Inc. offers solutions to pro-
mote adherence, automate medication synchronization services, identify immunization opportunities, manage Star Ratings, bill DME claims, reconcile third-party receivables, support business intelligence, and much more.

**First Alternatives/Avazzia ........640**
Contact: Carole Bebout
Phone: 954-789-2097
Email: carole@firstalternativetherapies.com
Website: www.firstalternativetherapies.com
Our primary focus is to be the first alternative you use for major pain symptoms. This will limit an over obedience of pharmaceutical assistance. Our customers love us and you will also once you try our product line. Stop by our both with a chance to be truly amazed!

**First Bank SBA ..................1500**
Contact: Whitney Bouknight
Phone: 910-546-0550
Email: wbouknight@firstbanksba.com
Website: www.firstbanksba.com
First Bank SBA is the premier SBA lending company for independent pharmacies across the country. We provide pharmacy owners sound financial solutions that help your business grow.

**First Financial Bank- Pharmacy Lending ..................1204**
Contact: Bob Graul
Phone: 877-766-0321
Email: bgraul@ffb1.com
Website: www.ffb1.com
As a lending leader, our experienced loan officers understand the financial needs of community pharmacists and are dedicated to keeping independent pharmacies truly independent.

**FLAVORx ......................... 816**
Contact: Kevin Etter
Phone: 443-276-7827
Email: ketter@flavorx.com
www.flavorx.com
FLAVORx and Fillmaster help independent pharmacies deliver a better customer experience by personalizing the taste of liquid prescriptions to make medicine time less stressful. Our Fillmaster AUTO dispenser reconstitutes and adds personalized flavoring at the same time in a matter of seconds, and thousands of pharmacies are positioning the service as a tool to attract younger families in their communities. Pill Glide and veterinary prescription flavoring options are also available to help further grow your business.

**Franklin Eyewear ..............723**
Contact: Al Underwood
Phone: 877-766-0321
Email: alunderwood@gmail.com
Website: www.franklineyewear.com
Franklin Eyewear is a sun and reading glasses program made to compete with the large chains in quality and price. Our color-coded system makes it easy to stock and reorder. Call us at 877-766-0321 or online at www.franklineyewear.com.

**G-Science, Inc. .................. 625**
Contact: Dianne Johnson
Phone: 678-306-2542
Email: dianne.johnson@g-science.com
Website: www.g-pur.com
At G-Science we are dedicated to cleaner, better living. We pioneered G-PUR™ so we can enjoy the foods we love and reduce absorption of the toxins we don’t.

**GeriMed .........................1512**
Contact: Wendy Rawleigh
Phone: 502-423-0357
Email: wrawleigh@gerimedgso.com
Website: www.gerimedgso.com
GeriMed is a leading, independently owned, LTC pharmacy group purchasing organization and reimbursement network with an emphasis on service from experts in long-term care.

**GirishGPO .......................129**
Contact: Girish Ray
Phone: 773-407-1849
Email: girishray@gmail.com
Website: www.girishgpo.com
GirishGPO is a group purchasing organization. GirishGPO provide services to the independent pharmacies.

Continued on page 74
Guaranteed Returns (GRx) ...... 428
Contact: Robert Schaltenbrand
Phone: 800-473-2138
Email: rschaltenbrand@guaranteedreturns.com
Website: www.guaranteedreturns.com
Guaranteed Returns provides pharmaceutical return services to pharmacies wherever they are located; they offer both mail-in and on-site pharmaceutical return service.

*H. D. Smith ......................... 309
Contact: Jennifer Phillips
Phone: 217-747-8154
Email: jennifer.phillips@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 specialty and retail pharmacies and hospitals.

Hallmark Cards, Inc. ............... 534
Contact: Becky Burnett
Phone: 816-500-6139
Email: becky.burnett@hallmark.com
Website: www.hallmark.com
Attendees are invited to meet with representatives from this organization to discuss its products and services.

*Hamacher Resource Group .... 432
Contact: Megan Moyer
Phone: 414-431-5234
Email: megan_moyer@hamacher.com
Website: www.hamacher.com
HRG improves results across the retail supply chain by addressing dynamic needs such as assortment planning and placement, retail execution strategy, fixture coordination, item database management, brand marketing, and analytics.

*Health Business Systems ........ 316
Contact: Scott McClusky
Phone: 800-444-1427
Email: info@hbsrx.com
Website: www.HBSRx.com
The smart choice in pharmacy software! For nearly 30 years, HBS’ products and services have been providing the retail pharmacy (independent and chain), institutional/nursing home pharmacy, and mail order/central fill pharmacy environments with state-of-the art solutions to help run their business efficiently while maximizing your bottom line.

Health Engineering Systems ..... 708
Contact: Jennifer Holdge
Phone: 405-329-6810
Email: jennifer.holdge@hescorp.net
Website: www.hescorp.net
HES specializes in distribution & servicing Unguator’s and accessories. Both are distributed to compounding pharmacies throughout the U.S./Canada via our distribution partners. We also specialize in pharmacy/ compounding software.

*HealthSource Distributors ...... 329
Contact: Marc Loeb
Phone: 410-653-1113
Email: mloeb@healthsourcedist.com
Website: www.healthsourcedist.com
Since 2003, Healthsource Distributors has established itself as one of the fastest growing customer-focused pharmaceutical distribution companies. Utilizing our years of industry experience, we’re the premier distributor of value-priced brand and generic Rx. As “The Smarter Source,” we currently service thousands of independent pharmacies, LTCs, and both warehousing and non-warehousing chains throughout the United States. Our unique inventory is maintained in our state-of-the-art distribution facility and delivered via a seamless and hassle-free customer experience.

*Hercules Pharmaceuticals, Inc. .......................... 529
Contact: Mark Cooper
Phone: 212-390-8577 x522
Email: mcooper@herculesrx.com
Website: www.herculesrx.com
Hercules Pharmaceuticals (HerculesRX) is a VAWD-accredited wholesale distributor. We only offer medicines for which we are the Authorized Distributor of Record (ADR), and all medicines we offer are direct from the manufacturer. We are independently owned and deeply support independent pharmacy interests through PSSNY, NASP & NCPA.

HT2, Inc. dba Healing Tree ...... 633
Contact: Eric Witherspoon
Phone: 800-376-1293
Email: eric@healingtreenaturals.com
Website: www.healingtreenaturals.com
We manufacture and distribute a complete line of topical natural
solutions for a variety of conditions, including fibromyalgia, toenail fungus, eczema, and much more.

**IMCO Home Care** .......................... 528  
**Contact:** Pamela Wedow  
**Phone:** 832-527-5654  
**Email:** pamw@imcohomedcure.com  
**Website:** www.imcohomedcure.com  
IMCO Home Care is a free buying group for independent pharmacies and HMEs bringing our members over 100 contracts with leading brand medical product manufacturers.

**Ideal Protein of American** ............. 1123  
**Contact:** Kaitlyn Gee  
**Phone:** 877-203-5454 x177  
**Email:** tradeshow@idealprotein.com  
**Website:** www.idealprotein.com  
The Ideal Protein Weight Loss Protocol is medically designed and developed and is consistent with evidence-based guidelines to help obese and overweight patients or clients achieve safe, long-term weight loss and maintain it.

**Incrediwear** ............................. 620  
**Contact:** Frederick Agustin  
**Phone:** 530-345-5808  
**Email:** frederick@Incrediwear.com  
**Website:** wwwIncrediwear.com  
For health conscious individuals, Incrediwear provides therapeutic, wearable pain relief products, facilitating movement comfortably through increased circulation though trusted technology, with proven, scientifically validated results.

**Independent Pharmacy Co-op** .......................... 1208  
**Contact:** Amy Grassl  
**Phone:** 800-755-1531  
**Email:** amy.grassl@ipcrx.com  
**Website:** www.ipcrx.com  
IPC, the nation's largest independent pharmacy group purchasing organization, provides access to all products, services and solutions to ensure the competitive success of our members.

**Inmar** .................................. 1409  
**Contact:** Lari Harding  
**Phone:** 336-631-2500  
**Email:** lari.harding@inmar.com  
**Website:** www.inmar.com  
Inmar is a leading provider of technology-driven pharmacy returns management, reconciliation, and collections management solutions for retail and independent pharmacies, hospitals, and manufacturers.

**Innovatix, LLC** ........................... 509  
**Contact:** Kim Garza  
**Phone:** 888-258-3273  
**Email:** garza@innovatix.com  
**Website:** www.innovatix.com  
Innovatix is a national group purchasing organization that’s evolved to provide strategic procurement solutions and operational support to help non-acute care providers thrive.

**Integra, Inc.** ............................. 1522  
**Contact:** Jim McDonald  
**Phone:** 866-257-4279  
**Email:** sales@integragroup.com  
**Website:** www.integragroup.com  
Integra is an industry-leading provider of innovative pharmacy software solutions including DocuTrack, DeliveryTrack, Logix, and Integra Cloud Fax.

**International Academy of Compounding Pharmacists (IACP)** 1421  
**Contact:** Ashlyn Grant  
**Phone:** 281-933-8400  
**Email:** ashlyn@iacprx.org  
**Website:** www.iacprx.org  
The International Academy of Compounding Pharmacists (IACP) represents over 4,000 members of the compounding community with a mission to protect, promote, and advance pharmacy compounding.

**JMI** .......................................... 411  
**Contact:** Addie Blackburn  
**Phone:** 844-585-1153  
**Email:** ablackburn@uspharmacist.com  
**Website:** www.alertmarketing.com  
www.uspharmacist.com  
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**KeyCentrix, LLC** .......................... 1016  
**Contact:** Elie Khalife  
**Phone:** 316-491-2152  
**Email:** ekhalife@keycentrix.com  
**Website:** www.keycentrix.com  
Continued on page 76
KeyCentrix best-in-class technology solutions, NewLeafRx advanced pharmacy management software and FlexTrax POS with EMV support, transform businesses through actionable data, streamlined operations, and profitable growth.

*KeySource ......................... 1235
Contact: LeAnn Manning
Email: lmanning@keysourcemedical.com
Website: www.keysourcemedical.com
KeySource, a trusted distributor of generic pharmaceuticals, is VAWD-accredited; all products come from FDA-approved manufacturers to safeguard the integrity of the supply chain.

*Kirby Lester ......................... 912
Contact: Mike Stotz
Phone: 847-984-0320
Email: mstotz@capsasolutions.com
Website: www.kirbylesler.com
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*KloudScript, Inc. ............. 409
Contact: Brian N. Cunningham, M.D.
Phone: 312-505-0420
Email: brian@kloudscript.net
Website: www.kloudscript.com
KloudScript enables community pharmacies to deliver face-to-face specialty pharmacy care for patients in local communities they serve through KloudScript’s comprehensive specialty pharmacy service and software solutions.

*Letco Medical ..................... 300
Contact: Erik Tosh
Phone: 734-843-4645
Email: etosh@letcomedical.com
Website: www.letcomedical.com
Attendees are invited to meet with representatives from this organization to discuss its products and services.

*Liberty Software ................... 617
Contact: Jeremy Manchester
Phone: 800-480-9603
Email: sales@libertysoftware.com
Website: www.libertysoftware.com
Pharmacy software for pharmacy success. Liberty Software helps retail pharmacies increase profits, enhance patient safety, and improve patient care.

*Lilly USA, LLC. .................... 712
Contact: Julie Shank
Phone: 214-463-8370
Email: julie.shank@freemanxp.com
Website: www.lilly.com
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*Live Oak Bank ....................... 705
Contact: Jimmy Neil
Phone: 877-890-5867
Email: jimmy.neil@liveoakbank.com
Website: liveoakbank.com/pharmacy
Live Oak Bank specializes in lending to independent pharmacists nationwide. When you’re ready to expand, refinance, acquire, or remodel, contact our team at liveoakbank.com/pharmacy.

*Louisiana Wholesale Drug Company ............. 1218
Contact: Shelley Mouledous
Phone: 337-945-3303
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Contact: Jennifer Yaghmour
Phone: 844-408-9453
Email: sales@lp3network.com
Website: www.lp3network.com
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LPA Wireless ....................... 1018
Contact: June Spitz
Phone: 609-671-2734
Email: june@reesscientific.com
Website: www.lpawireless.com
Attendees are invited to meet with representatives from this organization to discuss its products and services.
Managed Health Care Associates, Inc. .................... 1004
Contact: John DiFiore
Phone: 813-716-1899
Email: jdfiore@mhainc.com
Website: www.mhainc.com
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Mason Vitamins .................... 724
Contact: Charles Thompson
Phone: 305-428-6812
Email: charles@masonvitamins.com
Website: www.masonvitamins.com
Established in 1967, Mason Vitamins has become known for providing quality dietary supplements consumers can trust.

McKesson ................................ 801
Contact: Julie Elter
Phone: 724-502-4211
Email: julie.elter@mckesson.com
Website: www.mckesson.com
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Medicare’s Limited Income Net Program ...................... 1510
Contact: Cheryl Payne
Phone: 812-209-9122
Email: cpayne2@humana.com
Website: www.humana.com/LINE7
Learn about 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 ............... 1601
Contact: Gina VonEye
Phone: 813-309-4192
Email: marketing@medicineontime.com
Website: www.medicineontime.com
Attendees are invited to meet with representatives from this organization to discuss its products and services.

MEDISCA ............................ 909
Contact: Serina Konomos
Phone: 813-513-3054
Email: customer_serviceus@medisca.com
Website: www.medisca.com
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MedJobCafe.Com ..................... 1508
Contact: Linda Wyandt
Phone: 715-803-6360 x202
Email: linda@medjobcafe.com
Website: www.medjobcafe.com
PharmacistJobCafe.com, part of the MedJobCafe.com network, is the No. 1 place for employers and recruiters to find qualified community pharmacists, technicians and clinical coordinators. Find your pharmacist today!

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Contact: Greg Deringer
Phone: 941-753-5000
Email: gderinger@medtelservices.com
Website: www.medtelservices.com
MedTel has provided communication platforms worldwide for 40+ years. We specialize in cloud and premise-based systems for pharmacies, including IVR integration and specialty pharmacy support.

Merck & Co. Inc. ................... 1220
Contact: Susan Hopkins
Phone: 267-305-2513
Email: susan.hopkins@merck.com
Website: www.merck.com
MerckEngage® is a multi-channel engagement program that offers information, tools, and resources to help consumers achieve their health and wellness goals. Adherence Estimator®: A patient-centered resource that can help you identify your patients who may be at risk of nonadherence. The Adherence Estimator has been validated for oral medications prescribed for certain chronic, asymptomatic conditions (e.g., high cholesterol, diabetes). The Adherence Estimator has not been validated for symptomatic conditions (e.g., asthma).

Merck & Company ........... 1017
Contact: Erica Kepes
Phone: 973-868-1219
Email: erica.stagg@merck.com
Website: www.merck.com
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al health care leader working to help the world be well.

*MHC Medical ......................... 517
Contact: Trent Purnhagen
Phone: 877-358-4342
Email: tpurnhagen@mhcmed.com
Website: www.mhcmed.com
MHC Medical Products designs high-quality consumer diabetic & medical products for a better user experience. Our products are distributed through America’s leading medical wholesalers and are sold in neighborhood pharmacies throughout the United States.

*Miami-Luken Inc. ..................... 111
Contact: Todd Hawkins
Phone: 800-999-0302 x135
Email: thawkins@miamiluken.com
Website: www.miamiluken.com
Miami-Luken has been providing quick, friendly, and affordable wholesale services to independent pharmacies since 1962 throughout Ohio, Indiana, Kentucky, Tennessee, West Virginia, Pennsylvania, and Michigan.

*Mirixa Corporation.................... 732
Contact: Brooke Kane
Phone: 703-865-2044
Email: bkane@mirixa.com
Website: www.mirixa.com
Mirixa Corporation is a leading health care technology and services company that identifies and connects patients with trusted pharmacists for individualized medication counseling.

Mitchell AutoRx/Mitchell CompToday ..................... 219
Contact: Shelley Callahan
Phone: 858-368-8371
Email: shelley.callahan@mitchell.com
Website: www.autorx.com/comptoday
Mitchell AutoRx/Mitchell CompToday provide no-risk processing and billing for auto accident and workers’ compensation-related prescriptions.

*Morris & Dickson Co., LLC ... 1503
Contact: Terry Martin
Phone: 281-292-9180
Email: tmartin@morrisdickson.com
Website: www.morrisdickson.com
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- Unique barcode solutions
- Unequaled inventory levels
- Advanced Internet applications
- Valued partnerships

*Mylan Inc. ......................... 1603
Contact: John Baranik
Phone: 908-963-7919
Email: john.baranick@mylan.com
Website: www.mylan.com
Mylan is one of the world’s leading global pharmaceutical companies. Our portfolio of more than 2,700 separate products includes generic, brand name, and over-the-counter medicines.

NASPA/Alliance for Patient Medication Safety ................. 1520
Contact: vTara Modisett
Phone: 804-422-6311
Email: tara@naspa.us
Website: www.medicationsafety.org
The APMS PSO helps you get a handle on your pharmacy’s workflows and risks and discover opportunities for improvement in your pharmacy in a legally protected environment. Understand where to devote resources for staff training and decrease operational costs.

The mission of NASPA is to enhance the success of state pharmacy associations in their efforts to advance the profession of pharmacy.

National Healthcareer Association ..................... 1331
Contact: Teresa Davis
Email: teresa.davis@nhanow.com
Website: www.nhanow.com
The ExCPT is NHA’s pharmacy technician certification exam recognized by Boards of Pharmacy throughout the U.S. and accredited by the National Commission for Certifying Agencies.

NCPA ..................................... 317
Contact: Membership
Phone: 703-682-8200
Email: membership@ncpanet.org
Website: www.ncpanet.org
Stop by the NCPA Pavilion to meet Cassandra Johnson and Stacey Loflin and review your NCPA benefits, as well as learn about programs like Simplify My Meds® and Front-End Overhaul. Discover how your NCPA
membership benefits can assist in boosting your bottom line.

**NCPA Foundation** .................... 322
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. Dar- gavel 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** .................................. 310
Contact: Brian Goerlich
Phone: 480-477-1000 x109
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-Rx** .................................. 1006
Contact: Paul Butler
Phone: 973-722-7074
Email: paul.butler@net-rx.com

**Website:** www.net-rx.com
Net-Rx™, an MHA Solution, provides reconciliation, reimbursement verification, prescription pricing, and financial analytics solutions exclusively for pharmacies, helping to reduce operational costs and increase profitability.

**NeuroScience** ....................... 1008
Contact: Barb Smasal
Phone: 888-392-7272
Email: barb.smasal@neurorelief.com
Website: www.neuroscienceinc.com

Pioneering exceptional health care solutions is why NeuroScience was founded 16 years ago. We offer comprehensive proprietary supplementary blends of amino acids, herbal ingredients, vitamins, and minerals that are categorized into the bodily system they support.

**New Hope Network** ....................1704
Contact: Mary E. Catapano
Phone: 603-275-2558
Email: mcatapano@newhope.com
Website: www.newhope.com

The New Hope Network is at the forefront of the healthy lifestyle products industry. With solutions for the complete supply chain, the network offers a robust portfolio of content, events, data, research and consultative services.

**Nordic Naturals** ....................... 228
Contact: Julia Voyvodich
Phone: 831-724-6200 x155
Email: jvoyvodich@nordicnaturals.com
Website: www.nordicnaturals.com

Nordic Naturals is committed to delivering the world’s safest, most effective nutrients essential to health. Our broad portfolio includes omega-3 fish oil, probiotics, condition-specific nutrients, and vitamins.

**Nouveaux Pest Solutions, LLC** .................... 1535
Contact: Christopher Donaghy
Phone: 386-872-2264
Email: chrisd@nouveauxpestsolutions.com
Website: www.moskitocare.com

Moskito Care Insect Repellent is a DEET-free, water-based lotion containing 20 percent picaridin. Effective against mosquitoes and ticks for up to 14 hours.

**NovaGenesis, LLC.** ....................638
Contact: Marjorie Newman
Phone: 781-784-1149
Email: martin@novagenesisllc.com
Website: www.recoveryskinrelief.com

Recovery Skin Relief: Specialty Skincare Experts that build repeat front-end sales with five exciting products. Free samples.

**Numed.** ..................................433
Contact: Joy Azar
Phone: 718-778-6080
Email: joyazar@numedpharma.com
Website: www.numedpharma.com

Numed Pharma is a leading national wholesale distributor of generic Rx drugs, serving independent, long term care and large chain pharmacies. Wherever drugs are dispensed, Numed is there.

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Nutralinks LLC. ...................... 628
Contact: Mona Hashemian
Phone: 703-389-9862
Email: nutralinks@yahoo.com
Website: www.nutralinks.com
Nutralinks is a natural products trading company established by two pharmacists. Our mission is to provide homeopathic alternatives utilizing active ingredients found in nature to improve people’s health and relieve common symptoms of everyday ailments.

The Ola Kino Company, LLC. ... 636
Contact: Michelle Haessler
Phone: 402-681-8430
Email: theolakinocompany@gmail.com
Website: www.theolakinocompany.com
Covitale-7 is a nutritional supplement which has been shown to decrease the incidence of non-melanomatous skin cancers based on a NEJM phase 3 study. Developed by a board-certified oncologist.

*Omnicell, Inc. ...................... 1211
Contact: Krystal Maloney
Phone: 516-458-7118
Email: krystal.maloney@omnicell.com
Website: www.omnicell.com
Only Omnicell® provides a full suite of scalable medication adherence solutions that increase efficiency, reduce costs, and improve patient outcomes. You have the vision. We have the solutions.

Ortho Molecular Products ........607
Contact: Matt Brady
Phone: 815-206-6586
Email: m.brady@ompimail.com
Website: www.orthomolecularproducts.com
Ortho Molecular Products partners exclusively with health care providers and independent community pharmacies to deliver nutritional solutions of the highest efficacy and comprehensive strategies to promote enhanced patient interaction.

Orthozone, Inc. ...................... 631
Contact: Tom Traver
Phone: 844-656-5500
Email: tom@orthozone.com
Website: www.orthozone.com
Medical grade products in premium retail packaging. See our CoolX-Change instant cold wrap, FXT compression socks, Neck Sofa neck pillow, Thermoskin orthopedic supports, and more.

*PAAS National ..................... 413
Contact: JJ Prieve
Phone: 608-541-8908
Email: jprieve@paasnational.com
Website: www.paasnational.com
Audit Assistance & FWAC/HIPAA Compliance — the industry leading advocate for independents. Audit recoupments reduced $550 million since 1993. PAAS FWAC/HIPAA is the easiest & most complete solution available.

PAMM—Proactive Medication Management .................. 1518
Contact: Al Rwiririza
Phone: 385-277-1398
Email: pammhelp@gmail.com
Website: www.pamm-app.com
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ParagonMeds ...................... 429
Contact: Hannah Cuevas
Phone: 954-389-1700 x2140
Email: hcuevas@paragonmeds.com
Website: www.paragonmeds.com
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*Parata .................. 810
Contact: Cathy Somerville
Phone: 919-433-4423
Email: csomerville@parata.com
Website: www.parata.com
Parata provides pharmacy technology solutions that drive business growth, increase safety and efficiency, and improve patient adherence and outcomes. Visit parata.com to learn more.

Partners in Pharmacy .......... 320
Contact: Avon Pagon
Phone: 703-838-2653
Email: ncpaF@ncpanet.org
Website:
www.ncpafoundation.org
Partners in Pharmacy (PIP) is an auxiliary organization that supports NCPA and the NCPA Foundation. Since 1915, PIP has awarded scholarships to NCPA student members with a demonstrated interest in independent community pharma-
Stop by the NCPA Foundation booth in the Exhibit Hall to learn more about the foundation and PIP.

PaxVax................................. 1413
Contact: Warisha Khan
Phone: 650-421-4936
Email: wkhan@paxvax.com
Website: www.paxvax.com
PaxVax is a leading independent, fully integrated vaccine company devoted to bringing specialty vaccines that protect against overlooked infectious diseases to market. PaxVax has two commercial vaccines called Vivotif® (Typhoid Vaccine, Live Oral Ty21a) and Vaxchora™ (Cholera Vaccine, Live, Oral).

*PBA Health............................728
Contact: Jamie Hoskin
Phone: 816-245-5700
Email: jamie.hoskin@pbahealth.com
Website: www.pbahealth.com
By offering turn-key business solutions and advanced technology systems, PBA Health improves operations and maximized profits for community pharmacies and independent chain pharmacies.

*PCCA .................................1201
Contact: Ethan Shinogle
Phone: 800-331-2498
Email: eshingole@pccarx.com
Website: www.pccarx.com
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*PD-Rx Pharmaceuticals, Inc... 1613
Contact: Shawn Stewart
Phone: 954-815-6479
Email: sstewart@pdrx.com
Website: www.pdrxpharma.com
PD-Rx is positioned in the heartland of the USA, PD-Rx is celebrating 30 years as a licensed manufacturer, packager, and VAWD-accredited wholesaler and distributor of select brands.

*PDR by ConnectiveRx..........1620
Contact: Linda Myers
Phone: 201-358-7129
Email: linda.myers@ConnectiveRx.com
Website: www.ConnectiveRx.com
PDR is a health care communications company that connects prescribers, pharmacists, and patients to improve health outcomes through targeted messaging.

*PerceptiMed, Inc.................738
Contact: Robin Soderblom
Phone: 650-941-7000 x210
Email: rsoderblom@perceptimed.com
Website: www.perceptimed.com
PerceptiMed’s advanced technologies reduce prescription errors. ScripClip™ Will-Call locator systems eliminate misplaced bags.

*Pharmacists Mutual Companies..............................917
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.

Pharmacy Automation Supplies (PAS) ......................... 908
Contact: Theresa Rodriguez
Phone: 630-246-3205
Email: theresa.rodriguez@pharmacyautomationsupplies.com
Website: pharmacyautomationsupplies.com
Attendees are invited to meet with representatives from this organization to discuss its products and services.

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Pharmacy Development Services ................................531
Contact: Dani Peterson
Phone: 561-614-6807
Email: dani@pharmacy-owners.com
Website: www.pharmacyowners.com
PDS is the best in the world at pharmacy business development and improving profitability. Join the thousands of member pharmacies that earned over $130,000 in additional profits.

Pharmacy Eyewear ................632
Contact: Gregory Barker
Phone: 954-816-9046
Email: pew4gregory@gmail.com
Website: www.pharmacyeyewear.com
We create destination customers with pro-computer readers and other styles of reading glasses, retailing at wholesale prices to your customers from $3.99 to $5.99 with high-density floor racks holding 144 units new at no charge. Call now at 954-816-9046. We challenge all suppliers to match our program.

*Pharmacy First ......................710
Contact: Lauren Piper
Phone: 1-800-460-1575 x120
Email: lauren.piper@Pharmacyfirst.com
Website: www.pharmacyfirst.com
Pharmacy First is dedicated to helping independent pharmacies remain competitive and profitable through our contract assistance, comprehensive reconciliation, and recovery programs and network services.

*Pharmacy Quality Solutions (PQS) ..........................706
Contact: Zac Renfro
Phone: 919-451-2353
Email: zrenfro@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 Times ..................521
Contact: Grace Rhee
Phone: 609-716-7777
Email: grhee@Pharmacytimes.com
Website: www.pharmacytimes.com
Pharmacy Times is the leading media resource for pharmacists and the pharmacy industry, providing practical clinical and professional information.

Pharmetika ........................1722
Contact: Michelle M Wong
Phone: 800-222-4767 x305
Email: mwong@pharmetika.com
Website: www.pharmetika.com
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PharmSaver LLC ..................1025
Contact: Phillip Idziak
Phone: 813-961-1494
Email: phil@pharmsaver.net
Website: www.pharmsaver.net
Pharmsaver.net is an analytics website with many unique features designed to increase profitability for pharmacies nationwide by creating a competitive and dynamic marketplace for pharmaceuticals.

*Pharmsource Wholesale, LLC ..................1519
Contact: David Schnettler
Phone: 454-637-2227
Email: dschneetter@pharmsourcewholesale.com
Website: www.pharmsourcewholesale.com
Distributor of generic pharmaceuticals. Providing access to AB rated generics without contracts and pedigrees back to manufacturers. Order online at pharmsourcewholesale.com.

Pillvac .............................1329
Contact: Christian Thiede
Phone: 402-689-0443
Email: christianthiede@pillvac.com
Website: www.pillvac.com
Pillvac can fill absolutely any blister packaging quickly, accurately, and affordably. Our goal is to help you increase the productivity of your pharmacy.

*PioneerRx Pharmacy Software ................601
Contact: Marsha Bivens
Phone: 800-850-5111
Email: marketing@pioneerrx.com
Website: www.pioneerrx.com
PioneerRx delivers weekly, cutting-edge improvements that are designed to provide speed, simplicity, consistency, and flexibility to help pharmacies make more money and have more fun.
Piping Rock Health Products ........................................ 639
Contact: Christine Buttacavoli
Phone: 516-574-1202
Email: cbuttasavoli@pipingrock.com
Website: www.naturestruthproducts.com
Nature’s Truth, a division of Piping Rock Health Products, delivers premium essential oils and the highest quality vitamins and supplements to retailers and customers. Nature’s Truth’s approach to 360° overall health and wellness brings innovative health and beauty products tailored to consumers.

Plumb’s Veterinary Drugs .......... 222
Contact: Jessica Stephens
Phone: 918-710-4630
Email: jessica@briefmedia.com
Website: www.plumbsveterinarydrugs.com
Plumb’s Veterinary Drugs provides access to the most trusted veterinary formulary, written by a pharmacist, in a digital format. With Plumb’s, you can dispense animal medications safely and professionally.

*PrescribeWellness .......... 1529
Contact: Cara Usher
Phone: 800-960-8147 x803
Email: cusher@prescribewellness.com
Website: www.prescribewellness.com
PrescribeWellness inspires collaboration for better health across America. Its proprietary cloud-based platform empowers pharmacies and other health care professionals to provide more effective, preventative health care services.

Prevagen ......................... 1210
Contact: Ryan Liebl
Phone: 608-827-8126
Email: rliebl@quincybioscience.com
Website: www.prevagen.com
Prevagen® is America’s No. 1 selling brain health product in pharmacies according to 2017 Nielsen data. Prevagen is designed to support healthy brain function.*
  *These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure or prevent any disease.

Prince of Peace Ent. .......... 1328
Contact: Michael Jarrett
Phone: 925-292-3738
Email: mike@popus.com
Website: www.princeofpeace.com

Protocol for Life Balance ....... 1605
Contact: Laura Danaher
Phone: 253-549-2891
Email: laura.danaher@protocolforlife.com
Website: www.protocolforlife.com
Protocol for Life Balance is a well-researched, potent, and efficacious brand of high-quality dietary supplements and natural products sold exclusively through licensed health care practitioners.

*Provider Services of America, Inc. ................. 430
Contact: Jim Skognes
Phone: 770-390-9183
Email: jskognes@bellsouth.net
Website: providerservicesofamerica.com
IRTR Ink & Toner: Pharmacies can now purchase their ink and toner cartridges directly from the manufacturer.

*PRS Pharmacy Services ....... 804
Contact: J. Scott Weaver
Phone: 800-338-3688
Email: scottw@prsrx.com
Website: www.PRSrx.com
The PRS Ownership Program takes the guesswork out of buying, selling, opening, and operating a retail pharmacy. PRS has been helping independent pharmacy since 1982.

*PRS Pharmacy Services ....... 1010
Contact: Tim Gregorius
Phone: 800-338-3688
Email: TimG@prsrx.com
Website: www.PRSrx.com
RX Check-Up, our Pharmacy operational performance evaluation service, will help to diagnose and fix any issue negatively impacting the performance and profitability of your Pharmacy.

PTCB (Pharmacy Technician Certification Board) ............... 611
Contact: Zack Green
Phone: 202-888-1699
Email: zggreen@ptcb.org
Website: www.ptcb.org
PTCB advocates a single national
standard for pharmacy technician certification that is recognized by the pharmacy profession. The goal of PTCB’s Certification Program, which services more than 280,000 currently active CPhTs nationwide, is to enable pharmacy technicians to work more effectively with pharmacists to offer safe and effective patient care.

*Purdue Pharma, LP.............407
Contact: Dani San Marco
Phone: 203-588-7623
Email: dani.sanmarco@pharma.com
Website: www.purduepharma.com
Purdue Products LP is an independent associated company of Purdue Pharma LP specializing in digestive health and antiseptics. Purdue brands include Colace®, Senokot®, Slow-Mag®, and Betadine®.

*Pure Encapsulations ..........1207
Phone: 800-753-2277
Email: csservice@pureencapsulations.com
Website: www.pureencapsulations.com
Pure Encapsulations® products are made using hypoallergenic ingredients, are scientifically validated by third-party laboratories and are designed to deliver predictable results.

*QS/1.............................1001
Contact: Eddie Huff
Phone: 800-845-7558 x7433
Email: sales@qs1.com
Website: www.qs1.com
QS/1® provides the health care industry’s premier pharmacy software to effectively manage independent, retail, chain, long-term care and HME/DME providers. Our flexible software solutions fit the needs of any size pharmacy.

Quality Care Products, LLC........103
Contact: Mark Holmes
Phone: 800-284-3130
Email: mark.holmes@qcprx.com
Website: www.qcprx.com
With a history based on honesty, trust, and integrity, QCP sets itself apart with innovative wholesale and packaging divisions, and delivers profitability with unique product offerings.

*R. J. Hedges & Associates .....1161
Contact: Becky Templeton
Phone: 724-357-8384
Email: becky.templeton@rjhedges.com
Website: www.rjhedges.com
If you hate compliance, we can help you stay compliant, pass audits & inspections, and easily earn Medicare accreditation. The programs we offer are completely customized for your pharmacy.

*RDC.............................1401
Contact: Al Emmans
Phone: 800-333-0538
Email: aemmans@rdcdrug.com
Website: www.rdcdrug.com
RDC is the nation’s 7th largest full-line health care distributor owned and directed by independent pharmacists, and providing daily services to 10 states in the northeastern US.

*Real Value Products Rx.........1708
Contact: Fred Battah
Phone: 1-855-681-7201
Email: fred@realvalueproducts.com
Website: www.realvalueproducts.com
Proud authorized distributor of record for over 150 generic drug manufacturers.

*Return Solutions.............1521
Contact: Jamie Goodson
Phone: 865-777-4582
Email: avandergriff@drugreturns.com
Website: www.drugreturns.com
Return Solutions’ OneCheck Select program helps you reclaim time spent tracking expired product returns so you can focus on what matters most.

*Robotik Technology..........1303
Contact: Brad Mackett
Phone: 404-229-8361
Email: B.Mackett@robotikdose.com
Website: www.robotiktechnology.com

Continued from page 83
Robotik Technology is more than a dispensing device company; we are a health solution provider enabling pharmacies to better service their customers with medication compliance.

RockTape, Inc. ....................... 431
Contact: Anthony Caligaris
Phone: 408-912-7625 X118
Email: anthony@rocktape.com
Website: www.rocktape.com
We help athletes of every level go stronger, longer with the best kinesiology tape, cutting-edge education, and fitness support products. We want people to move more, and move better.

Rose Health Care LLC. ............1516
Contact: Don Mann
Phone: 800-457-7648
Email: rosecare@bellsouth.net
Website: www.rose-healthcare.com
Rose Health Care is a leading manufacture and importer of health care products. The new catalog offers a great opportunity for increasing cash sales.

Rx Ears by Persona Medical .... 635
Contact: Sue Hartley
Phone: 407-339-2422
Email: sueh@personamedical.com
Website: www.personamedical.com
Quality over-the-counter hearing aids by the oldest U.S.-based manufacturer. Designed specifically for the medical retail segment. Universal fit for most mild to moderate hearing needs.

*Rx Systems, Inc. .................... 402
Contact: Tim Sachs
Phone: 636-925-7494
Email: tjsachs@rxsystems.com
Website: www.rxsystems.com
Rx Systems, Inc. is a family owned full-service provider of pharmacy packaging and supplies including Rx labels, bags, vials, counter supplies and LTC packaging, plus the eyecon pill counter. Build your brand by customizing these products. Did you know that custom bags only cost the average pharmacy an additional $10 per month over stock bags? Vials are available in three colors, plus custom caps are available. Stop by our booth to see a demo of the amazing Eyecon Pill Counter and we’ll show you all of the features that will help make your pharmacy faster, more accurate, and more efficient.

Rx30 Pharmacy System ...... 1223
Contact: Amanda Dukes
Phone: 800-289-7930
Email: adukes@rx30.com
Website: www.rx30.com
Rx30 combines exceptional prescription filling processes with full automation of adherence, medication therapy, med sync, and STAR rating activities to ensure your Rx30 pharmacy is a high-performing pharmacy. Rx30’s virtually endless vendor integration partners means you have access to a world of value-added possibilities.

RxOneShop/Excel Rx .......... 435
Contact: Doug Supon
Phone: 615-452-4228
Email: dougs@rxoneshop.com
Website: www.rxoneshop.com
RxOneShop helps hundreds of pharmacies across the country. RxOneShop is dedicated to saving each pharmacy time and money on their pharmaceutical needs. Let us help.

RxMedic ..............................1617
Contact: William Humphries
Phone: 919-562-2323
Website: www.rxmedic.com
Based in Wake Forest, NC Rx-Medic offers affordable automation solutions for every pharmacy, from automated dispensing to the new will call bag solution.

*RxSafe, LLC. ....................... 1109
Contact: William Holmes
Phone: 619-540-1010
Email: wholmes@rxsafe.com
Website: www.rxsafe.com
RxSafe’s automated, secure robotic storage and retrieval systems enable retail pharmacies to go beyond virtual-filling robots to experience workflow optimization, space savings, and real-time inventory tracking.

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Website: www.rxinsider.com
Rxinsider educates independent pharmacy owners on products and service suppliers through our B2B Ecosystem of multimedia channels.
Sanctilio Pharmaceuticals
Company ........................................ 1523
Contact: Charlene Mariner
Phone: 561-234-0424
Email: mwelnessco@outlook.com
Website: www.oceanblueprofessional.com
Attendees are invited to meet with representatives from this organization to discuss its products and services.

Sanofi ............................................. 1335
Contact: Victoria Nawrotzki
Phone: 908-981-4376
Email: victoria.nawrotzki@sanofi.com
Website: www.sanofi.us
Sanofi, a global health care leader, discovers, develops and distributes therapeutic solutions focused on patients’ needs. Sanofi is organized into five global business units: Diabetes and Cardiovascular, General Medicines and Emerging Markets, Sanofi Geozyme, Sanofi Pasteur and Consumer Healthcare.

*SaveBig Rx (dba Healthsource Distributors)................................. 623
Contact: Aaron Friedman
Phone: 410-653-1113
Email: afriedman@healthsourcedist.com
Website: www.savebigrx.com
SaveBig Rx negotiates deals with manufacturers on overstock and short-dated pharmaceuticals and passes the items and savings on to independent pharmacies located throughout the USA.

Scimera BioScience ......................... 711
Contact: Joe Rousseau
Phone: 305-662-4065
Email: joe@scimera.com
Website: www.scimera.com
Scimera BioScience, a physician-formulated, cutting-edge biotechnical company, offers the highest quality as we support our independent pharmacies. By not selling to big boxes, we offer you something special. Our outstanding customer service even educates your staff. All products are made in the USA in FDA facilities delivering superior product standards to support health and wellness.

*ScriptPro ....................... 1609
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.

Secure340B, LLC. ..................... 1330
Contact: Eric Fromhart
Phone: 971-322-4935
Email: eric@secure340B.com
Website: www.secure340B.com
Secure340B is your dedicated resource for 340B. Focused solely on the independent pharmacy perspective, we provide education, data, and support to make 340B a true asset to your business.

*ServRx, Inc. ....................... 919
Contact: Stacy Elliott
Phone: 480-646-3278
Email: selliott@servrx.com
Website: www.servrx.com
Workers’ compensation claims processing made easy. ServRx takes the “work” out of Workers’ Compensation Revenue Cycle Management.

*Smith Drug Company ............. 1009
Contact: Christa Hampton
Phone: 864-706-8813
Email: champton@smithdrug.com
Website: www.smithdrug.com
Founded in 1944, Smith Drug Company is a Spartanburg, S.C. based pharmaceutical distributor and a division of J.M. Smith Corporation.

Sockwell (Goodhew LLC) ............. 217
Contact: Emily Yahn
Phone: 423-643-0821
Email: eyann@goodhew.us.com
Website: www.sockwell.us.com
Sockwell is reinventing the therapeutic sock with modern styles and colors so you can feel better in style. We offer graduated compression and relaxed fit diabetic socks, along with three relief solutions: planter relief, bunion relief, and metatarsal relief.

*SoftWriters, Inc .................. 820
Contact: Heather Martin
Phone: 412-492-9841
Email: sales@softwriters.com
Website: www.softwriters.com
SoftWriters, the software innovators for LTC pharmacies, provides a complete array of fully-integrated software solutions creating efficiencies from order intake through delivery.
**Sovereign Laboratories** .......................... 213
Contact: Karen Edwards  
Phone: 928-202-4634  
Email: karen@centerfornutritionalresearch.org  
Website: www.sovereignlaboratories.com

Sovereign Laboratories, dedicated to developing essential supplements for optimal health, supplies Colos-trum-LD® which is clinically proven to heal and prevent leaky gut syndrome (intestinal permeability).

**Spectrum Pharmacy Products** .......................... 208
Contact: Richard Dilzer  
Phone: 800-370-6231  
Email: rdilzer@spectrumrx.com  
Website: www.spectrumrx.com

Spectrum Pharmacy Products manufacturers and distributes compounding chemicals, supplies and equipment with quality and delivery you can count on every time.

**Speed Script Pharmacy Systems** .......................... 1117
Contact: Rich Turpin  
Phone: 800-569-1175  
Email: rturpin@speedscript.com  
Website: www.speedscript.com

Speed Script provides a flexible, Windows-based pharmacy management system and adaptable technology services that enable pharmacies to effectively achieve their business goals. Featured products include Speed Script, an all-inclusive pharmacy management system, and Speed Script LTC, an electronic facility to pharmacy communication application — fully equipped with drug pass and eMAR technology for long-term care providers. For more than 35 years, the defining attribute of Speed Script has been its dedication to sensational customer service.

**SUNRx** .................................................. 211
Contact: John Bretz  
Phone: 267-800-5390  
Email: jbretz@sunrx.com  
Website: www.sunrx.com

SUNRx is the industry innovator in managing 340B programs that expand access to affordable medications, provide financial benefits to the hospital/uninsured, and meet highest compliance standards.

**SureScripts** ........................................... 510
Contact: Sheku Riddle  
Phone: 571-384-4782  
Email: sheku.riddle@surescripts.com  
Website: www.surescripts.com

Since 2001, our purpose is to serve the nation with the single most trusted and capable health information network. Visit us at www.surescripts.com

**Sykes & Company, P.A.** .......................... 606
Contact: Ollin Sykes  
Phone: 252-482-7644  
Email: ollin@sykes-cpa.com  
Website: www.sykes-cpa.com

Sykes & Company, P.A. helps independent pharmacies grow. We provide cloud-based pharmacy accounting services from start-up, purchase, or transition to tax and business advisory services.

**Synergy Medical USA Inc.** .......................... 209
Contact: Mark Rinker  
Phone: 519-200-8338  
Email: info@synmedrx.com  
Website: www.synmedrx.com

Synergy Medical is dedicated to the design, manufacture, sale, service, and support of SynMed® and SynMed® Ultra, proven and reliable technology for blister card automation.

**TCGRx** ............................................. 717
Contact: Tracey Fukala  
Phone: 262-279-2403  
Email: tfukala@tcgrx.com  
Website: www.tcgrx.com

TCGRx is a pharmacy innovator for long-term care, hospitals, and retail markets with solutions for automation, inventory management, storage, and workflow to fit every budget.

**Teva** ............................................. 221
Contact: Teri Coward  
Phone: 724-987-8406  
Email: Teri.Coward@tevapharm.com  
Website: www.tevapharm.com

Teva Pharmaceutical Industries Ltd. is a leading global pharmaceutical company that delivers high-quality, patient-centric health care solutions used by millions of patients every day.

**Thrifty White Pharmacy** .......................... 225
Contact: Scott Rewerts  
Phone: 763-513-4483  
Email: srewerts@thriftywhite.com

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Website:
www.thriftywhite.com/app
The Thrifty White Affiliated Pharmacy Program provides support and leverage to independently owned and operated pharmacy organizations by providing access to nationally negotiated contracts for goods and services.

*Trifecta Pharmaceuticals USA ................ 206
Contact: Bonnie Coleman
Phone: 954-623-7772
Email: bonnie.coleman@trifecta-pharma.com
Website: www.trifecta-pharma.com
Trifecta Pharmaceuticals provides the highest quality, cGMP, OTC topical ointments & creams at the best wholesale prices with the option for cost-effective private labeling.

TriState Distribution ...................... 921
Contact: Phyllis Holcomb
Phone: 931-738-2174
Email: pholcomb@tsdi.net
Website: www.provial.com
As the innovative leader in the Rx packaging industry, TSD is not just the best company to do business with, we are the only company you should do business with. We have over 45 patented products and programs designed to help build your brand, grow your business and increase your profits. TSD is the preferred vendor for Parata and also one of the largest Kyocera printer and toner dealers in the U.S. For more information, visit our website www.provial.com.

Try This First ...................... 634
Contact: Molly McCabe
Phone: 510-673-3653
Email: molly@clearpop.com
Website: www.clearpop.com
ClearPop’s proprietary blend of ingredients and patent-pending design combine to eliminate the pain of earache by draining the Eustachian tube from inside the mouth.

*Ulta Lab Tests ....................... 1434
Contact: John Roehm
Phone: 800-714-0424
Email: ContactUs@ultalabtests.com
Website: www.UltaLabTests.com
Ulta Lab Tests provides pharmacies with one platform to provide your patients with direct access to over 1,500 discounted lab tests and 300 health screening panels, and supports your biometric screenings and finger-stick tests. No prescriptions needed.

*United Community Bank ........... 507
Contact: Jessie Marolis
Phone: 813-415-7883
Email: jessie_marolis@ucbi.com
Website: www.ucbi.com
United Community Bank and our team of pharmacy lending experts make it easy to finance your pharmacy growth. Speak with us today to learn more.

*Updox .................................. 201
Contact: Megan Francis
Phone: 502-544-6598
Email: mfrancis@updox.com
Website: www.updox.com
Updox, industry leader for care coordination and health care connectivity solutions, launched Pharmacy Connect, a care coordination suite giving pharmacists tools needed for success in value-based care.

*Upsher-Smith Laboratories, Inc. .......... 1216
Contact: Becky Bouley
Phone: 763-315-2190
Email: becky.bouley@upsher-smith.com
Website: www.upsher-smith.com
Upsher-Smith Laboratories, Inc. is a family-owned, privately-held pharmaceutical company that strives to be a trusted source for quality, affordable generic and branded medications that measurably improve lives.

*Value Drug Company ........... 604
Contact: Karla Moschella
Phone: 814-283-2191
Email: karlamo@valuedrugco.com
Website: www.valuedrugco.com
For over 80 years, Value Drug Company has served independents. VDC is a cooperative operating as a full-line wholesale distributor. Value offers CP Specialty Services, 340B, and an Immunization Program to its retail and LTC members.

*VaxServe .......................... 205
Contact: Bridgette Short
Phone: 570-496-6726
Email: bridgette.short@vaxserve.com
Website: www.vaxserve.com

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NCPA’s Innovation Center is looking to spotlight the best of community pharmacy branding and marketing—the innovations and redesigns that have made your promotions more effective and your patients’ experience more rewarding. With eight categories to choose from, tell us what makes your independent pharmacy stand out.

Now accepting nominations for the following award categories*:

★ Best External Remodel
★ Best Internal Remodel
★ Best End-Cap
★ Best Exterior Sign
★ Best Advertising/Marketing Promotion
★ Best Social Media Campaign
★ Best Public Event
★ Best Customer Convenience Improvement

*Enter in as many categories as you like. The contest honors remodels, promotions and events completed between July 1, 2016 and Dec. 1, 2017.

For more information or to submit an entry, go to www.ncpanet.org/niceawards. Deadline for entries is Dec. 1, 2017.

We will recognize the NICE-est entries in the March 2018 issue of America’s Pharmacist.
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VaxServe is a specialty distributor of vaccines focused on providing innovative business and immunization solutions designed to help our customers achieve their clinical, financial, and operational goals.

**Vow ................................. 204**
Contact: Leah Simmons
Phone: 864-541-0660
Email: lsimmons@vowinc.com
Website: www.vowinc.com
Vow's TalkRx is the all-in-one communication system for pharmacies. Eliminate busy signals and phone bills with our hosted Sky solution or use existing infrastructure with our stand-alone IVR.

**Warmies by Intelex USA....... 1229**
Contact: Angie Belanger
Phone: 847-496-1727
Email: angie@intelexusa.com
Website: www.intelexusa.com
Warmies by Intelex is the leader in microwavable plush wraps, slippers, and boots. Naturally filled with french lavender. Soothing warmth and comfort for all ages.

**Waypoint Rx .................... 1309**
Contact: Ben Coakley
Phone: 843-873-4420
Email: ben@waypointus.com
Website: www.waypointrx.com
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**Wellness Works .................. 508**
Contact: John Preckshot
Phone: 713-876-5606
Email: jpreckshot@wellnessworks.com
Website: www.wellnessworks.com
Why Wellness Works?
Do you want to expand into nutritional supplements, but feel unprepared? Are you looking for a supplement company that will help you grow your business, not just sell their products? If you answered Yes, then take a look at Wellness Works.

**Windmill Health Products .... 202**
Contact: Cathy Pappa
Phone: 973-575-6591 x225
Email: cpappa@windmillvitamins.com
Website: www.windmillvitamins.com
Windmill Health Products has been providing independent pharmacies with the highest quality of nutritional supplements in the industry for over 40 years.

**Xlear Inc. ......................... 1524**
Contact: Barb Vega
Phone: 801-492-2071
Email: barbara@xlear.com
Website: www.xlear.com
Xlear, Inc. (pronounced “clear”) is recognized as the leading manufacturer of Xylitol-based products in North America. Xlear, Inc. is committed to providing consumers with the health benefits of xylitol by manufacturing all natural health-enhancing products based on the sweetener found in natural sources. Xlear is known for their No. 1 selling natural nasal spray with xylitol and

**ZipWhip.......................... 1716**
Contact: Maureen Andrew
Phone: 206-582-3779
Email: mandrew@zipwhip.com
Website: www.zipwhip.com
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**Vow**
Contact: Leah Simmons
Phone: 864-541-0660
Email: lsimmons@vowinc.com
Website: www.vowinc.com
Vow’s TalkRx is the all-in-one communication system for pharmacies. Eliminate busy signals and phone bills with our hosted Sky solution or use existing infrastructure with our stand-alone IVR.

**Warmies by Intelex USA**
Contact: Angie Belanger
Phone: 847-496-1727
Email: angie@intelexusa.com
Website: www.intelexusa.com
Warmies by Intelex is the leader in microwavable plush wraps, slippers, and boots. Naturally filled with french lavender. Soothing warmth and comfort for all ages.

**Waypoint Rx**
Contact: Ben Coakley
Phone: 843-873-4420
Email: ben@waypointus.com
Website: www.waypointrx.com
Make 2018 Your Best Year Ever! Get your Best Year Ever Roadmap by spending a few short minutes at the Waypoint booth. It’s free, it’s powerful ... it’s yours!

**Wellness Works**
Contact: John Preckshot
Phone: 713-876-5606
Email: jpreckshot@wellnessworks.com
Website: www.wellnessworks.com
Why Wellness Works?
Do you want to expand into nutritional supplements, but feel unprepared? Are you looking for a supplement company that will help you grow your business, not just sell their products? If you answered Yes, then take a look at Wellness Works.

**Windmill Health Products**
Contact: Cathy Pappa
Phone: 973-575-6591 x225
Email: cpappa@windmillvitamins.com
Website: www.windmillvitamins.com
Windmill Health Products has been providing independent pharmacies with the highest quality of nutritional supplements in the industry for over 40 years.

**Xlear Inc.**
Contact: Barb Vega
Phone: 801-492-2071
Email: barbara@xlear.com
Website: www.xlear.com
Xlear, Inc. (pronounced “clear”) is recognized as the leading manufacturer of Xylitol-based products in North America. Xlear, Inc. is committed to providing consumers with the health benefits of xylitol by manufacturing all natural health-enhancing products based on the sweetener found in natural sources. Xlear is known for their No. 1 selling natural nasal spray with xylitol and

**ZipWhip**
Contact: Maureen Andrew
Phone: 206-582-3779
Email: mandrew@zipwhip.com
Website: www.zipwhip.com
Zipwhip’s two-way business texting software equips pharmacies with a multi-functional and cost-effective tool that improves adherence, increases profitability, and maximizes time. Add 'Text or Call' to your pharmacy today! Text #NCPA to 206-582-3779 to learn more about specials for NCPA members.

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Learn more at WellnessWorks.com, or contact Director of Wellness Works Nutrition John Preckshot, RPh, CCN, FAARM, at jpreckshot@wellnessworks.com, today.
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PLAYING THE NCPA PASSPORT GAME IS EASY!
1. Use the passport game card you received at registration to visit participating exhibitors' booths; if you lost one, pick up a new passport at the NCPA Pavilion (Booth 317).
2. During the Trade Show, visit the participating exhibitors' booths to learn more about their products and services and get your passport stamped. All stamps must be completed to be entered into the drawings. Don't forget to fill in your identification information on the card.
3. Drawings will be held on Monday and Tuesday during Exhibit Hall hours. Drop your completed card off at the NCPA Pavilion by 3 p.m. on Monday, Oct. 16 and by 2 p.m. on Tuesday, Oct. 17 to be entered into the drawing. NCPA will pick two names each day at random at the NCPA Pavilion.
4. The chosen individuals will get a chance to go into the Money Machine and try to grab as many bills as they can in the allotted time. The machine will be loaded with $2,000 in cash, so be prepared to grab and win!

Note: The NCPA Passport Game is open to owners/managers and staff pharmacists only. You must be present to win.

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340B
SUNRx

Animal Medication
Animal Med Express

Aromatherapy
Piping Rock Health Products

Association
340B Health
American College of Apothecaries
Arab American Pharmacist Association (AAPA)
Chain Drug Marketing Association
International Academy of Compounding Pharmacists (IACP)
NCPA
NCPA Foundation
NCPDP
Partners In Pharmacy

Audit Assistance
PAAS National

Auto Dispensing Robots
Hamacher Resource Group

B2B Marketing Solutions
RXinsider

Brokerage
PRS Pharmacy Services

Business Intelligence
FDS, Inc.

Buying Group
American Associated Pharmacies
Arab American Pharmacist Association (AAPA)
Bellco Generics
Chain Drug Marketing Association
Compliant Pharmacy Alliance
Emerlyn Technology/ SureCost
EPIC Pharmacies, Inc.
GeriMed
IMCO Home Care
Independent Pharmacy Co-op
Medicare’s Limited Income Net Program
PBA Health
QS/1
RxOneShop/Excel Rx
Thrifty White Pharmacy

Certification
PTCB (Pharmacy Technician Certification Board)

Clinical Services
EPIC Pharmacies, Inc.

Co-op Pharmacy
American Pharmacy Cooperative Inc.

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Communication
Zipwhip

Compliance
PAAS National
PRS Pharmacy Services
R. J. Hedges & Associates

Compliance Packaging
Medicine-On-Time

Compounding
American College of Apothecaries
Attain Med, Inc.
Bellco Generics
BiosRx, Inc.
CutisPharma, Inc.
DoseLogix/ Topi-CLICK
Fagron, Inc.
Health Engineering Systems
International Academy of Compounding Pharmacists (IACP)
Letco Medical
LP3 Network
Medisca
ParagonMeds
PCCA
Pharmetika
R. J. Hedges & Associates
Spectrum Pharmacy Products
The Compliance Team, Inc.

Consulting
Pharmacy Development Services
PRS Pharmacy Services
Secure340B, LLC
Waypoint Rx

Diabetes
American Associated Pharmacies
Dexcom Inc.
Incriediwear
MHC Medical
NovaGenesis, LLC
Orthozone, Inc.
R. J. Hedges & Associates
Rose Health Care LLC
Sanofi
Sovereign Laboratories
Ulta Lab Tests

Dietary Supplements
G-Science, Inc.

e-prescribing
Surescripts

Eczema
NovaGenesis, LLC

Education
LP3 Network
Spectrum Pharmacy Products

Enhanced Pharmacy Services
CPESN USA

Fashionable Therapeutic Socks
Celeste Stein Designs
Sockwell (Goodhew LLC)

Financial Services
Bankers Healthcare Group
First Financial Bank—Pharmacy Lending
Live Oak Bank

Footwear
Apex Foot Health Industries

Front-End Marketplace
DryPro

Generics
Attain Med, Inc.
AWC Specialty RX Consulting, LLC d.b.a. Redmond and Greer Pharmacy Supply
Bellco Generics
Emerlyen Technology/SureCost
EzriRx, LLC
Genetco, Inc.
H. D. Smith
Hercules Pharmaceuticals, Inc.
KeySource
McKesson
Numed
PD-Rx Pharmaceuticals, Inc.
Pharmsource Wholesale, LLC
Real Value Products Rx
Sancilio Pharmaceuticals Company
SaveBig Rx (dba Healthsource Distributors)
Teva
Thrifty White Pharmacy

Government
FDA/CDER/DDI

Greeting Cards
Designer Greetings
Hallmark Cards, Inc.

Group Purchasing
Innovatix, LLC
Managed Health Care Associates, Inc.

Health Screening
Ulta Lab Tests

Home Health Care
Celeste Stein Designs, Inc.
Core Products International
DryPro
Evolve Medical Refrigerators
H. D. Smith
HT2, Inc. dba Healing Tree
MHC Medical
Miami-Luken Inc.
NovaGenesis, LLC
Orthozone, Inc.
RDC
Rose Health Care LLC
Synergy Medical USA Inc.
Warmies by Intelex USA

Homeopathic
Boiron

Immunizations
EPIC Pharmacies, Inc.

 Ink & Toner Cartridges
Provider Services of America, Inc.

Insurance
Pharmacists Mutual Companies

Inventory Control Software
Datarithm, LLC
TCGRx

Job Boards
MedJobCafe.Com

Lab Test
Ulta Lab Tests

Long-Term Care
Attain Med, Inc.
Bellco Generics
Celeste Stein Designs, Inc.
Core Products International
DOSIS—Manchac Technologies
Drug Package, LLC
Emerlyn Technology/ SureCost
Genetco, Inc.
GeriMed

Manufacturer
Bio-Tech Pharmacal
NovaGenesis, LLC

Market Platform
EzriRx, LLC

Marketing
Ashgrove Marketing Agency
Doserx

Media
RXinsider

Medical Device
First Alternatives/Avazzia
MHC Medical

Medicare Part B Service
America’s Best Care Plus

Mobility
RockTape, Inc.

MTM
EPIC Pharmacies, Inc.

Natural Products
Annie Oakley Natural Perfumery
Bio-Tech Pharmacal
BlueFlower
Boiron
Chain Drug Marketing Association
Emerson Ecologics
Eurochoc Americas Corp
EZC Pak
G-Science, Inc.
Incrediwear
Medicare’s Limited Income Net Program
NeuroScience
New Hope Network
Nordic Naturals
Nutralinks LLC
Ortho Molecular Products
Prince of Peace Ent.
Pure Encapsulations
Sockwell (Goodhew LLC)
Sovereign Laboratories
Warmies by Intelex USA
Wellness Works
Xlear Inc.

Neutraceuticals
Protocol for Life Balance

OTC/HBA
Acetaminophen Awareness Coalition/Know Your Dose
Attain Med, Inc.
Bio-Tech Pharmacal
Boiron

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Chain Drug Marketing Association
Clarion Brands
Doctor Easy Medical Products
Eurochoc Americas Corp
EZC Pak
Franklin Eyewear
G-Science, Inc.
H. D. Smith
Incrediwear
Mason Vitamins
Miami-Luken Inc.
Nutralinks LLC
Orthozone, Inc.
ParagonMeds
PD-Rx Pharmaceuticals, Inc.
Pharmacy Eyewear
Prince of Peace Ent.
Purdue Pharma, LP
RDC
RockTape, Inc.
Rose Health Care LLC
Sancilio Pharmaceuticals Company
Try This First
Wellness Works

Ownership
PRS Pharmacy Services

Patient Safety
NASPA/Alliance for Patient Medication Safety

Pharmaceutical
Alkermes
America’s Best Care Plus
American Associated Pharmacies
Anda, Inc.
Arbor Pharmaceuticals, LLC
Attain Med, Inc.
Auburn Pharmaceutical
AWC Specialty RX Consulting, LLC d.b.a. Redmond and Greer Pharmacy Supply
Azova Health
Bellco Generics
Boiron
Calmoseptine, Inc.
Clarion Brands
Control Company
CutisPharma, Inc.
Daiichi Sankyo Inc.
DOSIS—Manchac Technologies
Emerlyn Technology/ SureCost
Fagron, Inc.
Genetco, Inc.
Guaranteed Returns (GRx)
Health Engineering Systems
HealthSource Distributors
Hercules Pharmaceuticals, Inc.
HT2, Inc. dba Healing Tree
Incrediwear
KeySource
KloudScript, Inc.
Lilly USA, LLC
LP3 Network
McKesson
Medicare’s Limited Income Net Program
Medisca
MedTel Communications
Merck & Co. Inc.
Miami-Luken Inc.
Mylan, Inc.
Numed
ParagonMeds
PaxVax
Pfizer
Pharm Assess, Inc.
Pharmsource Wholesale, LLC
PioneerRx Pharmacy Software
PrescribeWellness
Pure Encapsulations
QS/1
Quality Care Products, LLC
RDC
Real Value Products Rx
Rx Systems, Inc.
Sancilio Pharmaceuticals Company
Sanofi
SaveBig Rx (dba Healthsource Distributors)
Scimera BioScience
Teva
Thrifty White Pharmacy
Trifacta Pharmaceuticals USA
TriState Distribution
United Community Bank
Upshers-Smith Laboratories, Inc.

Pharmaceutical Return Services
Guaranteed Returns (GRx)

Pharmacy
FDA/CDER/DDI

Pharmacy Automation
Pillvac
Robotik Technology
RxMedic

Pharmacy Benefit Management Solutions
Data Rx Management, Inc.
SUNRx

Pharmacy Management System
KeyCentrix, LLC
McKesson

Pharmacy Packaging
Centor Inc.
Pharmacy Automation Supplies (PAS)

Pharmacy Technician Certification
National Healthcareer Association
POS System
CAM Commerce Solutions
KeyCentrix, LLC

Practice Tools
Ortho Molecular Products

Prior Authorization Solution
CoverMyMeds

Probiotics
Clarion Brands

Promotional Items
Rx Ears by Persona Medical

PSAO
Pharmacy First

Publication
JMI
Pharmacy Times
RXinsider

Quality Measures
EPIC Pharmacies, Inc.

Refrigeration
Evolve Medical Refrigerators

Revenue Cycle Management
ServRx, Inc.

Reverse Distribution
Return Solutions

Risk Management
Waypoint Rx

SBA Lending
First Bank SBA

Service
America’s Best Care Plus
Ashgrove Marketing Agency
Bankers Healthcare Group
Data Rx Management, Inc.
EzriRx, LLC
FDS, Inc.
FLAVORx
Inmar
KloudScript, Inc.
Mitchell AutoRx/ Mitchell CompToday
New Hope Network
PAAS National
PD-Rx Pharmaceuticals, Inc.
PDR by ConnectiveRx
Pharmacy First
Pharmacy Quality Solutions (PQS)
Plumb’s Veterinary Drugs
Prescribe Wellness
QS/1
RelayHealth
Return Solutions
RxSafe, LLC
ServRx, Inc.
Sykes & Company, P.A.
Waypoint Rx
Zipwhip

Skin & Wound Care
Calmoseptine, Inc.

Social Network
Doximity

Software
KeyCentrix, LLC
Liberty Software

Specialty Pharmacy
KloudScript, Inc.
The Compliance Team, Inc.
Thrifty White Pharmacy

Store Fixtures
Celeste Stein Designs, Inc.
Coshatt Co. Inc.
Evolve Medical Refrigerators
Hamacher Resource Group
RxSafe, LLC

Supplements
Prevagen
Wellness Works
Windmill Health Products

Supplies
Pharmacy Automation Supplies (PAS)
Rx Systems, Inc.

Technology
Azova Health
BD
BestRx Pharmacy Solutions
CarePoint, Inc.
Clarity
Computer-Rx
Control Company
Data Rx Management, Inc.
Dexcom Inc.
Digital Pharmacist Inc.
DocsInk
DOSIS- Manchac Technologies
Emerlyn Technology/ SureCost
En-Vision America
eRx Network
Evolve Medical Refrigerators
FDS, Inc.
First Alternatives/Avazzia
FLAVORx
Health Business Systems
Health Engineering Systems
Inmar
KeyCentrix, LLC

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Kirby Lester
KloudScript, Inc.
Liberty Software
LP3 Network
LPA Wireless
McKesson
MedTel Communications
Mitchell AutoRx/ Mitchell CompToday
Net-Rx
Omnicell, Inc.
PAMM—Proactive Medication Management
Parata
PerceptiMed, Inc.
Pharmacy Quality Solutions (PQS) Pharmetika
PharmSaver LLC
Pillvac
PioneerRx Pharmacy Software
PrescribeWellness
QS/1
RelayHealth
Rx30 Pharmacy System
RxSafe, LLC
ScriptPro
ServRx, Inc.
Speed Script Pharmacy Systems
Surescripts
Synergy Medical USA Inc.
TCGRx
Updox
Vow
Zipwhip

Telecommunications
MedTel Communications

Topical Dosing Dispensers
DoseLogix/Topi-CLICK

Veterinary Prescription Reference
Plumb's Veterinary Drugs

Vitamins
Piping Rock Health Products
Prevagen
Windmill Health Products

Weight Loss Protocol
Ideal Protein of America

Wearable Technology
Rx Ears by Persona Medical

Wellness
RockTape, Inc.

Wholesale/Distributor
American Associated Pharmacies AmerisourceBergen Anda, Inc.
Auburn Pharmaceutical AWC Specialty RX Consulting, LLC d.b.a. Redmond and Greer Pharmacy Supply
Cardinal Health
Celeste Stein Designs, Inc.
Chain Drug Marketing Association Control Company Emerson Ecologics
EzriRx, LLC
Fagron, Inc.
Genetco, Inc.
H. D. Smith
Hercules Pharmaceuticals, Inc.
HT2, Inc. dba Healing Tree Incrediwear
Independent Pharmacy Co-op KeySource
Louisiana Wholesale Drug Company
Mason Vitamins
McKesson

Medicare’s Limited Income Net Program
Medisca
MedTel Communications
Miami-Luken Inc.
Morris & Dickson Co., LLC
Numed
Ortho Molecular Products ParagonMeds
PBA Health
PD-Rx Pharmaceuticals, Inc.
Pharmsource Wholesale, LLC
Provider Services of America, Inc.
Quality Care Products, LLC
RDC
Real Value Products Rx
Rose Health Care, LLC
Sancilio Pharmaceuticals Company
SaveBig Rx (dba Healthsource Distributors)
Smith Drug Company
Sockwell (Goodhew LLC)
Sovereign Laboratories
Thrifty White Pharmacy
Trifecta Pharmaceuticals USA
TriState Distribution
Value Drug Company
VaxServe
Wellness Works

Workflow Synchronization
PAMM—Proactive Medication Management

NCPA 2017 ANNUAL CONVENTION
NCPA 2017 ANNUAL CONVENTION
Affiliate Meetings/Events

**Friday, Oct. 13, 2017**
8 a.m. - 5 p.m.
Compliant Pharmacy Alliance Board Meeting
Room: Sanchez Boardroom

**Saturday, Oct. 14, 2017**
2 - 6 p.m.
CPESN℠ Luminary & Facilitator Business Meeting (invitation only)
Room: Osceola 5-6

5 - 6:30 p.m.
QS/1 Customer Reception & Product Update (QS/1 customers are invited)
Room: Daytona

**Sunday, Oct. 15, 2017**
11:30 a.m. - 1 p.m.
Alabama CPESN℠ Information Session
Room: Osceola 1

11:45 a.m. - 1:30 p.m.
Mix, Mingle & Mocha Reception, Hosted by Cardinal Health Women in Pharmacy
Room: St. George 108

1:30 - 3:30 p.m.
Florida CPESN℠ Information Session
Room: Osceola 1

5 - 7 p.m.
Computer-Rx Customer Connection Experience
Room: St. George 106

5:30 - 7:30 p.m.
APhA Foundation and NAPSA Bowl of Hygeia Reception (invitation only)
Room: Sarasota

6 - 8 p.m.
Getting to Know Your Local CPESN℠ Network: Luminary & Partner Reception
Room: Naples

**Sunday, Oct. 15, 2017 (Continued)**
7 - 8:30 p.m.
Washington State University College of Pharmacy Alumni & Friends Reception
Room: Daytona

7 - 9 p.m.
University of Texas-Austin College of Pharmacy Alumni Reception
Room: St. George 108

**Monday, Oct. 16, 2017**
8 a.m. - 5 p.m.
Western States Pharmacy Coalition Internal Conference Session
Room: Sun 3

2 - 3 p.m.
CPESN℠ Local Network Showcase
Exhibit Hall

5:45 - 7:30 p.m.
Sovereign Labs: “Total Gut Solution That Helps Chronic Conditions: Colostrum-LD®”
Room: St. George 104

6 - 8 p.m.
University of Maryland SoP Alumni Reception
Room: St. George 106

**Wednesday, Oct. 18, 2017**
7 - 9 a.m.
CPESN USA Board of Managers Meeting (invitation only)
Room: Osceola 3

*Note: These are not NCPA events. Please contact the organizations listed for more information.*
Celebrating the rich history and diversity of independent pharmacy

Please stop by the Cardinal Health booth 401 to join the celebration

Coffee and cocktails daily!
Discover solutions to expand your practice while making your current locations even more successful. Learn new ideas for your business at one of our educational programs (both CE and non-CE) or our intimate networking sessions with select companies showcasing the latest technology, services, and products to help you succeed. Perfect for current multi-store owners, or those who want to be.

www.ncpanet.org/multiplelocations