

NCPA 2019 ANNUAL CONVENTION



San Diego

Changing the Pharmacy Payment Model

OCTOBER 26 - 29

PROGRAM GUIDE



SIMPLY PUT, A BETTER BUYING GROUP.

PHARMACY HAS BECOME COMPLEX.
SIMPLIFY WITH CPA.

CONNECT WITH US AT BOOTH 1006

call 888.434.0308 visit compliantrx.com

email sales@compliantrx.com



JOHN KIM,
ROBINSON'S DRUG SHOP, NEW JERSEY
MEMBER 6 YEARS



KELLY SELBY,
COMMUNITY PHARMACY, TEXAS
MEMBER 17 YEARS



BEN PRASAD,
ROGERS DRUG STORE, CALIFORNIA
MEMBER 4 YEARS



MISTY JUARBE,
MISTY'S PHARMACY, GEORGIA
MEMBER 4 YEARS



Highlights for NCPA 2019 Annual Convention

Community pharmacy's future hinges on changing the pharmacy payment model. Get the critical takeaways you need to propel your pharmacy forward.

- **Guidance on how to THRIVE in community pharmacy.** Learn how to prevent and defend against PBM audits, revamp your front end, improve management of cash flow, and much more!
 - **Over 22 hours** of continuing education for pharmacists and technicians.
 - **25 education sessions** led by peers and industry experts, designed to enhance several aspects of your business: accounting, financial management, staff motivation and productivity optimization, marketing, and sales.
- **Lessons from successful peers.** Back by popular demand, Shoot the BreezeSM sessions give you the opportunity to hear and discuss what's working well for other pharmacy owners and their teams in these non-CE sharing talks.
- **Get pharmacist-provided patient care strategies.** Forward-thinking pharmacists are finding innovative ways to practice in CPESN[®] networks. Learn how enhanced services can reinvigorate your business.
- **Get a plan.** Return to your business with insights and strategies designed to help expand your business and help you become more profitable.
- **Discover beneficial partnerships.** An expo filled with HOT DEALS on products and technology to further your business success.
- **Bring the conference home with you.** No more forgotten ideas. Online training and resources to assist you and your team after leaving San Diego.
- **New this year - Quick Consults LIVE!** Short 30-minute non-CE presentations to help you discover new niches, profit opportunities, and solutions. Each presentation is interactive and encourages discussion!
- **New this year - Take 5! Cash-Based Service Edition.** Six pharmacy peers will take five minutes to tell you about a revenue-generating service or offering that is working well. You'll have 10 minutes to interact, ask questions, and offer suggestions. When time runs out, it's on to the next one. You'll love this fast-moving 90 minutes of profit pearls.

Changing the Pharmacy Payment Model



#NCPA2019ANNUALCONVENTION

Contents

- Advertiser Index 2
- Greetings 5
- NCPA Passport Game 6
- CPESN® Programs 7 - 9
- NCPA Officers 10
- NCPA Board of Directors 10
- Council of Presidents 10
- General Information 11
- NCPA Member Services/
- Bookstore Pavilion 12
- Continuing Education Credits 14
- Expo 15
- Thank You to Our Sponsors 16
- Invited Guests 19
- Welcome to San Diego! 21
- House of Delegates Agenda 24
- Convention Center Floor Plans 27
- Speaker Profiles 31
- Daily Programming 38
- Saturday, Oct. 26 39
- Sunday, Oct. 27 49
- Monday, Oct. 28 57
- Tuesday, Oct. 29 63
- Trade Show**
- Expo Floor Plan 68
- Comprehensive
- Exhibitor Listings 70
- Product Categories 99

Advertiser Index

- AmerisourceBergen/Good Neighbor 3
- Beutlich Pharmaceuticals 29
- Blister Balm 74
- Cardinal Health Inside Back Cover
- Compliant Pharmacy Inside Front Cover
- CPESN 7
- EPIC 74
- Guaranteed Returns 23
- GSK 34
- IPG Natural Health 98
- KeySource 17
- Letco Medical 83
- McKesson 74
- Merck 26, 30, 48
- PCCA 20
- Pharma Funding 74
- Pharmacist Mutual 62
- Pioneer Rx 25
- Prevagen 103
- Ranger Ready 91
- SlashRx Back Cover
- Storey Marketing 91
- Surescripts 45
- US Medical Funding 4
- White Coat Nutra 91

This advertiser index is provided for the reader's convenience and is not part of the advertising contract. While every attempt is made to provide accurate information, the publisher cannot be held responsible for errors or omissions.

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

NCPA 2019 Annual Convention
 San Diego Convention Center
 Oct. 26 - 29, 2019, San Diego, CA
 More information regarding the Annual Convention is available
 at www.ncpanet.org/convention.

The official NCPA Convention Program Guide is published by NCPA as an exclusive service to Annual Convention attendees. While every effort is made to ensure accuracy, NCPA makes no warranties, expressed or implied, related to the information. Information contained herein is subject to change without notice. No part of this publication may be reproduced, stored or transmitted without written permission from NCPA.

© 2019 National Community Pharmacists Association. All rights reserved.



Everything you need to stand out
 as a one-of-a-kind destination
 for personalized care

At *Good Neighbor Pharmacy*®, we understand and respect what makes your pharmacy unique.

We'll partner with you to strengthen your defining attributes while keeping your business true to who you are. Our team of specialized experts will help you implement tailored solutions designed to optimize the core value centers of your pharmacy.



In-Store Experience



Marketing



Managed Care



Business Performance

To learn more about how *Good Neighbor Pharmacy* can help you thrive in your community, email gnp@amerisourcebergen.com or visit WeAreGNP.com.

Visit us at Booth #901!

Is that high adjustable SBA rate squeezing your pharmacy's cash flow?



Come visit us at
Booth #100 in San Diego



Save thousands with a low fixed conventional loan!

7 Ways to Grow Your Pharmacy

- Refinancing
- Acquisition
- Real Estate
- Start-Up
- Equipment
- Working Capital
- Rapid Cash Advance



Glenn Cornella Marc Cornella



The Preferred Lending Source for the NCPA

(800) 683-0608

*Conventional lending parameters vary in each state

loan@usmedicalfunding.com • www.usmedicalfunding.com/pharmacists

Greetings!

Welcome to San Diego and the NCPA 2019 Annual Convention. I hope you're as excited as I am about this convention. We're gathered with pharmacists, exhibitors, future pharmacists, and friends in one of the most beautiful cities in the country, to explore our shared goal of changing the pharmacy payment model.

Look through this convention program, and you'll see opportunities everywhere. There are speakers to inspire you and education sessions to motivate you. You'll catch up with old friends and meet new ones. You'll hear about new ways to help your patients live healthier lives. You'll get tips to help you boost profits, cut expenses, and bring new patients to your pharmacy.

Listen, share, and keep an open mind. If you do, this convention can transform your pharmacy. It's easy to stay at home and continue to do the same thing day after day. But you made the decision to come to San Diego for solutions. You've come to the right place at the right time. We're talking about changing the pharmacy payment model, but more than that, we are talking about ways to accomplish it. No theories here. Just real solutions you can take home and implement right away.

This convention program guide can help you plan your days. It includes such helpful sections as convention-at-a-glance, daily programming, convention center floor plans, and a list of exhibitors and their booth numbers. Download the free NCPA 2019 App to get the same information. And new this year: a special convention-oriented edition of qAM.



We're calling it **qPM**, and it will be in your inbox in the evening every day of the convention.

It has been a privilege and a pleasure to serve as your president in 2018-19. I've met so many innovative and enthusiastic pharmacists and students that I know the future of our profession is in the best possible hands. I want to thank my wonderful family, friends, business partners, pharmacy staff, and the dedicated NCPA team for all they've done to make this a great year.

Best wishes to all of you, now, and in the future. Have a great, productive, and fun convention. Finally, be sure to put next year's convention on your calendar now. It's Oct. 17-20, in Nashville. I'll see you there.

Enjoy San Diego and have a fun and productive convention!

Bill Osborn, PharmD
President, 2018-19

#NCPA2019ANNUALCONVENTION

NCPA PASSPORT GAME

The popular **Money Machine Grab**, aka the NCPA Passport Game, is back! Meet and speak with Expo exhibitors and you could go home a winner.

Playing the NCPA Passport Game is easy!

1. You will receive a passport game card for Sunday and Monday at registration. If you lose your game cards, pick up new ones at the NCPA Registration Desk.
2. During the Expo, visit exhibitors' booths featured on the passport game cards to learn about their products and services and get your passport stamped by them. All game cards must be completely stamped to be entered into the drawing. (Don't forget to fill in your identification information on the card!)
3. The drawings will be held on **Sunday and Monday** during Expo hours. Drop your stamped card off at the NCPA Pavilion (Booth 931) by **4:55 p.m. to be entered into the Sunday drawing** and **4:25 p.m. to be entered into the Monday drawing**. Two names will be picked at random. Winners have five minutes to get to the NCPA Pavilion to participate.
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 \$5,000 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.

Good luck!



We are pharmacists who have come together because we have more to offer than the current system asks of us.

We have formed a clinically integrated network to express our value and offer the market a different level of patient engagement.

We are committed to documenting our care so those we work with can tell we are different and that we truly achieve better outcomes.

We are investing in ourselves to make this happen and other like-minded pharmacists are welcome to join us.

We are ready to be paid differently and aligned with an enhanced role in patient care.

Payers who want value and clinical outcomes are encouraged to engage with us.

We are CPESN.



I AM AN
Investment
NOT A
COST CENTER



CPESN® Networks are Growing and Signing Payer Contracts

Here at the NCPA Annual Convention, you can get all the updates on the growth of CPESN® Networks. The facing page lists CPESN events being held in conjunction with this year's Convention. Join in the conversation about how the local CPESN network in your area is moving forward.

The CPESN team also recommends you consider attending these education sessions:

- **Adherence Optimization: Targeting Strategies, Pharmacy VIPs, and Payer Programs**
Saturday, Oct. 26, 10:15 – 11:45 a.m.
- **New Ways to Identify and Mitigate Adverse Drug Events and Get Paid for It**
Saturday, Oct. 26, 1:15 – 2:45 p.m.
- **Time is Money: Creating Time in Your Current Staffing Model**
Saturday, Oct. 26, 1:15 – 2:45 p.m.
- **Ensuring Terms in Non-Dispensing Contracts Work for You**
Saturday, Oct. 26, 3 – 4:30 p.m.
- **Community Health Worker: The Staff Position You Never Knew You Needed**
Sunday, Oct. 27, 7:45 – 9:15 a.m.
- **Care Planning: The Key to Thriving and Surviving**
Monday, Oct. 28, 7:30 – 9:15 a.m.
- **Caring for Patients on Opioids**
Tuesday, Oct. 29, 10:15 – 11:45 a.m.



Be sure to visit the CPESN® team at the NCPA Pavilion on the Expo Floor to get involved and get your questions answered.



CPESN Events

CPESN Payer Engagement Workshop

(Registration Required)

Saturday, Oct. 26, 8 a.m. – noon

Marriott Marquis San Diego Marina |

Pacific Ballroom 14-17

CPESN Business Meeting (Registration Required)

Saturday, Oct. 26, 1 – 5 p.m.

Marriott Marquis San Diego Marina |

Pacific Ballroom 14-17

CPESN Florida Information Session

Sunday, Oct. 27, 8 – 9:30 a.m.

Marriott Marquis San Diego Marina | Temecula 1

Pennsylvania Pharmacist Care Network Information Session

Sunday, Oct. 27, 8 – 9:30 a.m.

Marriott Marquis San Diego Marina | Temecula 2

CPESN Kansas Information Session

Sunday, Oct. 27, 8 – 9:30 a.m.

Marriott Marquis San Diego Marina | Temecula 3

CPESN California Information Session

Sunday, Oct. 27, Noon – 2 p.m.

Marriott Marquis San Diego Marina | Temecula 1

CPESN New Jersey Information Session

Sunday, Oct. 27, Noon – 2 p.m.

Marriott Marquis San Diego Marina | Temecula 2

CPESN New York Information Session

Sunday, Oct. 27, Noon – 2 p.m.

Marriott Marquis San Diego Marina | Temecula 3

I-CPEN (Illinois) Information Session

Sunday, Oct. 27, Noon – 2 p.m.

Marriott Marquis San Diego Marina | Temecula 4

CPESN Texas Information Session

Sunday, Oct. 27, 2 – 4 p.m.

Marriott Marquis San Diego Marina | Temecula 1

CPESN Missouri Information Session

Sunday, Oct. 27, 2 – 4 p.m.

Marriott Marquis San Diego Marina | Temecula 2

#NCPA2019ANNUALCONVENTION

CPESN Washington Information Session

Sunday, Oct. 27, 2 – 4 p.m.

Marriott Marquis San Diego Marina | Temecula 3

CPESN PPOK-RxSelect Information Session

Sunday, Oct. 27, 2 – 4 p.m.

Marriott Marquis San Diego Marina | Temecula 4

CPESN Networking Reception

Sunday, Oct. 27, 6 – 7:30 p.m.

Marriott Marquis San Diego Marina |

Pacific Ballroom 14 & 15

CPESN Network Facilitator Focus Session

Monday, Oct. 28, 8 – 9:30 a.m.

Marriott Marquis San Diego Marina | Temecula 1

Academia CPESN Transformation (ACT)

Pharmacy Collaborative

Monday, Oct. 28, 8 – 9:30 a.m.

Marriott Marquis San Diego Marina | Temecula 2

CPESN Wisconsin Information Session

Monday, Oct. 28, Noon – 2 p.m.

Marriott Marquis San Diego Marina | Temecula 1

CPESN Information Session

for New England Networks

Monday, Oct. 28, Noon – 1 p.m.

Marriott Marquis San Diego Marina | Temecula 2

CPESN Ohio Information Session

Monday, Oct. 28, 2 – 4 p.m.

Marriott Marquis San Diego Marina | Temecula 1

CPESN Georgia Information Session

Monday, Oct. 28, 2 – 4 p.m.

Marriott Marquis San Diego Marina | Temecula 2

CPESN USA Board of Managers Meeting

Wednesday, Oct. 30, 8 – 10 a.m.

Marriott Marquis San Diego Marina |

San Diego Ballroom C

Officers and Board of Directors

NCPA Officers

- President – Bill Osborn, Miami, Okla.
- President-elect – Brian Caswell, Baxter Springs, Kan.
- 1st Vice President – Christian Tadrus, Moberly, Mo.
- 2nd Vice President – Justin Wilson, Midwest City, Okla.
- 3rd Vice President – Michael Kim, Washington, D.C.
- 4th Vice President – Jonathan Marquess, Woodstock, Ga.
- 5th Vice President – Hashim Zaibak, Milwaukee, Wis.

Board of Directors

- Chairman – Michele Belcher, Grants Pass, Ore.
- Board member – Hugh Chancy, Hahira, Ga.
- Board member – Jeff Carson, San Antonio, Texas
- Board member – Lea Wolsoncroft, Birmingham, Ala.
- Board member – Jeff Harrell, Ilwaco, Wash.
- Board member – Kristen Riddle, Conway, Ark.
- Immediate Past President – Dave Smith, Indiana, Pa.
- CEO – B. Douglas Hoey, Alexandria, Va.

Council of Presidents

- Calvin J. Anthony, Stillwater, Okla.
- Bradley J. Arthur, Oro Valley, Ariz.
- C. Robert Blake, West Union, Ohio
- Donnie R. Calhoun, Anniston, Ala.
- Paul J. Dumouchel, Wellesley Hills, Mass.
- Kenneth B. Epley, Alexandria, Va.
- Stephen L. Giroux, Middleport, N.Y.
- Gene Graves, Little Rock, Ark.
- Robert J. Greenwood, Waterloo, Iowa
- Joseph H. Harmison, Arlington, Texas
- Holly W. Henry, Seattle, Wash.
- Lonnie F. Hollingsworth, Lubbock, Texas
- James L. Martin, Austin, Texas
- W. Whitaker Moose, Mt. Pleasant, N.C.
- Joseph A. Mosso, Latrobe, Pa.
- DeAnn M. Mullins, Lynn Haven, Fla.
- James R. Rankin, Highland, Ill.
- Mark S. Riley, Little Rock, Ark.
- William L. Scharringhausen, Park Ridge, Ill.
- John T. Sherrer, Marietta, Ga.
- H. Joe Smith, Rehobeth Beach, Del.
- John E. Tilley, Downey, Calif.
- Tony P. Welder, Bismarck, N.D.
- Charles M. West, Little Rock, Ark.
- Lonny D. Wilson, Edmond, Okla.



NCPA 2019 ANNUAL CONVENTION

General Information



Convention Location

The registration area, service desks, offices, educational offerings, NCPA Expo, meetings, and most social functions are located in the San Diego Convention Center. You will find detailed information in this program for venue/meeting room locations and times for all official convention activities. Check the NCPA 2019 mobile app each day for updates and last-minute changes.

Registration

NCPA convention registration is located on the Ground Level – Lobby AB of the San Diego Convention Center.

Registration will be open during the following hours:
Saturday, Oct. 26 | 7 a.m. – 8:30 p.m.
Sunday, Oct. 27 | 7 a.m. – 6 p.m.
Monday, Oct. 28 | 7 a.m. – 6 p.m.
Tuesday, Oct. 29 | 7 a.m. – 3 p.m.



#NCPA2019ANNUALCONVENTION

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:** Black
- Members:** Forest Green
- Students:** Orange
- NCPA Staff:** Purple

Media Representatives

Media representatives should check in at the NCPA registration area, located on the Ground Level – Lobby AB of the San Diego Convention Center to receive the required media credentials.

Opening Night Reception

All registered attendees will be able to attend the Opening Night Reception on Saturday, Oct. 26 from 6:30 – 8:30 p.m. in the West Terrace of the convention center located on the upper level floor. Guests may purchase individual tickets to the reception for \$75 each at the NCPA Registration Desk, located on the

Ground Level – Lobby AB of the San Diego Convention Center.

House Of Delegates Credentials Registration

Delegates should pre-register and pick up their ribbons at the Credentials desk in the NCPA registration area, located on the Ground Level – Lobby AB of the San Diego Convention Center.

The Credentials desk will be open during the following hours:
Sunday, Oct. 27 | 1 – 3 p.m.
Monday, Oct. 28 | 1 – 3 p.m.

Shoot The Breeze™ - Returns Again This Year!

NCPA will be offering business boosting “Shoot the Breeze” sessions that help you dig deep into the who, what, where, and when questions for starting your plan for success. There are also many non-CE programs that will cover a multitude of compelling topics.

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.



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 profile. 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 visit 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 50 years of service, the NCPA Foundation is sponsoring a number of activities and programs during the convention that are designed to advance independent community pharmacy and recognize volunteers, students, pharmacy school faculty, and pharmacists who have exhibited exemplary leadership or have made exceptional contributions to independent pharmacy. These include the Good Neighbor Pharmacy NCPA Pruitt-Schutte

Student Business Plan Competition, 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 (1029) and the PIP booth (1027) in the exhibit hall to learn more about the foundation and PIP.

Sunday Worship Service

A non-denominational worship service will be offered on Sunday, Oct. 27 from 7:15 - 8:15 a.m. in Room 4 of the San Diego Convention Center.

Emergencies

If you, or someone you know, is experiencing a medical emergency during the NCPA 2019 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 Level 1 Lobby of the San Diego Convention Center.

Lost and Found

To inquire about lost items, please check at the NCPA registration desk, located in the Level 1 Lobby of the San Diego Convention Center.

Smoking Policy

Smoking during the NCPA 2019 Annual Convention is prohibited indoors at all facilities.

Cell Phones

To ensure a quiet environment in educational sessions, all cell phones should be turned off or set to silent mode. Please leave the business education area to conduct calls. Thank you for your cooperation.

Child Care Arrangements

Please note that 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 your hotel concierge, who can provide a list of licensed, bonded, San Diego-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, registration, local directions, etc., may ask at the NCPA Information Desk, located in the NCPA Convention registration area on the Ground Level - Lobby AB of the San Diego Convention Center.

SAVE YOUR DATA

Complimentary Wi-Fi access is available for Convention attendees throughout the NCPA function space within the San Diego Convention Center, except for the Exhibit Hall.

Network username: NCPA
Password: NCPA2019



Suggestion Policy

Please share your feedback regarding your convention experience with us by writing to the NCPA Convention Department, 100 Daingerfield Road, Alexandria, Va. 22314. Educational programming concerns will be addressed by NCPA senior director of program development, Bri Morris.

CE Central

Attendees who would like to submit their CE on-site may do so at NCPA's CE Central kiosk, located near the NCPA convention registration desk on the Ground Level-Lobby AB of the San Diego Convention Center. Instructions for submitting for CE are below.

Continuing Education Credits

 NCPA is accredited by the Accreditation Council for Pharmacy Education (ACPE) as a provider of continuing pharmacy education. The NCPA 2019 Annual Convention will provide up to 22.5 contact hours (2.25 CEUs) of continuing pharmacy education credit. Additional hours can be obtained by participating in pre-convention educational programs. Participants must scan into each session and complete an evaluation of each session attended to receive credit. The target audience is pharmacists and pharmacy technicians.

Access online CE credit and open new doors to free home study CE, a complete personal CE tracking system, and much more on NCPA Learn, or www.ncpalearn.org.

Step 1

Go to the conveniently located NCPA CE Central. CE Central is located near the NCPA convention registration desk on the Ground Level-Lobby AB of the San Diego 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" on 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.

Step 3

After logging in, click on NCPA Annual Convention under Live Meetings. Click on the Launch button on the right side of the page. Enter your e-Profile ID and DOB (MMDD). Submission of your e-Profile ID and DOB is required in order to obtain credit for the CE sessions you attended. If you don't have your e-Profile ID, please go to www.cpemonitor.com and register.

Step 4

Enter access code: **ncpa2019**

Step 5

Check the box next to each session attended; you will be required to complete a brief online evaluation. Once you have selected your sessions, click launch on the first selection to start the evaluation process.

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

You will only have four 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 four-week deadline for the online evaluation submission of the program.

Social Media

Join the NCPA 2019 Annual Convention conversation! Post your photos and/or videos to social media and use the hashtag #NCPA2019AnnualConvention. Be sure to tag NCPA (@commpharmacy) and follow for the latest news and updates too!

 facebook.com/commpharmacy

 [@commpharmacy](https://twitter.com/commpharmacy)

 linkedin.com/company/ncpa

 [@commpharmacy](https://instagram.com/commpharmacy)

Expo Location

The NCPA Expo is located on the Ground Level of the San Diego Convention Center in Exhibit Halls A-B1.

Showcase Policy/ No Suitcasing

To protect our valued exhibitors and their investment in attending the NCPA 2019 Annual Convention, our rules strictly prohibit solicitation, suitcasing, or outboarding by attendees who transact business at the Convention or in NCPA Convention hotels and do NOT have exhibit booths. If any attendee is observed doing such activities, they will be asked to leave immediately. Convention 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 Convention management.

Things to Do in the NCPA Expo

• Community Pharmacy Residency Showcase

Sunday, Oct. 27 | 1:15 – 3:15 p.m.
A can't miss event for students looking for post-graduate programs in community pharmacy or pharmacy teams looking to start their own residency. Network with leaders and current residents from community pharmacy, pharmacy ownership, and association management programs nationwide.

• Innovations in Community Practice Poster Symposium

Sunday, Oct. 27 | 2:30 – 4 p.m.
Engage and support your colleagues who are working to advance community pharmacy practice through research. Find out what worked well and lessons learned from the experts of innovative pilot programs, student business plans, and community pharmacy research during this time. All attendees are welcome and encouraged to attend.

• Quick Consults - LIVE! New this year in the Expo!

Sunday, Oct. 27 | 2 – 5:45 p.m.
Monday, Oct. 28 | 1:30 – 5:15 p.m.
New niches, new profits, new ways of approaching a challenge - these short, interactive, non-CE presentations on the Expo floor will give you the quick consult you've been looking for to elevate your business! Each session is only 30 minutes, so you'll have plenty of time to join and explore the Expo. Check out the daily programming guide for topics and details.

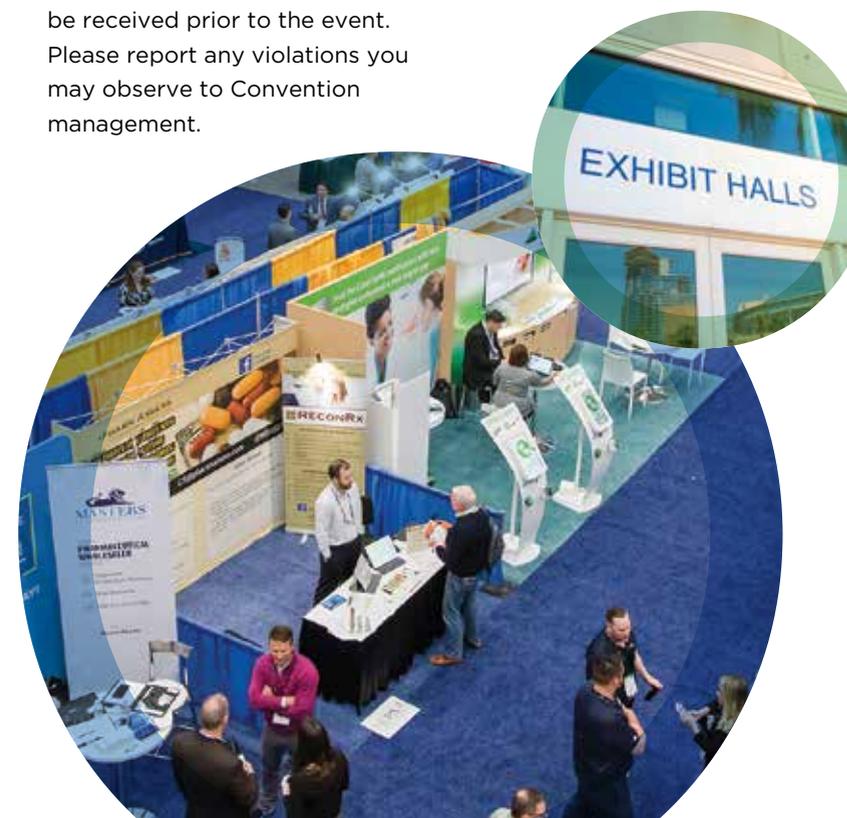
Expo Hours

Sunday, Oct. 27 | 1 – 6 p.m.

5 – 6 p.m. Reception in Exhibit Hall

Monday, Oct. 28 | 11:30 a.m. – 5:30 p.m.

11:30 a.m. – 1:30 p.m. Buffet Lunch



Thank You To Our Sponsors

AS OF 9/30/2019



KeySource™

Your Trusted Source for Generic Pharmaceuticals

Find us at NCPA
Booth #814

- Consistent product line
- Personalized service
- VAWD® Accredited
- Direct purchasing from FDA approved manufacturers



Supplying Pharmacies with Consistency & Value

KeySourceUSA.com | 800.842.5991

Registration opens
Wednesday, Nov. 13, 2019



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



Invited Guests

REPRESENTATIVES FROM THE FOLLOWING ORGANIZATIONS HAVE BEEN INVITED TO ATTEND THE NCPA 2019 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
Association for Accessible Medicines
Biotechnology Industry Organization
Board of Pharmaceutical Specialties
Chain Drug Marketing Association Inc.
College of Psychiatric and Neurologic Pharmacists
Community Pharmacy Foundation
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
Hematology/Oncology Pharmacy Association
International Academy of Compounding Pharmacists
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 Association of Specialty Pharmacies
National Council for Prescription Drug Programs
The National Council on Aging
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 Product Council
Pharmaceutical Research and Manufacturers of America
United States Pharmacopeia



#NCPA2019ANNUALCONVENTION

We offer pharmacists a partner in the world of compounding.

You're already making a difference in patients' lives, now let us help you take your compounding practice to the next level.

To learn more about PCCA membership, visit us at booth #911. Also, join us for breakfast on October 28 at 7:30 a.m. in Room 8 of the San Diego Convention Center.



Welcome to San Diego!

With its year-round warm climate, 50 miles of sun-soaked coastline and world-famous attractions, San Diego is a top tourist destination. But this Southern California metropolis with a laid-back vibe is also home to cutting-edge businesses in life sciences, genomics, biotechnology, telecommunications, Smart City technology, software, electronics, and other major innovative industries. Known as "America's Finest City," San Diego is famous for its miles of white sand beaches and amazing weather.

The city offers an abundance of fun attractions for visitors of all ages. Boasting a citywide population of more than 1.3 million and more than 3 million residents county-wide, San Diego is California's second largest city and eighth-largest in the United States. San Diego County is made up of

18 cities and towns along with other charismatic neighborhoods and communities, such as Carlsbad, Coronado, Del Mar, downtown San Diego's Gaslamp Quarter, Point Loma, Chula Vista, Old Town, La Jolla, and North Park.



#NCPA2019ANNUALCONVENTION

San Diego is renowned for its incredible climate, which is characterized by warm, dry summers and mild winters, with most of the annual precipitation falling between December and March. The average temperature in late October is 70 degrees. America's Finest City also showcases many popular attractions for the whole family to enjoy. Some of these include Sea World San Diego, LEGOLAND California, the world-famous San Diego Zoo, the Cabrillo National Monument, Balboa Park, several casinos, and many historic parks and museums.

San Diego is home to a number of sports teams, ranging from college



athletics to professional. MLB's Padres take center stage as the only professional team in the city. The San Diego State University Aztecs and the University of San Diego Toreros are NCAA Division I schools, while the University of California, San Diego Tritons partake in the NCAA Division II athletic events.

San Diego's economy relies on military, research, manufacturing, and biotechnology. San Diego has been heavily involved in military and defense since the days of World War II, and it currently hosts the largest naval fleet in the world. Tourism is also a major industry. The city annually hosts more than 30 million visitors. San Diego is

also home to several major producers of wireless cellular technology, such as Qualcomm and LG Electronics. Because of UCSD and other research institutions, biotechnology & life science has made a large presence in the area. There are more than 400 biotechnology companies in the region alone. There are so many reasons San Diego is consistently rated as one of the top vacation convention and vacation destinations in North America. Whether you are looking for a place to relax, energize, or be entertained, San Diego offers the perfect setting.



End your love-hate relationship with returns.

Our three decades of industry expertise make us the go-to source for pharmaceutical returns. GRx ensures pharmacies make smarter business decisions about expired and underperforming inventory using actionable, decision-critical data.

You'll love what we do. Call us today.



NCPA House of Delegates Agenda

Tuesday, Oct. 29, 2019

8 a.m. Call to Order

NCPA President Bill Osborn

Parliamentarian

Kirk Overbey, PRP

Invocation

Hugh Chancy

Report of the NCPA Foundation

Jerry Shapiro, president

Report of the NCPA Board of Directors

Michele Belcher, chairman

Report of the Committee on Credentials

William Scharringhausen, chairman

Report of the Committee on Compounding

Kristen Riddle, chairman

Report of the Committee on Emerging Models

Christian Tadrus, chairman

Report of the Committee on Long-Term Care

Jonathan Marquess, chairman

Report of the Committee on National Legislation and Government Affairs

Justin Wilson, chairman

Report of the Committee on State Legislation

Hashim Zaibak, chairman

Report of the Committee on Technology

Michael Kim, chairman

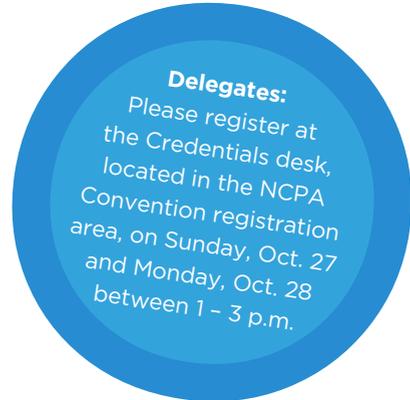
New Business

Report of the Committee on Resolutions

Stephen 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 David Smith

Introduction of New 5th Vice President

To be announced

Remarks of New Vice President

To be announced

Introduction of 2019-2020 President

Sahag Boyajian

Acceptance Address

Brian Caswell

Special Announcements Adjournment

Concluding the NCPA 121th Annual Convention & Expo

Please refer to page 64 in the Daily Programming listing for full CE information and learning objectives for the House of Delegates.



2019 SURVEY

Independent Pharmacy Study

PioneerRx - Number 1 with Independent Pharmacists.

Direct Opinions market research firm released the results of a 2019 study analyzing pharmacy software usage within the independent pharmacy industry. Results of this study reveal PioneerRx continues substantial leadership within the industry, outperforming competitors such as McKesson, ComputerRx, Liberty, and Rx30.

The goal of this research was to identify market shares, compare customer satisfaction scores, and evaluate competitive switching. The survey was conducted as a double-blind study through a telephone questionnaire. The Hayes Directory was used as a participant pool, consisting of 20,088 independent pharmacies across the United States. Data was collected from 2,007 respondents.

Software Installations WITHIN 12 MONTHS PRIOR TO STUDY



Twice as many pharmacies choose PioneerRx over any other competitor.

Top Conclusions

- PioneerRx is the Most Installed Software at Opening
- PioneerRx is the First Choice for Conversions
- PioneerRx has the Most Loyal Customers

Direct Opinions

Independent Pharmacy Study

NCPA 2019 ANNUAL CONVENTION



NCPA 2019 ANNUAL CONVENTION & EXPO

Visit the Merck Exhibit Booth #501 for Information About Merck Product Theaters

The Burden of Pneumococcal Disease and Risk Management in Adults with Diabetes

Saturday, October 26, 2019
Noon | 7AB Ballroom

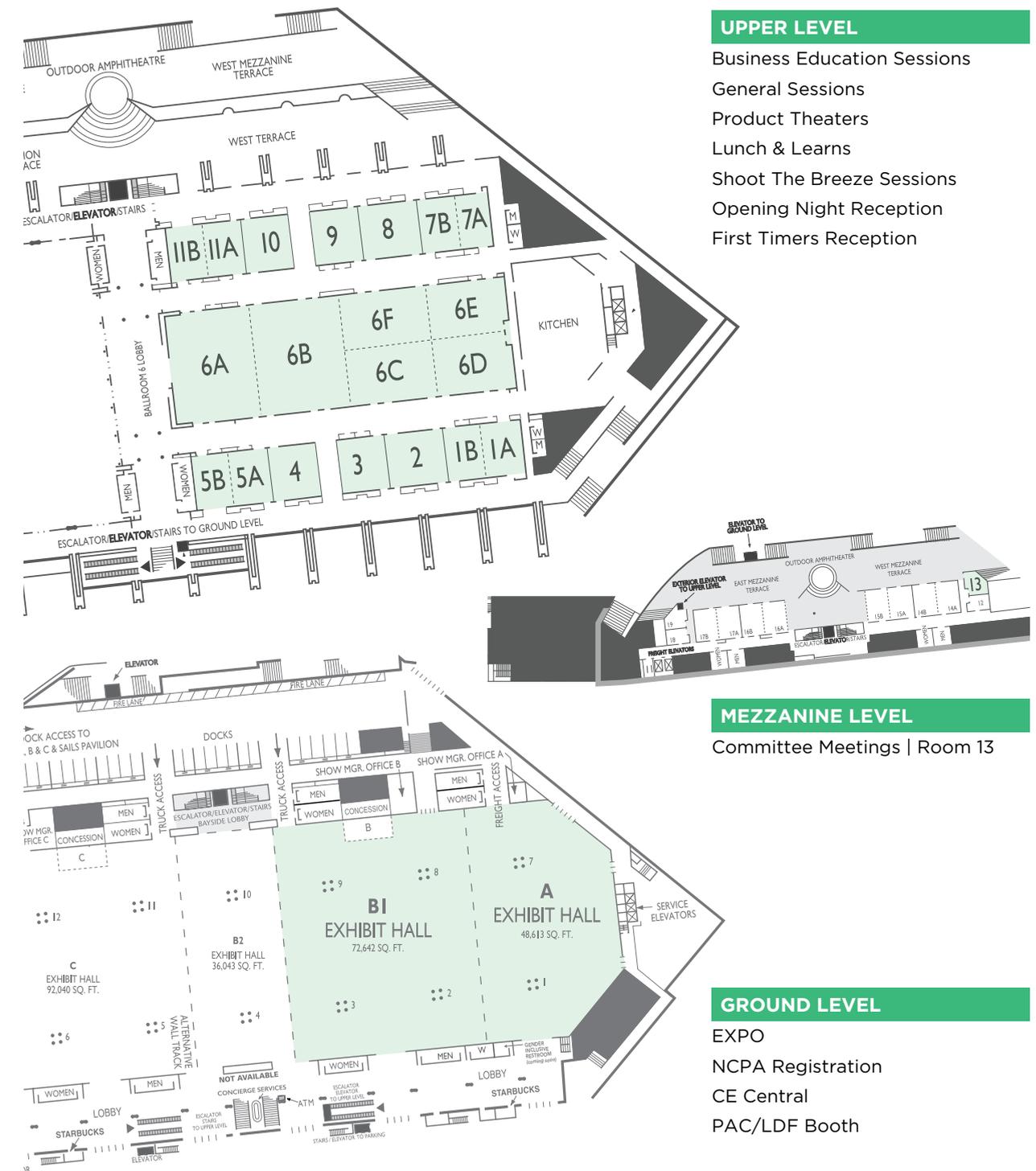
Adults and HPV: Do You Know the Facts?

Monday, October 28, 2019
11:30AM | 11AB Ballroom



Copyright © 2019 Merck Sharp & Dohme Corp., a subsidiary of Merck & Co., Inc. All rights reserved. US-PNX-00711 09/19

San Diego Convention Center



#NCPA2019ANNUALCONVENTION

Marriott Marquis San Diego Marina

STOP BY BOOTH #912 FOR MORE INFORMATION

MEDCOAT®

MEDCOAT® is an amazing new product that will revolutionize the way you take medications. MEDCOAT covers pills and capsules with a coating camouflaging the bad taste of any medicine. It's sugar free and has no artificial flavors or colors added. This coating stimulates saliva production aiding in the swallowing process. The special coating applicator is easy to use and can work on any size shaped pill or capsule. MEDCOAT alleviates the need of crushing tablets or adding flavoring which can alter medicines efficacy.



Ordering Information

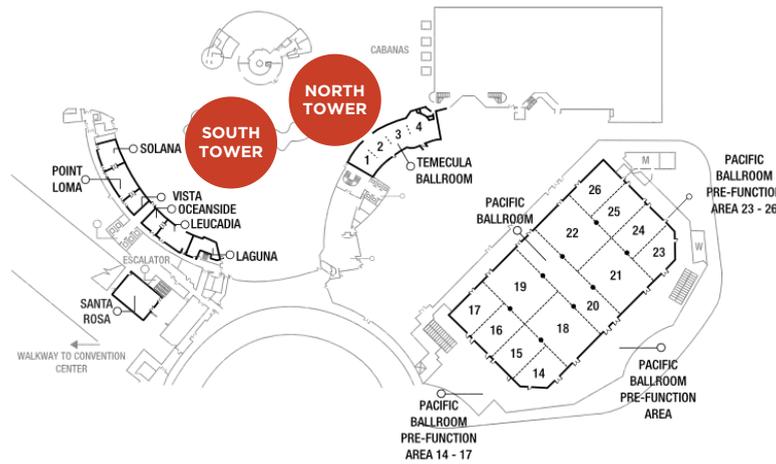
| Item Number | Product |
|-------------|----------------------------|
| 1018514 | Citrus Flavor (lemon/lime) |
| 1018515 | Strawberry Flavor |
| 1018513 | Cola Flavor |



Call us today to place your order or for a free sample at 1-888-832-0322, M-F: 8:00 a.m. – 4:30 p.m. ET. www.medcoatusa.com.

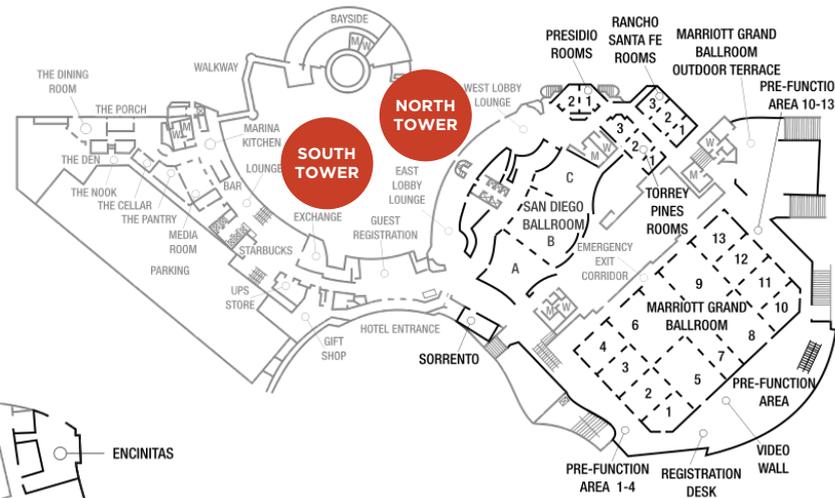
FIRST FLOOR (Ground Level)

CPSN® Events



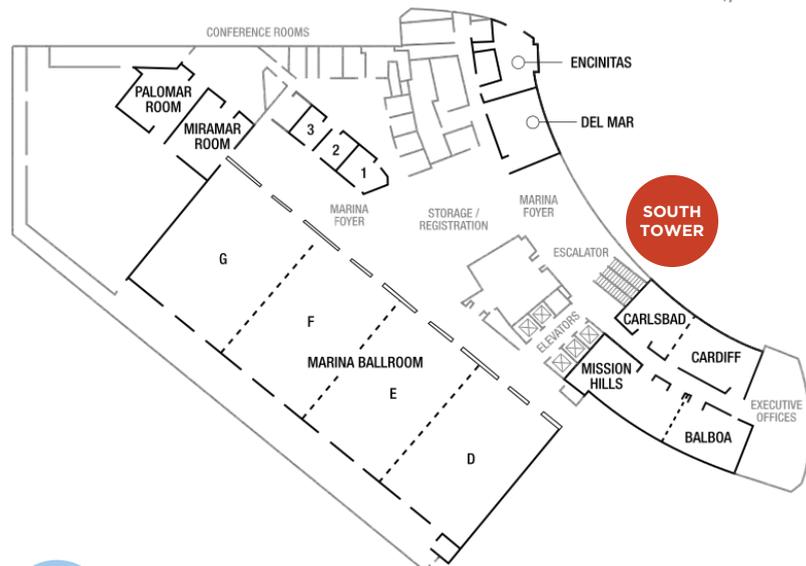
SECOND FLOOR (Lobby Level)

Pre-convention Workshops
Student Pharmacist Programming
NCPA Closing Night Party
Foundation Meetings



THIRD FLOOR (SouthTower)

Pre-convention Workshops



NATURAL GREAT TASTE

- MEDCOAT covers pills and capsules with a coating camouflaging the bad taste of any medicine.
- Sugar, Soy and Gluten Free
- No artificial flavors or colors added.

EFFICACY

- Pills and capsules are covered in a slippery coating making it easy to swallow them.
- Perfect for coating pills with sharp edges or ones that have been halved or quartered.
- The special coating applicator is easy to use and can work on any size and shape of pill or capsule.
- Alleviates the need of crushing pills or adding flavoring which can alter medicines efficacy.
- MEDCOAT dissolves in 47 seconds once swallowed.

SAFETY

- Contains only food ingredients that are not known to interact with drugs.
- No known contraindications with any drugs.
- Many pills should not be crushed and using MEDCOAT will allow many patients to take the pill without the needing to do this first.

ADDED BENEFITS

- Helps patients take the right dose of their prescribed medications by alleviating the need to crush or cut pills.
- Encourages patients to complete their prescribed and non-prescribed medicine regimens.
- One MEDCOAT applicator can coat up to three pills depending on the size.
- Allows doctors to prescribe the pill version of a patient's medication rather than the liquid form, which is often bad tasting and dosed improperly.

 **SIVEXTRO**[®]
(tedizolid phosphate)
 200 mg tablet

Explore
 our booth
 to learn more.



Business Education Speaker Profiles



Amina Abubakar, PharmD, AAHIVP, owner, RxClinic Pharmacy, Charlotte, N.C. Amina is a leader

in community pharmacy, always finding a way to implement new services into her business and advance the profession. She has cracked the code and is operating a successful pharmacogenomics program. Amina is an advocate in this space and was recently invited to the White House Office of Science and Technology Policy and to the FDA to discuss the role of pharmacists in pharmacogenomics.



Steve Adkins, PharmD, owner, Health Park Pharmacy. Steve has grown his packaging program to well over

1,000 patients by working with home health agencies, discharge nurses, and social workers from nursing facilities.



Caitie Brown, PharmD, PGY-1 resident, Shaver Pharmacy & Compounding Center.

Caitie is a graduate of Samford University McWhorter School of Pharmacy, is currently completing a PGY-1 community-based residency at Idaho State University, and is the network liaison for CPESN-ID. She is conducting a research project on the current

opioid workflow at Shaver Pharmacy & Compounding Center and is directly embedded in the clinical workflows of the pharmacy.



Kathy Campbell, PharmD, owner, Medicap Pharmacy. Developing a private label in her single-

pharmacist practice allows Kathy to ensure that when she works with patients to achieve optimal health, they can walk out of store with her reliable, quality product and keep coming back for more. Kathy's expansion into private label products has allowed her to improve her patients' health and the pharmacy's supplement profits.



A.J. Day, PharmD, clinical pharmacist and vice president of clinical services, PCCA. A.J.'s practice

focus areas include veterinary compounding, aseptic compounding, pain management, compounding technique, and regulatory affairs. A.J. serves on the IACP Board of Directors and the National Community Pharmacists Association Compounding Committee.



Katherine I. Funk, Washington, D.C., co-managing partner, Lewis Brisbois Bisgaard & Smith.

Katie has more than 25 years of experience successfully navigating antitrust and business issues on behalf of her clients. Katie works with health care clients on the formation and operation of clinically integrated networks, the buying and selling of provider practices, and other health care system transactions.



Lorri Gebo-Shaver, PharmD, owner, Shaver Pharmacy & Compounding Center. In her role

as CPESN Idaho luminary, Lorri has worked to create awareness and forge opportunities with ACOs, hospitals, health plans, and Medicaid. She is a leader in her state with the adoption of eCare plan documentation into workflow, especially when applied to pharmacist-led opioid education for patients.



Arthur Greeno, Chick-fil-A owner and operator.

Arthur is the owner and operator of two Chick-fil-A restaurants in Tulsa, Okla., an Amazon best-selling author, a mentor, and a coach. Chick-fil-A believes customer service means "to serve," and Arthur trains his team and others about how to honor their guests is an integral part of his business model. Arthur speaks across the nation about his story of leadership, marketing, and overcoming odds throughout life.



Melody L. Hartzler, PharmD, BCACP, BC-ADM, family medicine clinical pharmacist and

associate professor of pharmacy practice, Cedarville Pharmacy.

Melody's primary practice interests are diabetes, pulmonology, and integrative/functional medicine. She has developed an integrative medicine service in her clinical practice in family medicine and has a blog focused on incorporating this approach into chronic disease state management. Melody also uses her blog, *PharmToTable.Life*, as a platform to educate patients and health care providers about this practice.



Dylan Herr, quality assurance and regulatory affairs manager, Eagle Analytics.

Dylan oversees Eagle's Quality Assurance and Quality Control functions of Eagle's operations and is a regulatory consultant to 503A compounding pharmacies. Dylan has led pharmacies through NABP, BOP, and FDA inspections and helped them achieve ACHC and PCAB accreditation.



Calvin H. Knowlton, BScPharm, MDiv, PhD, CEO, chairman, and founder, Tabula Rasa HealthCare.

One of Calvin's companies, CareKensis, is the first national PACE medication risk mitigation company. Calvin has authored and co-authored textbooks, chapters, and articles focused on the role and responsibility of pharmacists in the outcomes of patient-centered medication care.



Richard Logan, Jr., PharmD, co-owner, L&S Pharmacy.

Richard and his son, Tripp, have worked to train their technician staff members as community health workers and utilize these individuals as an extension of their pharmacy to improve care coordination and save patient lives.



Mark McCurdy, RPh, owner, Mark's Pharmacy. Mark is a luminary of CPESN Nebraska and one of

the leaders in the nation for submitting care plans. The Mark's Pharmacy team believes quality care means more than just prompt filling of prescriptions. This dedication to quality and patient care has led to care offerings and services that have helped establish Mark's Pharmacy as a leader in pharmacy patient care.



Carrie Meigs, partner, Lewis Brisbois Bisgaard & Smith.

Carrie is a health care attorney with over 20 years of experience representing health care providers in the issues that matter to them. In her practice, she has developed an approach that allows her to advise health care providers with respect to the legal, regulatory, and business considerations that they face in their practices, all with an understanding of the importance of building and

maintaining a health care practice where patients receive excellent care. Because Carrie has seen the long term impacts on her clients of poorly negotiated contracts and other business arrangements, she is able to offer clients a proactive approach to managing the business side of a health care practice.



Jesica Mills, PharmD, MBA, owner, Owensboro Family Pharmacy and Wellness.

Determined to help a sick loved one who had exhausted traditional treatment options, Jesica learned everything she could from her state board of pharmacy, department of agriculture, and local growers on how to provide safe hemp products to her patients. She is adamant about stocking high-quality products and educating patients on hemp-based products.



Steve Moore, PharmD, owner, Condo Pharmacy.

Steve never misses an opportunity to share how abusive PBM practices are impacting patient lives and his business with his community, legislatures, and press. He has been quoted in local media, industry publications, and also in the *New York Times*.



Help Your Fellow Pharmacist

The NCPA Foundation continues to assist independent community pharmacies across the nation damaged by tornadoes, flooding, and destructive storms thanks to donations to the Disaster Relief Fund.

Be sure to download the Disaster Preparedness Checklist on the disaster relief page of www.ncpafoundation.org, where you'll find useful tips to help you reduce the consequences of an unexpected event.

Through donor support, the NCPA Foundation *preserves the legacy* of independent community pharmacy through scholarships to pharmacy students, research and programs to improve the success of independent pharmacy, community pharmacy-based health awareness programs, and aid to community pharmacy owners for their recovery in the event of disaster, illness, or other adverse circumstances.

Visit www.ncpafoundation.org to give your tax deductible donation.



Follow us on Twitter @NcpaF

IMPLEMENTING SHINGRIX NOW PLAYING AT A THEATER VERY NEAR YOU

Get in-depth information on the SHINGRIX clinical profile, counseling patients, and more

HOSTED BY:
Brian Tieu, PharmD
Health Outcomes Liaison

TIME:
Saturday,
12:00–1:00 PM

LOCATION:
SHINGRIX
Presentation Theater,
Room 11AB

Lunch will be served

Also visit us at Booth #807



Trademarks owned or licensed by GSK.



©2019 GSK or licensor.
SGXJRNA190033 September 2019
Produced in USA.



Shanna O'Connor, PharmD, assistant professor, College of Pharmacy at Idaho State University.

Shanna is on the faculty at Idaho State University College of Pharmacy and the lead network facilitator for CPESN-ID. She is an expert in innovative non-dispensing service development and delivery in community pharmacies, is a consultant for workflow integration for community pharmacists in Idaho and Alaska, and has directly cared for patients with complex pain management concerns.



Richard Ost, RPh, owner, Philadelphia Pharmacy. Richard's pharmacies have had great outcomes with

PBM audits. His pharmacies regularly receive "NO CHANGE" audit results. Richard credits his workflow, staff, and the proactive audit review process for the success.



Eric Pachman, president, 46brooklyn. Eric formed 46brooklyn to find

answers to his questions about the convoluted prescription drug supply chain and share his learnings along the way. Through analyzing U.S. drug pricing data, his company has shown millions of dollars of misuse in the Medicaid programs.



Karla L. Palmer, director, Hyman, Phelps & McNamara. With 27 years of experience as a litigator,

Karla is an expert on DEA and FDA enforcement and litigation matters. Palmer advises clients throughout the supply chain – from manufacturers and distributors to outsourcing facilities, pharmacies, and doctors – on a range of issues including DEA and FDA regulations and guidance, government inspections and investigations, warning letters, consent decrees, and administrative and federal proceedings.



Michelle Pattengill, certified pharmacy technician/community health worker, L&S Pharmacy.

In the few short months of becoming a community health worker, Michelle has addressed hundreds of interventions using her additional skill sets that have improved and saved patient lives.



Bryan Prescott, PharmD, MBA, director of business coaching, PCCA.

Bryan works to provide clients financial analysis, marketing, and human resource expertise. Before joining PCCA, Bryan was PIC and operations manager of LTC at Pharmcare in Pearland, Texas. He is a frequent presenter on pain, palliative care, wound, scar, ENT, and marketing.



Dared Price, PharmD, co-owner, Graves Drug Stores. After seeing the business impact of a med sync

program with 900 patients, Dared and his wife, Renee, made growing their med sync program a wildly important goal of their business, and the program is still growing.



Jason Rapert, Arkansas state senator. Sen. Rapert was influential in passing the first bill in

the U.S. to permit state-level regulation of pharmacy benefit managers by the state insurance commissioner. He is a vocal proponent for state PBM regulation. Under his leadership as president of the National Council of Insurance Legislators, the organization adopted the Arkansas framework as their PBM model legislation. To date, almost a quarter of the states have introduced legislation modeled after the NCOIL bill.



Susan Rhodus, RPh, senior vice president, contract administration, Gerimed. Susan has been a leader in

the long-term care industry for more than 30 years and is a leading advocate for medical-at-home services.



Josh Rimany, RPh, FACA, owner, Dilworth Drug and Wellness Center.

Recognizing that his patients were heading to Amazon to buy the same vitamins he was selling, Josh decided to intervene by making a label they could only get from him – his own. Creating a private label has allowed Josh to create brand loyalty and ensure that the profits from supplement sales would stay within his four walls.



Shelley Roberts, PharmD, owner, Grassroots Pharmacy.

Opening their pharmacy in 2017, Shelley and her husband have worked tirelessly to be a wellness hub for their community, which has included private-labeling products. Putting Grassroots’s name on supplements, protein powders, coffee, and even candles, has allowed them to provide quality products to their patients that they can’t get anywhere else – keeping patients and profits in their store!



Brittany Sanders, PharmD, co-owner, The Pharmacy at Wellington.

After working for a big-chain pharmacy, Brittany and co-owner Nick Dziurkowski were convinced that they could provide patients with better medication and health-related care at a locally-owned pharmacy, where they would not be restricted by corporate policies and be able to give a superior level of service. From this initial concept in December 2014, to the grand opening in November 2015, to today, this belief forms the foundation of the company values at The Pharmacy at Wellington.



Jon Schallert, destination business expert.

Jon is the only business consultant teaching businesses and communities how to reinvent themselves into consumer destinations. Jon speaks to thousands annually on his trademarked 14-step “Destination Business” process, which he developed over the last 31 years after interviewing more than 10,000 business owners in more than 500 communities. Jon’s insight is seen in publications, such as *The Wall Street Journal*, *The Washington Post*, and *Entrepreneur* magazine. He is a member of the International Downtown Association, the International Economic Development Council, and the National Main Street Network.



Lisa Schwartz, PharmD, NCPA senior director, Professional Affairs.

Lisa has strong professional knowledge on pharmacy management issues including pharmacy operations, quality measurement, patient counseling, DSCSA, pharmacy automation, and health IT. She utilizes her unique skills to support pharmacy owners nationwide on a variety of business issues.



Kala Shankle, JD, NCPA director, Policy and Regulatory Affairs.

Kala advocates for community pharmacies in front of federal agencies including CMS, FDA, and SBA. As a widely sought out expert on DSCSA, Kala has spoken nationally on DSCSA compliance.



Paul Shelton, president, PharmaComplete Consulting Services.

Paul is an LTC pharmacy distribution, automation, and workflow specialist with over 11 years of direct experience in LTC. He has helped the pharmacies that he works with grow their businesses by tens of thousands of prescriptions per year, and hundreds of thousands of bottom line dollars.



Ollin B. Sykes, CPA, CITP, CMA, president, Sykes & Company, P.A.

For more than 35 years, Ollin has been helping independent pharmacies grow their financial wealth. Ollin is intricately involved in all aspects of the business with a concentration in tax, business advisory services, and technology consulting for independent pharmacies and their owners.



Scott W. Sykes, CPA, Sykes & Company, P.A.

Scott works directly with pharmacy owners, assisting with day to day accounting and tax compliance issues. He is also active in year-end payroll preparation, tax planning, and individual and corporate tax preparation for pharmacy owners and businesses.



Trenton Thiede, PharmD, MBA, chief operating officer, PAAS National®.

Trent helps to ensure the viability of independent community pharmacies nationwide. His company has analyzed more than 80,000 audits and saved members over a half-billion dollars in audit recoupments.



Gabe Trahan, NCPA senior director, Store Operations and Marketing.

Gabe has worked with hundreds of community pharmacies of all sizes to help them improve their image and ultimately boost front-end profits. From conducting in-store and virtual consultations to presenting at educational workshops and writing extensively on front-end retailing, Gabe has established himself as the leading expert in effective and innovative front-end design and merchandising.



Carlie Traylor, PharmD, NCPA associate director, Strategic Initiatives.

During her previous role as director of clinical services for Chancy Drugs, Carlie led initiatives that resulted in a 50-percent increase in the number of patients enrolled in their medication synchronization program.



Travis Wolff, PharmD, BCACP, co-owner of Med-World Pharmacy.

Travis is well-read in employee culture, workplace change, and implementation. He has applied what he has learned to successfully lead his team to push the envelope of innovation in his pharmacy.

Speaker Disclosures for ACPE-Accredited Business Education

The following business education speakers have no relevant financial relationship(s) with a commercial interest.

| | | | | | |
|-------------------|--------------------|-----------------|---------------------|------------------|----------------|
| Amina Abubakar | Lorri Gebo-Shaver | Jesica Mills | Michelle Pattengill | Brittany Sanders | Scott W. Sykes |
| Steve Adkins | Arthur Greeno | Steve Moore | Dared Price | Jon Schallert | Trent Thiede |
| Caitie Brown | Dylan Herr | Shanna O'Connor | Jason Rapert | Lisa Schwartz | Gabe Trahan |
| Kathy Campbell | Richard Logan, Jr. | Richard Ost | Susan Rhodus | Kala Shankle | Carlie Traylor |
| Seth DePasquale | Mark McCurdy | Eric Pachman | Josh Rimany | Paul Shelton | Travis Wolff |
| Katherine I. Funk | Carrie Meigs | Karla L. Palmer | Shelley Roberts | Ollin B. Sykes | |

The following business education speakers have real or apparent conflicts of interest. The conflict of interest has been resolved by peer review of the slide content for each presentation.

- A.J. Day:** clinical pharmacist and vice president of clinical services, PCCA
- Melody L. Hartzler:** owner, PharmtoTable, LLC (supplement sales)
- Calvin H. Knowlton:** CEO, Tabula Rasa HealthCare (tech-based medication management solutions)
- Bryan Prescott:** director of business coaching, PCCA

Daily Programming



Saturday, October 26

Please note: All events will be held at the San Diego Convention Center unless otherwise designated.

| Time | Event | Location |
|--|--|--------------------------------------|
| 7 a.m. - 8:30 p.m. REGISTRATION Lobby AB - Ground Level | | |
| 7:30 - 9 a.m. | Student Pharmacist Program - Chapter Officers' Breakfast (Invitation only) | Marriott Marquis - Grand Ballroom 5 |
| 7:30 a.m. - 1 p.m. | NCPA Foundation Board of Directors Meeting | Marriott Marquis - Rancho Santa Fe 2 |
| 9 - 10 a.m. | Student Pharmacist Program - Challenge Showcase | Marriott Marquis - Grand Ballroom 5 |
| 9 - 10 a.m. Business Education | | |
| | • DEA Updates 2019 | Ballroom 6C |
| 10 - 11 a.m. | Student Pharmacist Program - Emerging Entrepreneurs | Marriott Marquis - Grand Ballroom 8 |
| 10:15 - 11:45 a.m. Business Education | | |
| | • Adherence Optimization: Targeting Strategies, Pharmacy VIPs and Payer Programs | Ballroom 6C |
| 11 am - Noon | Student Pharmacist Program - Options for Finding a Pharmacy to Buy | Marriott Marquis - Grand Ballroom 8 |
| Noon - 1 p.m. Product Theaters | | |
| | • Burden of Pneumococcal Disease and Risk Management in Adults with Diabetes (MERCK) | Room 7-AB |
| | • Implementing Shingrix (Zoster Vaccine Recombinant, Adjuvanted) (GSK) | Room 11-AB |
| Noon - 1 p.m. | Student Pharmacist Program - Luncheon (Sponsored by McKesson) | Marriott Marquis - Grand Ballroom 5 |
| 1:15 - 2:45 p.m. Business Education | | |
| | • Making Your Mark with Private Label Vitamins and Supplements (Non-CE) (Sponsored by Vinco) | Ballroom 6E |
| | • Time is Money: Creating Time in Your Current Staffing Model | Ballroom 6D |
| | • New Ways to Identify and Mitigate Adverse Drug Events and Get Paid for It | Ballroom 6C |
| | • The Long-Term Care Pharmacy of the Future, Today | Room 1-AB |
| 1:30 - 3:30 p.m. | 16th Annual Good Neighbor Pharmacy NCPA Pruitt-Schutte Student Business Plan Competition | Ballroom A - Upper Level |
| 3 - 4:30 p.m. Business Education | | |
| | • Hemp: Positioning Yourself as the Truth Expert | Ballroom 6C |
| | • Ensuring Terms in Non-Dispensing Contracts Work for You | Ballroom 6D |
| | • You Can Be Successful in Today's Competitive Market | Ballroom 6E |
| | • LTC Pharmacy Audit Prevention and Fraud, Waste & Abuse Compliance in 2019 | Room 1-AB |
| 4 - 5 p.m. | Student Pharmacist Program - Residency Panel | Marriott Marquis - Grand Ballroom 8 |
| 5 - 6 p.m. | Student Pharmacist Program - Student Networking | Marriott Marquis - Grand Ballroom 8 |
| 5:30 - 6:30 p.m. | NCPA Long-Term Care Division Reception | Room 3 |
| 5:30 - 6:30 p.m. | NCPA First-Timers Reception | Room 4 |
| 6:30 - 8:30 p.m. | NCPA Opening Night Reception (Sponsored by McKesson) | West Terrace - Upper Level |
| External Company Events - Events listed below are being held at the Marriott Marquis San Diego. | | |
| 7 a.m. - 6 p.m. | CPA Board Meeting | Torrey Pines 1-2 |
| 7:30 a.m. - 12:30 p.m. | Pharmacists Planning Services, Inc. and the ACA Foundation Breakfast Symposium - Cannabis and the Role of the Pharmacist | San Diego Ballroom - Salon C |
| 8 a.m. - Noon | CPESN Payer Engagement Workshop (Registration Required) | Pacific Ballroom 14-17 |
| 1 - 5 p.m. | CPESN Business Meeting (Registration Required) | Pacific Ballroom 14-17 |

Saturday, October 26

Please note that all events will be held at the San Diego Convention Center unless otherwise designated.

7 a.m. - 8:30 p.m.
NCPA Registration
Ground Level - Lobby AB

7:30 - 9 a.m.
Student Pharmacist Program

Student Chapter Officers' Breakfast (Invitation Only)
Marriott Marquis - Grand Ballroom, Salon 5

A mix of learning how to develop leaders within your chapter from a national manager trainer and an opportunity to network and connect with officers from your region and Student Leadership Council representatives. Hear how to manage your chapters and how to motivate others to want to work hard for you.

NEW THIS YEAR: NCPA will be presenting business plan competition certificates and plaques.

Doug Hoey, MBA, Pharmacist, NCPA CEO

Bill Osborn, PharmD, NCPA president

Amy Corcoran, Alliance Residential Company national trainer

7:30 a.m. - 1 p.m.
NCPA Foundation Board Meeting
Marriott Marquis - Rancho Santa Fe 2 Room

9 - 10 a.m.
Student Pharmacist Program

Challenge Showcase
Marriott Marquis - Grand Ballroom, Salon 5

Learn about the various challenges available for your chapter to participate in, from both SLC members and teams that have won the challenges in years past. Included in the showcase are the Legislative Advocacy Challenge, Community Health Challenge, Simplify My Meds Challenge, and the Business Plan Competition. This will be an interactive showcase, and one that you won't want to miss!

9 - 10 a.m.
Business Education

DEA Updates 2019
Ballroom 6C

To say that compliance with DEA regulations in your community pharmacy is important would be a huge understatement, the impact of a DEA audit on your business could be critical. This session will provide very timely updates on DEA's actions to address prescription drug abuse and diversion, electronic prescribing of controlled substances, drug disposal, registration fees, inspections and controlled substance monitoring, and strategies for pharmacists and their teams to use to comply with the corresponding responsibility rule for verifying prescriptions.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Discuss the scope of the prescription drug abuse problem in the United States.
2. Identify ways that prescription controlled substances are being diverted from the pharmaceutical supply chain.
3. Identify areas where DEA, local law enforcement and pharmacists can work together to curb prescription drug abuse.

ACPE UAN: 0207-0000-19-300-L03-P
 ACPE UAN: 0207-0000-19-300-L03-T
 1.0 contact hours (0.1 CEUs)

Activity Type: Knowledge-Based

10 - 11 a.m.
Student Pharmacist Program

Emerging Entrepreneurs
Marriott Marquis - Grand Ballroom, Salon 8

Engage with a panel of current independent community pharmacy entrepreneurs who made their mark as owners at a young age. Hear about the diverse entrepreneurial career paths within pharmacy and the secrets to their success in such a short amount of time.

Speakers: T'Bony Jewell, PharmD; Brian Meneses, PharmD

10:15 - 11:45 a.m.
Business Education

Adherence Optimization: Targeting Strategies, Pharmacy VIPs, and Payer Programs
Ballroom 6C

Offering a med sync program is one thing; making it a core tenet of your business is another. You need a critical mass of patients enrolled to achieve inventory, cash flow, and other operating efficiencies. Grow your program strategically by targeting interventions for your most important patients.

Love it or hate it, adherence payer programs can make or break your pharmacy profits. Learn how to get the numbers to work in your favor with this program. Join your peers to discuss tested methods for maximizing your pharmacy's adherence return on investment.

Speakers: Carlie Traylor, PharmD, NCPA associate director of strategic initiatives; Dared Price, PharmD, co-Owner, Graves Drug Stores.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Discuss adherence incentive programs from third party payers.
2. Write an adherence program patient enrollment SMART goal for your pharmacy.
3. List benefits to using targeted enrollment on your pharmacy practice.

ACPE UAN: 0207-0000-19-301-L04-P
 ACPE UAN: 0207-0000-19-301-L04-T
 1.5 contact hours (0.15 CEUs)

Activity Type: Knowledge-Based

11 a.m. - noon
Student Pharmacist Program

Options for Finding a Pharmacy to Buy
Marriott Marquis - Grand Ballroom, Salon 8

Discuss ways to find a pharmacy for purchase as well as the resources available to you through your wholesaler.

Speaker: Chris Cella, national vp, RxOwnership

Noon-1 p.m.
Student Pharmacist Program

Student Networking Lunch
(Sponsored by McKesson)
Marriott Marquis - Grand Ballroom, Salon 5

Network with representatives from McKesson's RxOwnership, as well as representatives from the Student Leadership Council and students from across the country.

Noon - 1 p.m.
Product Theater

The Burden of Pneumococcal Disease and Risk Management in Adults with Diabetes

Presented by Merck (Non-CE)
Room 7-AB

- Understand how certain chronic conditions can increase the risk for the development of pneumococcal disease.
- Review CDC recommendations for pneumococcal disease in adults <65 years with certain chronic conditions.
- Review efficacy and effectiveness data in patients at risk for pneumococcal disease.

Speaker: Dennis Stanley, RPh, vaccine and travel health specialist, Publix Pharmacy

Noon - 1 p.m.

Product Theater

Implementing Shingrix (Zoster Vaccine Recombinant, Adjuvanted) (Non-CE)

Presented by GSK

Room 11-AB

Learn best practices for incorporating the administration of 2-dose SHINGRIX into your pharmacy workflow. This session will include an overview of shingles, the clinical profile of SHINGRIX, tips for implementing SHINGRIX, and SHINGRIX counseling tips for your patients.

Speaker: Brian Tieu, PharmD, health outcomes liaison, GlaxoSmith Kline

1:15 - 2:45 p.m.

Business Education

The Long-Term Care Pharmacy of the Future, Today

Room 1-AB

If operating a thriving, long-term care business were an exam, would you ace the test or need an improvement plan? Top performing LTC pharmacies focus their energy on increasing operational efficiencies and developing facility relationships as a process of continuous improvement. Take a step back from your own operation and assess your ability to optimize technology, fully utilize tools that are already available in your pharmacy, optimize delivery routes and courier integration, meet your customers' needs, and more during this program.

Speaker: Paul Shelton, president, PharmaComplete Consulting Services.

Pharmacist and Pharmacy Technician Learning Objectives:

1. Review key metrics for operating a long-term care pharmacy.
2. Discuss long-term care technology advancements that improve patient care.
3. Discuss strategies for addressing facility pain points to grow your business, and retain your current customers.

ACPE UAN: 0207-0000-19-304-L04-P
ACPE UAN: 0207-0000-19-304-L04-T
1.5 contact hours (0.15 CEUs)

Activity Type: Knowledge-Based

1:15 - 2:45 p.m.

Business Education

Making Your Mark with Private Label Vitamins and Supplements (Non-CE)

Sponsored by Vinco

Ballroom 6E

Supplements and vitamins are a nearly \$37 billion industry and, for pharmacies, one of the largest profit margin producers. Are you taking full advantage of these OTCs at your pharmacy? It's time to put a stop to sales slipping to retail sharks on the internet. With a private label, these products will point customers to your home page. Learn from a panel of experts what it means to have a private label, how they began to develop their own brand, and how this has improved their practice and profits. It's time to bust the myths surrounding private label products - this category isn't just for some, it's for all!

Speakers: Kathy Campbell, PharmD, owner, Medicap Pharmacy; Josh Rimany, RPh, FACA, owner, Dilworth Drug and Wellness Center; Shelley Roberts, PharmD, owner, Grassroots Pharmacy; Gabe Trahan, NCPA senior director of store operations and marketing.

1:15 - 2:45 p.m.

Business Education

New Ways to Identify and Mitigate Adverse Drug Events and Get Paid for It

Ballroom 6C

What's more valuable than knowing common drug side effects and adverse reactions? Understanding how the problem occurs and solving it for the patient and payer. Genetics, body systems, pharmacodynamics, and even dosing times all play a factor in how a medication works for a particular patient. In this session, examine practical strategies to reduce - or even circumvent - adverse drug events by utilizing personalized medicine and the principles you were taught in pharmacy school to get to the root cause.

Speaker: Calvin H. Knowlton, BScPharm, MDiv, PhD, CEO, chairman, and founder, Tabula Rasa HealthCare.

Pharmacist Learning Objectives:

1. Review basic metabolic pathways and pharmacokinetic principles for drug activation and elimination.
2. Identify common drug combinations that increase a patient's risk of adverse drug events.
3. Discuss strategies for mitigating adverse drug events in a community pharmacy setting.

ACPE UAN: 0207-0000-19-302-L01-P
1.5 contact hours (0.15 CEUs)

Activity Type: Knowledge-Based

1:15 - 2:45 p.m.

Business Education

Time is Money: Creating Time in Your Current Staffing Model

Ballroom 6D

Ready to start a new service in your pharmacy, but can't seem to find time or a staff member who isn't too busy? Think you need to hire a new team member just to get new services off the ground? Can't seem to get your current staff engaged in new clinical ideas? Learn how to maximize staff productivity thereby helping you add a new service to your pharmacy. From this program, you will also know when the time is right to hire another staff member.

Speaker: Travis Wolff, PharmD, BCACP, co-owner of Med-World Pharmacy.

Pharmacist and Pharmacy Technician Objectives:

1. Discuss strategies for reallocation of tasks based on staff's different training, qualifications, and certifications to allow everyone to practice at the top of their license.
2. Identify financial targets when implementing new services, using your data to budget energy, resources, and needs.
3. Discuss ways to evaluate yields from non-dispensing services.

ACPE UAN: 0207-0000-19-303-L04-P
ACPE UAN: 0207-0000-19-303-L04-T
1.5 contact hours (0.15 CEUs)
Activity Type: Knowledge-Based

1:30 - 3:30 p.m.

Student Pharmacist Program

16th Annual Good Neighbor Pharmacy NCPA Pruitt-Schutte Student Business Plan Competition

Three schools will be vying for the top spot at the 16th Annual Good Neighbor Pharmacy NCPA Pruitt-Schutte Student Business Plan Competition. Come and see the excitement around the live presentations of the annual business plan competition. The top spot earns them a chance to win cash for their school and a complimentary trip to the NCPA Multiple Locations Conference in Florida in late February 2020. For the fifth consecutive year we will highlight a former business plan competition participant who is now a successful independent pharmacy owner.

Presenting teams: University of Georgia, University of Oklahoma, University of Texas at Austin

NEED SOME “ROCKET FUEL” FOR YOUR EVOLVING PHARMACY?



FILL UP AT THE NCPA 2019 ANNUAL CONVENTION SESSION, “Rocket Fuel’ for the Community Pharmacy: Empowering and Connecting the Community Pharmacy Across the Healthcare System”

to see how technology is advancing to support pharmacy efficiency,
engagement with prescribers and patient satisfaction.

YOU’LL ALSO LEARN

more about NCPDP SCRIPT v2017071 and the Surescripts Critical Performance
Improvement program’s continued focus on prescription accuracy.

See you there!

LUNCH AND LEARN SESSION

Date: Sunday, October 27
Time: 11:45 a.m. – 1:00 p.m.

3 – 4:30 p.m.

Business Education

Ensuring Terms in Non-Dispensing Contracts Work for You

Ballroom 6D

Non-dispensing contracts are vital to your business operation and your ability to generate new revenue streams such as compensation for providing services. Yet, many pharmacists don’t review these agreements before signing them. Only afterward are questions asked: Who “owns” patient data and how can that data be used? Does the contract mean that the vendor and your pharmacy are business partners? Which party will be at risk if the vendor is hacked or data is misused? Learn from legal experts what common contract terms really mean before you sign on the dotted line.

Speakers: Katherine I. Funk, Washington, D.C. co-managing partner, Lewis Brisbois Bisgaard & Smith ; Carrie Meigs, partner, Lewis Brisbois Bisgaard & Smith

Pharmacist and Pharmacy Technician Objectives:

1. Differentiate between common terms such as “data ownership” and “data usage.”
2. Review common misconceptions, including the obligations that contracting parties legally have to each other.
3. Discuss strategies for contracting with vendors, business partners, MSO’s, and other entities.

ACPE UAN: 0207-0000-19-307-L03-P
ACPE UAN: 0207-0000-19-307-L03-T
1.5 contact hours (0.15 CEUs)

Activity Type: Knowledge-Based

3 – 4:30 p.m.

Business Education

Hemp: Positioning Yourself as the Truth Expert

Ballroom 6C

Doctors are recommending it, patients are seeking and buying it, all types of stores are selling it, but is hemp right for you? Get the latest on the legal and regulatory front, the business opportunity, potential risks, and the science behind it all.

Speakers: Jessica Mills, PharmD, MBA, owner, Owensboro Family Pharmacy and Wellness; Karla L. Palmer, director, Hyman, Phelps & McNamara

Pharmacist and Pharmacy Technician Objectives:

1. Discuss federal and state laws related to hemp-based products and associated risks and opportunities.
2. Identify potential uses, formulation considerations, and potential side effects of hemp.
3. Describe strategies for educating prescribers, patients, and the community on hemp.

ACPE UAN: 0207-0000-19-306-L04-P
ACPE UAN: 0207-0000-19-306-L04-T
1.5 contact hours (0.15 CEUs)

Activity Type: Knowledge-Based

3 – 4:30 p.m.

Business Education

Long-Term Care Pharmacy Audit Prevention and Fraud, Waste, & Abuse Compliance in 2019

Room 1-AB

Pharmacy Audits and FWA Compliance are critical to any pharmacy’s profitability and success. With a focus on LTC pharmacy, hear from an industry expert with LTC experience about the unique facets of LTC audits and how you can work to prevent them in your pharmacy. Moreover, enhanced credentialing requirements from PBMs have made it essential to have rigorous compliance programs. Time will be spent discussing FWA compliance program requirements and consequences of non-compliance, using LTC examples.

Speaker: Trenton Thiede, PharmD, MBA, chief operating officer, PAAS National®

Pharmacist and Pharmacy Technician Objectives:

1. Discuss unique challenges with long-term care pharmacy audits.
2. Identify the seven required elements of an FWA compliance program.
3. Discuss consequences of non-compliance with FWA regulations using LTC case examples.

ACPE UAN: 0207-0000-19-308-L04-P
ACPE UAN: 0207-0000-19-308-L04-T
1.5 contact hours (0.15 CEUs)

Activity Type: Knowledge-Based

3 - 4:30 p.m.

Business Education

You Can Be Successful in Today's Competitive Market Ballroom 6E

Bringing in new patients is necessary for survival and growth, and your brand is a key piece of increasing foot traffic. Your chain and online competitors will out spend you on marketing strategies, but that doesn't mean you can't beat them and be successful. Find out what we can learn from pharmacy's volume giants, and how local pharmacies can succeed. Everything from front-end merchandising tips, ways to target your marketing area digitally, and how to engage the community will be covered in this session.

Speakers: Gabe Trahan, NCPA senior director of store operations and marketing; Brittany Sanders, PharmD, co-owner, The Pharmacy at Wellington

Pharmacist and Pharmacy Technician Objectives:

1. Identify common industry branding themes.
2. Identify your pharmacy strengths to craft marketing messages that build on your capabilities.
3. Describe geotargeting and discuss how to keep messages to the point and targeted for your audience.

ACPE UAN: 0207-0000-19-305-L04-P
ACPE UAN: 0207-0000-19-305-L04-T
1.5 contact hours (0.15 CEUs)

Activity Type: Knowledge-Based

4 - 5 p.m.

Student Pharmacist Program

**Residency Panel
Marriott Marquis – Grand Ballroom, Salon 8**

Hear from residents and fellows from a variety of pharmacy disciplines including NCPA's Executive Residency, UNC's Independent Pharmacy Ownership Residency and more.

Speakers: Elise Damman, PharmD, NCPA executive resident; Patrick Brown, PharmD, co-director UNC IPOR

5 - 6 p.m.

Student Pharmacist Program

**Student Networking
Marriott Marquis – Grand Ballroom, Salon 8**

Mingle with student pharmacists and recent graduates, including current and former Student Leadership Council representatives, as you wind down from a jam-packed day of student programming. Make sure to bring your business cards and update your LinkedIn account!

5:30 - 6:30 p.m.

**NCPA LTC Division Reception
Room 3**

5:30 - 6:30 p.m.

**NCPA First-Timers Reception
Room 4**

6:30 - 8:30 p.m.

**NCPA Opening Night Reception
Sponsored by McKesson
West Terrace – Upper Level**

Featuring live music by The Society Hill Band.



At every stage of your career,
it pays to be an NCPA member.

Membership Benefits Include:

Monthly Webinars
Dispose My Meds™
Front-End Overhaul
Pharmacy Financing
Continuing Education
Member Communications
Track and Trace Compliance
NCPA Professional Services

NCPA Events and Programming
Digital Communications Solution
Diversified Revenue Opportunities
Member Discounts on Publications
Turnkey Synchronized Adherence Program
NCPA Digest sponsored by Cardinal Health
Exclusive Regulatory and Legislative Advocacy and Updates

For more information, please visit
www.ncpanet.org or call 1-800-544-7447



Be part of...

Pharmacists Advancing Vaccination Efforts (PhAVE) brought to you by Merck

A series of inspiring talks presented at national pharmacist conventions delivered by experts on topics that are relevant to the practice of pharmacy related to vaccinations.

Two interrelated talks are planned for October's National Community Pharmacists Association (NCPA) annual convention. Both will focus on timely topics.



Driving Preventive Health Across Multiple Generations, featuring Tana Kaefer, PharmD, NCPA 2018 Annual Meeting

Disparities in Health Care Access: Impact on health care delivery

Leslie R. Martin, Ph.D.

- Learn about social determinants of health and factors that may impact health outcomes among various populations
- Learn how to identify the factors contributing to health care disparities within the community your pharmacist serves
- Explore strategies to help improve outcomes in populations affected by health care disparities

Synopsis: A health care leader with experience in public health will focus on discussing the social determinants that can impact patients' access to health care and information and can result in significant negative effects on their health. They will also focus on disparities in health care access and how these disparities affect patients' awareness of and access to health care resources, including vaccinations.

Disparities in Health Care Access: Exploring Strategies in the Pharmacies

Shantel Houston, Pharm. D.

- Discuss how to identify patients who may not have optimal access to health care services in your community
- Consider how pharmacists can help address certain social determinants they see in their practice and communities to help facilitate equitable health care
- Learn about strategies to help address these challenges from a community pharmacist

Synopsis: Hear from a community pharmacist on how pharmacists are in a position to help address existing health care disparities. This talk also will focus on what pharmacists and their staff can do in their pharmacy, including real-world advice for reaching out to patients in their community who may have limited access to health care or health information.

Sunday, October 27, 2019, at 11:30 AM

San Diego Convention Center. San Diego, California. Room # 5AB

Visit us at www.merckvaccines.com



Sunday, October 27

Please note: All events will be held at the San Diego Convention Center unless otherwise designated.

| | | |
|--|--|---|
| 6 - 7 a.m. | NCPA Yoga and Meditation Class | Marriott Marquis - Grand Ballroom Foyer |
| 7 a.m. - 6 p.m. | REGISTRATION | Lobby AB - Ground Level |
| 7:15 - 8:15 a.m. | NCPA Non-denominational Worship Service | Room 4 |
| 7:45 - 9:15 a.m. | Business Education | |
| | • Expanding the Market for Your Packaging Services (Non-CE Shoot the Breeze SM from 8:45-9:15 am) | Ballroom 6C |
| | • Reinvent Your Pharmacy into a Destination Business | Ballroom 6D |
| | • Community Health Worker: The Staff Position You Never Knew You Needed | Ballroom 6E |
| 8:15 - 9 a.m. | Rep. Buddy Carter (R.-GA) Fundraising Breakfast Reception (Tickets Required) | Room 10 |
| 9:30 - 11:30 a.m. | OPENING GENERAL SESSION (Sponsored by Anda, Inc.) | Ballroom 6AB |
| 11:30 am - 1:30 pm | Student Programming - Business for Success Luncheon (Sponsored by AmerisourceBergen) | Marriott Marquis - Grand Ballroom 5 |
| 11:45 a.m. - 1 p.m. | Product Theaters | |
| | • (PhAVE): Disparities in Health Care Access (Merck) | Room 5-AB |
| | • "Rocket Fuel" for the Community Pharmacy (Surescripts) | Room 11-AB |
| | • New Ways to Identify and Mitigate Adverse Drug Events and Get Paid for It: Practical Application (Presented by Tabula Rasa Health) | Room 7-AB |
| Noon - 1:30 p.m. | NCPA Foundation Advisory Committee Meeting | Marriott Marquis - Rancho Santa Fe 2 |
| 1 - 6 p.m. | Grand Opening of the Expo (Expo Reception from 5 - 6 p.m.) | Exhibit Hall A-B1 |
| 1:15 - 3:15 p.m. | Student Programming - Post-Graduate Residency Showcase | Exhibit Hall A-B1 |
| 2:30 - 4 p.m. | Innovation in Community Practice Poster Symposium | Exhibit Hall A-B1 |
| 3:30 - 4 p.m. | Student Pharmacist Program - <i>NEW! OTC Challenge</i> | Marriott Marquis - Grand Ballroom 5 |
| 3:30 - 4:30 p.m. | Business Education | |
| | • Impending Inventory Impact - Your Pharmacy and Requirements Under the Drug Supply Chain Security Act | Ballroom 6C |
| 4 - 5:30 p.m. | NCPA Foundation Awards Ceremony | Room 4 |
| 4:45 - 6:15 p.m. | Business Education | |
| | • Implementing Pharmacogenomics in Your Business (Non-CE Shoot the Breeze SM from 5:45-6:15 pm) | Ballroom 6C |
| 6 - 7 p.m. | NCPA Corporate Members Reception (Invitation Only) | Room 10 |
| External Company Events - Events listed below are being held at the Marriott Marquis San Diego. | | |
| 6 - 7:30 p.m. | CPESN Networking Reception | Pacific Ballroom 14 & 15 |
| 6:15 - 7:15 p.m. | PCCA Members Only Reception | Torrey Pines 3 |
| 7 - 8:30 p.m. | Washington University College of Pharmacy and Pharmaceutical Sciences Alumni and Friends Reception | Torrey Pines 1-2 |
| 7 - 9 p.m. | University of Texas at Austin College of Pharmacy Alumni Reception | Pacific Ballroom - Salon 16 |
| 7 - 9 p.m. | University of Georgia College of Pharmacy Alumni and Friends Reception | Rancho Santa Fe 2 |

Please note that all events will be held at the San Diego Convention Center unless otherwise designated.

6 - 7 a.m.

Yoga and Meditation Class
Marriott Marquis –
Grand Ballroom Foyer

Start your day off right with a wellness class designed with everyone in mind. Learn simple yoga and meditation techniques that can help your patients, family, and yourself in this hour.

7 a.m. - 6 p.m.

NCPA Registration
Ground Level – Lobby AB

7:15 - 8:15 a.m.

NCPA Non-denominational
Worship Service
Room 4

7:45 - 9:15 a.m.

Business Education

Expanding the Market for
Your Packaging Services
(including a non-CE
Shoot the BreezeSM from
8:45-9:15 a.m.)

Ballroom 6C

You know adherence packaging helps patients and improves workflow, but how can you justify the technology investment? The most

successful convenience packaging pharmacies have grown their market share by packaging their services to benefit their highest-risk patients — and you can too. Referral sources from caregivers, providers, and nursing facilities can be game changers with your offering. Providing “medical-at-home” or concierge-like packaging services to patients who might otherwise be in a nursing home can help patients stay home longer. Get the ins-and-outs on potential services, billing procedures, and referral sources in this session.

Speakers: Steve Adkins, PharmD, owner, Health Park Pharmacy; Susan Rhodus, RPh, senior vice president, contract administration, Gerimed

Pharmacist and Pharmacy Technician Objectives:

1. Discuss best practices for operating a convenience packaging service in your pharmacy.
2. Discuss strategies for collaboration with home health agencies and obtaining referral sources with physicians.
3. Discuss NCPDP codes, billing considerations, and existing payment programs for medical-at-home services.

ACPE UAN: 0207-0000-19-309-L04-P
 ACPE UAN: 0207-0000-19-309-L04-T
 1.0 contact hours (0.1 CEUs)

Activity Type: Knowledge-Based

7:45 - 9:15 a.m.

Business Education

Community Health Worker:
The Staff Position You Never
Knew You Needed

Ballroom 6E

For many Medicaid plans, net drug spend is only half of what is spent on care coordination activities. Imagine if the care coordination your pharmacy offers (or could offer) qualified to be a paid covered service. Community health workers are new types of professionals who are increasingly recognized and being called upon to help patients and lower total health care costs. Hear from pharmacy owners that have trained some of their staff as community health workers (CHWs) to expand the walls of their pharmacy out into their community to reach patients who need their pharmacy’s services. CHWs in pharmacies refer patients for assistance with adherence, affordability, and access issues. CHWs will be in your community, why not in your pharmacy?

Speakers: Richard Logan, Jr, PharmD, co-owner, L&S Pharmacy; Michelle Pattengill, certified pharmacy technician/community health worker, L&S Pharmacy

Pharmacist and Pharmacy Technician Objectives:

1. Identify which pharmacy personnel might make good community health workers.
2. Describe how training pharmacy staff as CHWs can improve patient care.
3. Explain why CHWs provide value to your pharmacy business.

ACPE UAN: 0207-0000-19-311-L04-P
 ACPE UAN: 0207-0000-19-311-L04-T
 1.5 contact hours (0.15 CEUs)

Activity Type: Knowledge-Based

7:45 - 9:15 a.m.

Business Education

Reinvent Your Pharmacy
into a Destination Business
Ballroom 6D

The nationwide emphasis on “shopping local” gives you and your pharmacy a huge competitive advantage IF you know how to market and position yourself correctly. Jon Schallert works with communities and small businesses across the country, developing plans of how to change a business that is location-dependent into one that defies the demographics of its area and consistently pulls customers from a greater distance. Find out how to get customers to see your business differently in the first seven seconds, grow your market size, and more in this session.

Speaker: Jon Schallert, destination business expert

Pharmacist and Pharmacy Technician Objectives:

1. Identify four key areas of a pharmacy that patients are drawn to upon entering.
2. Recognize three product spotlighting techniques that can take product selection from typical to attention-getting, attracting more consumers and media attention.
3. Identify and utilize three key advertising principles of a destination business and five marketing principles that consumers today find credible.

ACPE UAN: 0207-0000-19-310-L04-P
 ACPE UAN: 0207-0000-19-310-L04-T
 1.5 contact hours (0.15 CEUs)

Activity Type: Knowledge-Based

8:15 - 9 a.m.

Rep. Buddy Carter (R.-Ga.)
Fundraising Breakfast
Reception (Tickets Required)
Room 10

9:30 - 11:30 a.m.

Opening General Session
Sponsored by Anda, Inc.
Ballroom 6AB

Highlights of the Opening General session include a president’s speech by NCPA President Bill Osborn, RPh PharmD, and a keynote address from former NFL star and patient advocate, Rolf Benirschke.

Speakers: Bill Osborn, PharmD, NCPA president; Rolf Benirschke

Pharmacist and Pharmacy Technician Objectives:

1. Recall the president’s vision for the association.
2. Discuss the importance of patient advocacy.
3. Discuss the importance of spirit, culture, connection and the patient experience.

ACPE UAN: 0207-0000-19-312-L04-P
 ACPE UAN: 0207-0000-19-312-L04-T
 1.5 contact hours (0.15 CEUs)

Activity Type: Knowledge-Based

11:30 a.m. - 1:30 p.m.

Student Pharmacist Program

Business for Success
Student Luncheon

(Sponsored by
AmerisourceBergen)
Marriott Marquis –
Grand Ballroom, Salon 5

Learn from financial lenders and business coaches the steps that you need to take to become a successful entrepreneur in independent pharmacy, as well as insight into keeping your personal finances and credit check.

Speaker: Scott Welle, pharmacy acquisition advisor, AmerisourceBergen

The Conference Keynote

Rolf Benirschke

Rolf’s third season as a placekicker in the NFL was cut short when he collapsed on a cross-country team flight while battling ulcerative colitis. He would need two emergency surgeries within six days as his life hung in the balance for six weeks in the intensive care unit. After a miraculous comeback, he returned to play seven more seasons with the San Diego Chargers. Following his NFL career, Rolf dedicated his life to patient advocacy. He founded Legacy Health Strategies, a patient engagement company and The Grateful Patient Project.

Using his warm and engaging style, Rolf shares his inspirational story of loss, perseverance and hope for one reason—to encourage others.

Rolf has authored three books, including his autobiography, *Alive & Kicking*. He also currently works with UCSD Health helping to transform their culture and patient experience. He speaks to audiences around the country on the importance of the indomitable spirit, culture, connection and the patient experience. He also serves as a patient advocate for state/national legislation and is a champion for ongoing research and innovation.



11:45 a.m. – 1 p.m.

Product Theater

Pharmacists Advancing Vaccination Efforts (PhAVE): Disparities in Health Care Access

Presented by Merck (Non-CE) Room 5-AB

Part A: Impact on Health Care Delivery and Disparities in Health Care Access

A health care leader with experience in public health will discuss the social determinants that can impact patients' access to health care and information and can result in significant negative effects on their health. They will also focus on disparities in health care access and how these disparities affect patients' awareness of and access to health care resources, including vaccinations.

- Learn about social determinants of health and factors that may impact health outcomes among various populations.
Learn how to identify the factors contributing to health care disparities within the community your pharmacist serves.
Explore strategies to help improve outcomes in populations affected by health care disparities.

Part B: Exploring Strategies in the Pharmacies

Hear from a community pharmacist on how pharmacists are in a position to help address existing health care disparities. This talk also will focus on what pharmacists and their staff can do in their pharmacy, including

real-world advice for reaching out to patients in their community who may have limited access to health care or health information.

- Discuss how to identify patients who may not have optimal access to health care services in your community.
Consider how pharmacists can help address certain social determinants they see in their practice and communities to help facilitate equitable health care.
Learn about strategies to help address these challenges from a community pharmacist.

11:45 a.m. – 1 p.m.

Product Theater

"Rocket Fuel" for the Community Pharmacy: Empowering and Connecting the Community Pharmacy Across the Healthcare System Presented by Surescripts (Non-CE) Room 11-AB

In 2001, pharmacies and others in the industry acted with urgency to replace paper prescriptions with e-prescribing. As that practice gained market acceptance, Surescripts, our pharmacy partners, and the broader health care community have joined together to evolve our standards-based technologies and improve the quality of e-prescriptions. Important steps are being taken this year to continue that evolution with the implementation of NCPDP SCRIPT v2017071 and the maintained focus on prescription accuracy through the Surescripts Critical Performance Improvement

program. Join us to hear more about how the new standard and continued improvement in quality will continue to support pharmacy efficiency, engagement with prescribers and enhance patient safety and experience.

Speakers: Bobby Davis, vice president, key accounts pharmacy, Surescripts; Ken Whittemore, senior vice president, Professional and Regulatory Affairs, Surescripts; Patrice Olson, director, product innovation, Surescripts; Mike Lessard, director, product innovation, Surescripts

11:45 a.m. – 1 p.m.

Product Theater

New Ways to Identify and Mitigate Adverse Drug Events and Get Paid for It: Practical Application

Presented by Tabula Rasa Health Room 7-AB

Speakers: Calvin H. Knowlton, BSc Pharm, MDiv, PhD, CEO, chairman & founder; Orsula V. Knowlton, PharmD, MBA, FAPhA, FCP, co-founder & president; Michael S. Awadalla, PharmD, BCGP, VP, Enhanced Medication Therapy Management & Pharmacovigilance

Noon – 1:30 p.m.

NCPA Foundation Advisory Committee Meeting Marriott Marquis – Rancho Santa Fe 2 Room

1:00 – 6 p.m.

NCPA Expo Open Exhibit Hall A-B1

(Wine and Cheese Reception 5-6 p.m.)

1:15 – 3:15 p.m.

Student Pharmacist Program

Post-Graduate Residency Showcase Exhibit Hall A-B1

This is your opportunity to talk with residency programs from all across the country. Find out first-hand what some of these programs can offer you in the years ahead.

2:30 – 4 p.m.

Innovation in Community Practice Poster Symposium Exhibit Hall A-B1

The poster symposium serves as an opportunity for NCPA members, students, recent graduates and residents to present research or a service beneficial to the profession of community pharmacy. Through peer-to-peer interactions, learn about unique and innovative opportunities for moving the practice of pharmacy forward.

3:30 – 4 p.m.

Student Pharmacist Program

NEW! OTC Challenge Marriott Marquis – Grand Ballroom, Salon 5

Jeopardy style competition among chapters for bragging rights. Chapters can join with other chapters in their region to be an unstoppable force.

Hosted by the NCPA Student Leadership Council

3:30 – 4:30 p.m.

Business Education

Impending Inventory Impact – Your Pharmacy and Requirements Under the Drug Supply Chain Security Act Ballroom 6C

Did you know after November 2019 your pharmacy may not be able to accept non-serialized drug stock? Or, that saleable returns will have to meet new verification requirements? Current and future requirements under the Drug Supply Chain Security Act, commonly referred to as "track-and-trace" law, will affect your pharmacy business. This program will give an overview of those current and future requirements and discuss pharmacy practices and solutions to help you comply with those requirements.

Speakers: Kala Shankle, JD, director, NCPA Policy and Regulatory Affairs; Lisa Schwartz, PharmD, NCPA senior director, Professional Affairs

- Pharmacist and Pharmacy Technician Objectives:
1. Describe current and future requirements under the DSCSA for community pharmacies.
2. Discuss processes for identifying and investigating suspect product.
3. Discuss practices that help your community pharmacy comply with the DSCSA.

ACPE UAN: 0207-0000-19-313-L03-P
ACPE UAN: 0207-0000-19-313-L03-T
1.5 contact hours (0.15 CEUs)

Activity Type: Knowledge-Based

4 – 5:30 p.m.

NCPA Foundation Awards Ceremony Room 4

Presidential scholars, Outstanding Faculty Member of the Year, and Chapter of the Year are among the highlights during this awards ceremony sponsored by the NCPA Foundation.

4:45 – 6:15 p.m.

Business Education

Implementing Pharmacogenomics in Your Business (includes a Non-CE Shoot the Breeze SM from 5:45-6:15 p.m.) Ballroom 6C

It's no longer a futuristic concept, but a practice reality. With more than 200 drugs with genomic information in their FDA approved package inserts, understanding these drug-gene interactions is just as important as understanding drug-drug or drug-food interactions. Adding pharmacogenomic services to your community or long-term care pharmacy is an opportunity to optimize patients' therapy and add revenue to your bottom line. Discover the relationships, workflow pearls, and marketing plans that your peers have implemented to make it work.

Speaker: Amina Abubakar, PharmD, AAHIVP, owner, RxClinic Pharmacy, Charlotte, N.C.

- Pharmacist and Pharmacy Technician Objectives:
1. List strategies for marketing to and building relationships with other health care professionals who could provide enhanced patient care with pharmacogenomic information.
2. Describe different ways of implementing pharmacogenomic services that benefit your patients and business.
3. Identify opportunities to determine which patients may be eligible to receive pharmacogenomic services.

ACPE UAN: 0207-0000-19-314-L04-P
ACPE UAN: 0207-0000-19-314-L04-T
1.0 contact hours (0.1 CEUs)

Activity Type: Knowledge-Based

6 – 7 p.m.

NCPA Corporate Member Reception (Invitation Only) Room 10

Quick CONSULTS LIVE

NCPA Expo on Sunday - Oct. 27

New niches, new profits, new ways of approaching a challenge - these short, interactive, non-CE presentations on the Expo floor will give you the quick consult you've been looking for to elevate your business! Each session is only 30 minutes, so you'll have plenty of time to join and explore the Expo.

2 - 2:30 p.m.

Why Pharmacists Should Be The CBD Experts

With the explosion of CBD into every corner of our culture, now more than ever, the community pharmacist - not the convenience store clerk - should be the person "dispensing" CBD. Take the first step in educating yourself to be the expert that your customers need you to be!

Presenter: Tim Gregorius, director of operations, PRS Pharmacy Services

Sponsored by PRS Pharmacy Services

2:15 - 2:45 p.m.

Building a Prevention Hub

From a smoothie bar to yoga in front of the store, this presenter has branded her pharmacy as a go-to source for prevention in her community.

Presenter: Shelley Roberts, PharmD, owner, Grassroots Pharmacy

2:45 - 3:15 p.m.

What You're Missing on the EXPO Floor

New products, new services, new profits - oh my! Gabe's made his rounds on the floor and is here to share his top picks.

Presenter: Gabe Trahan, NCPA senior director of store operations and marketing

3 - 3:30 p.m.

Cash - Every Pharmacy Needs It! How to Position Yourself and Your Pharmacy to be Properly Capitalized

Understand the credit criteria a lender may review when applying for a pharmacy loan. Whether acquiring a pharmacy, refinancing debt, starting a pharmacy, or seeking working capital; learn about the different types of financing that may be available. Understand the importance of cash flow and how debt services may impact the pharmacy.

Presenter: Mike Bollinger, SVP - head of pharmacy, Live Oak Bank

Sponsored by Live Oak Bank

3:30 - 4 p.m.

How Pointy Helps Local Pharmacists Grow

This session will provide actionable insights to help grow your your business. Get proven methods to increase your digital footprint, getting your products found online and getting more customers into your store.

Presenter: Caroline Brady, Product Integration & Marketing, Pointy

Sponsored by Pointy

3:45 - 4:15 p.m.

Long-Term Care for Beginners

From marketing to setting up consultant pharmacist arrangements - get all of your introductory questions answered in this open forum Q & A session with two current LTC pharmacy owners.

Presenters: Neil Leikach, RPh, president and co-owner, Catonsville, Finksburg and Paradise Professional Pharmacies; Vicki Einhellig, RPh, president, COO, Good Day Pharmacy

4:15 - 4:45 p.m.

Medical Credentialing and the Community Pharmacist

As the scope of practice expands for pharmacists, so do revenue opportunities. Learn how becoming credentialed for medical billing can open doors for your practice.

Presenter: Micah Cost, PharmD, MS, executive director, Tennessee Pharmacists Association

4:30 - 5 p.m.

Implementing an Opioid Risk Awareness and Naloxone Education Program

Get the ins and outs of setting up a successful naloxone service. Learn everything from engaging patients on opioids of the potential risks and educating patients on naloxone and its role in the case of an emergency in this session.

Presenters: Sheel Bhuta, Director of Marketing/Business Development; Jay Patel, PharmD, Greenhill Pharmacy, Wilmington, Delaware

Sponsored by Emergent Biosolutions

5 - 5:30 p.m.

Putting Insomnia to Sleep

Insomnia is a public health problem that impacts physical and mental health. Discuss the pros and cons of the most common OTC medications, herbal remedies, relaxation snacks, and non-pharmacological interventions for treating insomnia.

Presenter: Jay Gupta, RPh, MTM consultant, C-IAYT, RxRelax

5:15 - 5:45 p.m.

Putting the Farm in Pharmacy

Bringing fresh produce into the pharmacy has introduced a new revenue stream for this pharmacy owner - learn about his journey and how you can do it too!

Presenter: Daniel Bosley, RPh, owner, Keeseville Pharmacy, Inc. & Cornerstone Drug & Gift, Inc.



2020 CONGRESSIONAL PHARMACY FLY-IN

Join your peers as we storm Capitol Hill to meet with members of the House, Senate, and their staffs to discuss the issues that affect your business. There's no better way to make an impression on members of Congress, and there's no one better qualified than you to deliver the message.

April 22-23, 2020
Alexandria, Va. / Washington, D.C.



SAVE THE DATE

NCPA 2020 ANNUAL CONVENTION NASHVILLE OCT. 17-20, 2020



Monday, October 28

Please note: All events will be held at the San Diego Convention Center unless otherwise designated.

| | | |
|--|---|-------------------------|
| 7 a.m. - 6 p.m. | REGISTRATION | Lobby AB - Ground Level |
| 7:30 - 9:15 a.m. | Breakfast Programs | |
| | • Taking Your Compounding to the Next Level (Presented by PCCA) | Room 7-AB |
| | • Care Planning: The Key to Thriving and Surviving | Ballroom 6F |
| | • Front-End Product Opportunities | Room 1-AB |
| 7:45 - 9:15 p.m. | Business Education | |
| | • Let's Get Clinical: Addressing Metabolic Disease Functionally | Ballroom 6E |
| 9:30 - 11:30 a.m. | SECOND GENERAL SESSION (Sponsored by PioneerRx) | Ballroom 6-AB |
| 11:30 a.m. - 12:30 p.m. | Product Theaters | |
| | • Getting Social: Connecting with Your Medicare Part D Patients Online and Store (AmerisourceBergen) | Room 5-AB |
| | • Adults and HPV: Do You Know the Facts? (Merck) | Room 11-AB |
| | • Pneumococcal Disease in Adults 65+: Keep Vaccination in Focus (Pfizer) | Room 1-AB |
| 11:30 a.m. - 5:30 p.m. | NCPA Expo (Buffet Lunch served 11:30 am - 1:30 pm) | Exhibit Hall A-B1 |
| 1:30 - 2:30 p.m. | NCPA Nominations Committee Meeting | Room 10 |
| 2:30 - 3:30 p.m. | NCPA Resolutions Committee Meeting | Room 10 |
| 2:45 - 4:15 p.m. | Business Education | |
| | • Following the Yellow Brick Road to Medicaid Reform | Ballroom 6C |
| 4 - 6 p.m. | Business Education | |
| | • Finding Opportunity in Compounding: Compliance, Quality and Patient Care (Sponsored by IACP with support from PCCA) | Ballroom 6D |
| External Company Events - Events listed below are being held at the Marriott Marquis San Diego. | | |
| 7:30 - 9:15 a.m. | Indy Health Solutions Breakfast | Cardiff Room |
| 8 - 9:30 a.m. | CPESN Network Facilitator Focus Session | Temecula 1 |
| 8 - 9:30 a.m. | Acedemia CPESN Transformation (ACT) Pharmacy Collaboration | Temecula 2 |

Please note that all events will be held at the San Diego Convention Center unless otherwise designated.

7 a.m. – 6 p.m.
NCPA Registration
Ground Level – Lobby AB

7:30 – 9:15 a.m.
Breakfast Program

Taking Your Compounding to the Next Level (Non-CE)
Presented by PCCA
Room 7-AB

Are you considering adding compounding to your pharmacy? Are you looking to grow the compounding segment of your current business? If so, then join PCCA for this morning breakfast and discover what's happening now in compounding and where compounding is headed. Learn what revenues you may be leaving on the table and why prescribers are turning to compounding pharmacists for new medication treatment options for their patients. During this session you will also hear how independent pharmacy owners have come to rely on PCCA for so much more than chemicals and equipment. The speakers will discuss how you can be more profitable, how to take advantage of PCCA's resources, and how to easily access formulas, marketing tools, and clinical services.

Speakers: Bryan Prescott, PharmD, MBA; A.J. Day, PharmD; Erin Michael, CPhT, MBA

7:30 – 9:15 a.m.
Breakfast Program & Business Education

Care Planning: The Key to Thriving and Surviving
Ballroom 6F

Documenting what you do can transform your practice and attract payers. Pharmacy system vendors are making documentation and care planning easier than ever before. In this session, learn how care planning can increase your profits through direct efficiencies in your pharmacy operation and through new revenue from payers who value what you can do for patients if they see the documentation of what you've done.

Speaker: Mark McCurdy, RPh, owner, Mark's Pharmacy

Pharmacist and Pharmacy Technician Objectives:
 1. Define the elements of a care plan that are needed to document patient care interactions.
 2. Describe strategies for implementing care planning into pharmacy workflow.
 3. Identify various types of interventions that should be documented in a care plan.

ACPE UAN: 0207-0000-19-315-L04-P
 ACPE UAN: 0207-0000-19-315-L04-T
 1.5 contact hours (0.15 CEUs)

Activity Type: Knowledge-Based

7:30 – 9:15 a.m.
Breakfast Program

Front-End Product Opportunities (Non-CE)
Room 1-AB

Hear about new products that can differentiate your pharmacy, meet consumer needs, and provide a gross margin worthy of your investment. A great way to find vendors you will want to visit on the Expo floor!

7:45 – 9:15 a.m.
Business Education

Let's Get Clinical: Addressing Metabolic Disease Functionally
Ballroom 6E

Over one-third of Americans suffer from metabolic disease according to the American Heart Association. Do you feel you have the tools needed to best help those patients? By looking at how body systems interact with one another, we will review strategies for preventing and treating metabolic disease functionally. Leave this session feeling confident in your ability to provide improved patient care and supplement recommendations for patients suffering from pre-diabetes, obesity, and adrenal dysregulation.

Speaker: Melody L. Hartzler, PharmD, BCACP, BC-ADM, family medicine clinical pharmacist and associate professor of pharmacy practice, Cedarville Pharmacy

Pharmacist and Pharmacy Technician Objectives:
 1. Summarize the relationship between gut health and metabolic disease.
 2. Outline important supplements for consideration in diabetic and pre-diabetic populations.
 3. Identify the role of stress in diabetes and adrenal dysregulation.

ACPE UAN: 0207-0000-19-316-L01-P
 ACPE UAN: 0207-0000-19-316-L01-T
 1.5 contact hours (0.15 CEUs)

Activity Type: Knowledge-Based

9:30 – 11:30 a.m.
Second General Session
Sponsored by PioneerRx
Ballroom 6AB

Highlights of the Second General Session include a state of the association address by NCPA CEO B. Douglas Hoey and a keynote address from former FDA commissioner, Scott Gottlieb, MD.

Speakers: Douglas Hoey, RPh, MBA, CEO, NCPA; Scott Gottlieb, MD, former commissioner of the Food and Drug Administration

Pharmacist and Pharmacy Technician Objectives:
 1. Describe the flip the pharmacy initiative.
 2. Discuss the role of innovation in public health.
 3. Discuss regulatory updates to standardize drug reviews.

ACPE UAN: 0207-0000-19-317-L04-P
 ACPE UAN: 0207-0000-19-317-L04-T
 1.5 contact hours (0.15 CEUs)

Activity Type: Knowledge-Based



Scott Gottlieb, MD

11:30 a.m. – 12:30 p.m.
Product Theater

Adults and HPV: Do You Know the Facts?
Presented by Merck (Non-CE)
Room 11-AB

- Appreciate the link between HPV and certain HPV-related cancers and diseases.
- Understand HPV-related recommendations.
- Encourage a discussion with appropriate adult patients.

Speaker: Jason Cota, PharmD, associate professor of pharmacy practice, University of the Incarnate Word Feik School of Pharmacy

11:30 a.m. – 12:30 p.m.
Product Theater

Getting Social: Connecting with Your Medicare Part D Patients Online and in Your Store
Presented by AmerisourceBergen (Non-CE)
Room 5-AB

Medicare Part D populations represent between 30-40 percent of the independent community pharmacist's patient population. More than ever before, these patients are turning to online channels to find information about selecting their Medicare Part D plans during the Medicare Part D open enrollment period. This presents an opportunity for pharmacists to be present online and in their stores to assist their patients with plan selection to ensure

coverage is maximized. During this session you'll learn the online behavior trends among Medicare Part D Populations, best practices for improving patient relationships in-store and online, review a pharmacist checklist, patient-facing marketing materials and discussion points to help empower your pharmacy to best assist your patients during the open enrollment period.

Speaker: Tim Jones, director, managed care; Jordan Cupo, digital & web media specialist, Good Neighbor Pharmacy

11:30 a.m. – 12:30 p.m.
Product Theater

Pneumococcal Disease in Adults 65+: Keep Vaccination in Focus
Presented by Pfizer (Non-CE)
Room 1-AB

This presentation will cover the following topics: Burden of Pneumococcal Disease in older adults; ACIP recommendations for prevention of pneumococcal disease; Prevnar 13 clinical development and key trials; Prevnar 13 in your Practice; Patient case studies.

Speaker: Chad Kodiak, PharmD, owner and pharmacist, Joliet Professional Pharmacy

11:30 a.m. – 5:30 p.m.
NCPA Expo
Exhibit Hall A-B1
 (Buffet lunch served from 11:30 a.m. – 1:30 p.m.)

Quick CONSULTS LIVE

NCPA Expo on Monday - Oct. 28

New niches, new profits, new ways of approaching a challenge - these short, interactive, non-CE presentations on the Expo floor will give you the quick consult you've been looking for to elevate your business! Each session is only 30 minutes, so you'll have plenty of time to join and explore the Expo.

1:30 - 2 p.m.

Pharmacy Financing: Buying & Selling Strategies

Find out how to identify and create value in your pharmacy and walk away with tips on buying and selling in this session.

Presenter: Larry Alexander, Bob Graul, Drew Hegi, First Financial Bank lender team

Sponsored by First Financial Bank

1:45 - 2:15 p.m.

Natural Products

It is one of the fastest-growing front-end categories, and you need to have it on your shelves. Get the ins and outs on how to merchandise it and where to buy it!

Presenter: Gabe Trahan, NCPA senior director of store operations and marketing; Mary Beth Catapano, retail audience manager, New Hope Network

2:15 - 2:45 p.m.

Med Sync 101

Jump start implementation. Hear best practices on the benefits, process, and profit pearls to go from the starting line to full speed ahead.

Presenter: Parris Thompson, pharmacy technician, Hayat Pharmacy

2:30 - 3 p.m.

Talk about CBD for Healthier Patients

Learn how you can benefit from being the only healthcare professional who has the ability to dose, disseminate credible information, monitor for drug interactions, and ensure bioavailability of CBD products.

Presenter: T.W. Taylor, RPh, owner, Williamsburg Drug Company

Sponsored by Letco Medical

3 - 3:30 p.m.

USP <800> and DSCSA: Everything you need to know to be compliant

Come learn how you can achieve and maintain compliance with USP <800> and the Drug Supply Chain Security Act while saving time and protecting your business.

Presenters: Kirk Herweck, Inmar - Director of Product Strategy, Healthcare; Dwight deVera, Founder and CEO, RXTransparent

Sponsored by Inmar

3:15 - 3:45 p.m.

How to Get Started with Convenience Packaging

Get advice on workflow, staffing, and other operations from a pharmacy owner. Walk away with tips on how to grow your

1:30 - 2:30 p.m. NCPA Nominations Committee Meeting Room 10

2:30 - 3:30 p.m. NCPA Resolutions Committee Meeting Room 10

2:45 - 4:15 p.m. Business Education

Following the Yellow Brick Road to Medicaid Reform Ballroom 6C

Want to help your patients, fill profitable prescriptions, and save your state millions (if not billions) in the process? There is no place like home (to do just that.) If it sounds too good to be true, ask the 16 states that have pulled back the proverbial rx curtain in 2019 alone to reveal PBMs pocketing millions of dollars at taxpayers' expense. Through local relationships, community pharmacy pioneers, and government officials have turned their state's Medicaid system on its head—enacting reimbursement benchmarks, demanding state Medicaid oversight, and encouraging any willing provider. They made it happen—and you can too.

Speakers: Steve Moore, PharmD, owner, Condo Pharmacy; Eric Pachman, president, 46brooklyn; Jason Rapert, Arkansas state senator

Pharmacist and Pharmacy Technician Objectives:

1. Discuss components of Medicaid managed care programs and the impact on taxpayer dollars.
2. Discuss strategies for educating legislators, Medicaid administrators, or other officials about pharmacy-related advocacy initiatives.
3. Identify opportunities to educate patients and the community about pharmacy-related advocacy initiatives via social media.

ACPE UAN: 0207-0000-19-318-L04-P
ACPE UAN: 0207-0000-19-318-L04-T
1.5 contact hours (0.15 CEUs)

Activity Type: Knowledge-Based

4 - 6 p.m. Business Education

Finding Opportunity in Compounding: Compliance, Quality, and Patient Care (Sponsored by IACP) Ballroom 6D

Part A: Smaller-Volume Compounding and Compliance: A Value Proposition for Indie Pharmacies

Compounding presents patient care and revenue opportunities for independent pharmacies, but also requires learning a new set of skills - including data collection, quality control/quality assurance and justifying the quality of the preparations you provide. For those who understand the standards and are able to navigate the regulatory landscape, there's a competitive advantage to be seized. This session will focus specifically on non-sterile compounding standards and the practical ways independent pharmacies can comply...profitably.

Speakers: Seth DePasquale, PharmD, co-owner of BET Pharm, LLC; Dylan Herr, quality assurance and regulatory affairs manager, Eagle Analytics

Part B: Everything Smaller-Volume Compounders Need to Know About USP <800> But Haven't Had Time to Ask

The evolving regulatory environment will have to make changes, from facilities to workflow to SOPs. USP <800> implementation begins Dec. 1, so pharmacies that compound hazardous drugs need to understand the requirements, construction and other associated costs, plus best practices - even if your state has not yet implemented the chapter. In this session, you'll learn about industry trends, what other independent compounding pharmacies have done to prepare, and strategies to help overcome the related expenses - and you'll get risk assessment templates and other tools to help you comply!

Speakers: A.J. Day, PharmD, clinical pharmacist and vice president of clinical services, PCCA; Bryan Prescott, PharmD, MBA, director of business coaching, PCCA

Pharmacist and Pharmacy Technician Objectives:

1. Describe applicable USP standards related to non-sterile compounding (not only USP <795>.)
2. Identify three opportunities for small scale non-sterile compounding operations that are often overlooked and three skills that are necessary for compounding professionals to have.
3. Describe the lab design requirements necessary to ensure pharmacies are compliant with USP <800>.
4. Explain risk assessment strategies and best practices each pharmacy should follow.

ACPE UAN: 0207-0000-19-319-L07-P
ACPE UAN: 0207-0000-19-319-L07-T
2.0 contact hours (0.2 CEUs)

Activity Type: Knowledge-Based

convenience packaging program into a successful service.

Presenter: Steve Adkins, PharmD, owner, Health Park Pharmacy

3:45 - 4:15 p.m.

Utilizing Interns and Technicians to Build Your Service Offerings

Ever want to offer a new patient service or program, but feel you don't have the bandwidth to do it? Learn how student pharmacists and technicians can get you there.

Presenter: Carlie Traylor, PharmD, NCPA associate director of strategic initiatives

4 - 4:30 p.m.

A quick guide to ePrescribing workflow solutions and enhancements in 2020

Learn about new ePrescribing enhancements like "CancelRx", "RxFill", and "FillStatus indicator" that will benefit your operation.

Presenter: Lisa Schwartz, PharmD, NCPA senior director of professional affairs

4:30 - 5 p.m.

Merchandising Tips for Your Front-End

Learn to be an expert merchandiser, understand the value of eye level product merchandising. OTC, seasonal - we cover it all.

Presenter: Gabe Trahan, NCPA senior director of store operations and marketing

4:45 - 5:15 p.m.

Mental Health First-Aid: More Valuable than CPR?

One in five adults in America experience a mental illness. Learn what mental health first-aid is, why you AND your pharmacy staff should be trained and how it can be just as life-saving as CPR.

Presenter: Clark Bishop, PharmD, pharmacist manager, partner, Hutton Pharmacy

2020 Community Pharmacy Scholarship

Apply at phmic.com/scholarship

- Apply October 1 - December 2, 2019
- Recipients selected will be awarded \$2,500 each
- Up to \$50,000 awarded annually



Pharmacists Mutual Insurance Company
808 Highway 18 W | PO Box 370 | Algona, Iowa 50511
P. 800.247.5930 | F. 515.295.9306 | info@phmic.com
phmic.com

Booth #921

Tuesday, October 29

Please note: All events will be held at the San Diego Convention Center unless otherwise designated.

| | | |
|---|---|---|
| 7 a.m. - 3 p.m. | REGISTRATION | Lobby AB - Ground Level |
| 8 - 10 a.m. | NCPA House of Delegates | Ballroom 6D |
| 10:15 - 11:45 a.m. | Business Education | |
| | • Caring for Patients on Opioids | Ballroom 6C |
| | • Take 5! Cash-Based Service Edition | Ballroom 6F |
| | • Fixer Upper: Pharmacy Front-End Remodels | Ballroom 6E |
| Noon - 1 p.m. | Lunch & Learns | |
| | • USP <800> - Preparing for Compliance (LP3 Network/Medisca) | Room 1-AB |
| | • Treatment Options with CBD (Plus CBD™ Oil by CV Sciences) | Room 11-AB |
| | • The Drug Pricing Debate: Implications for Patient Adherence & Medication Management (Lilly USA LLC) | Room 5-AB |
| | • The Role of the Pharmacist in Helping Prevent Influenza in Older Adults (Vaxserve) | Room 7-AB |
| 1:15 - 3:15 p.m. | Business Education | |
| | • Cash Flow, Inventory and Your Financial Health | Ballroom 6C |
| 3:30 - 5 p.m. | Business Education | |
| | • Preventing and Preparing for PBM Audits | Ballroom 6E |
| | • Adapting the Chick-Fil-A Culture to Your Business | Ballroom 6C |
| 6 - 7 p.m. | NCPA PAC Reception (Ticketed Event) | Marriott Marquis - Coronado Terrace |
| 7 - 10 p.m. | NCPA Closing Night Reception & Party | Marriott Marquis - San Diego Ballroom B |
| External Company Event - Event listed below is being held at the Marriott Marquis San Diego. | | |
| 7 a.m. - 5 p.m. | APhA Certificate Training Program - Pharmacy-Based Immunization Delivery | Marina Ballroom - Salons F-G |

Tuesday, October 29

Please note that all events will be held at the San Diego Convention Center unless otherwise designated.

7 a.m. – 3 p.m.
NCPA Registration
Ground Level – Lobby AB

8 – 10 a.m.
2019 NCPA House of Delegates
Ballroom 6D

The NCPA House of Delegates is the policy-making body of the association. Resolutions on issues related to independent community pharmacy are brought before the delegation for consideration during the session. Resolutions that are adopted as official NCPA policy serve as the focal point for the association's advocacy and education efforts.

Speakers: Bill Osborn, PharmD, NCPA President; panel of NCPA steering committee chairs

- Pharmacist and Pharmacy Technician Objectives:
1. Discuss proposed policies and the potential impact on community pharmacy.
 2. Discuss viewpoints expressed in the final ratification of priorities to become association policy.
 3. Describe the direction identified for the association's coming year.

ACPE UAN: 0207-0000-19-321-L04-P
 ACPE UAN: 0207-0000-19-321-L04-T
 2.0 contact hours (0.2 CEUs)

Activity Type: Knowledge-Based

10:15 – 11:45 a.m.
Business Education

Caring for Patients on Opioids
Ballroom 6C

Do the right things for your patients on opioids and for your pharmacy. The potential and reality of opioid addiction has pharmacists taking extra care to serve these patients. You'll learn about workflow best practices, treatment options, and steps to take to protect this vulnerable patient population.

Speakers: Lorri Gebo-Shaver, PharmD, owner, Shaver Pharmacy & Compounding Center; Caitie Brown, PharmD, PGY-1 resident, Shaver Pharmacy & Compounding Center; Shanna O'Connor, PharmD, assistant professor, College of Pharmacy at Idaho State University

- Pharmacist and Pharmacy Technician Objectives:
1. Describe workflow best practices for utilizing prescription drug monitoring programs.
 2. List non-opioid pain treatment including, but not limited to, other prescription and non-prescription medications and non-pharmacologic treatments.
 3. Discuss how to best document interventions in the patient care plan.

ACPE UAN: 0207-0000-19-323-L01-P
 ACPE UAN: 0207-0000-19-323-L01-T
 1.5 contact hours (0.15 CEUs)

Activity Type: Knowledge-Based

10:15 – 11:45 a.m.
Business Education

Fixer Upper: Pharmacy Front-end Remodels
Ballroom 6E

There is no TV show for pharmacy makeovers, but this session is the next best thing. Whether a coat of paint or a complete demolition, front-end updates can revitalize your OTC profits. In this session, NCPA front end guru and merchandising expert Gabe Trahan walks you through numerous examples of budget-minded remodels with his before-and-after gallery of inspiration. Find out what to do — and what to avoid — in this engaging session.

Speaker: Gabe Trahan, NCPA senior director of operations and marketing

- Pharmacist and Pharmacy Technician Objectives:
1. List the attributes of a pharmacy retail floor plan that is inviting to patients and encourages complete store browsing while maintaining a professional pharmacy atmosphere.
 2. Identify OTC categories that need adjustment to improve inventory control.
 3. Describe pharmacy redesigns that restrict patients' navigation through the pharmacy and detract from the patient experience.

ACPE UAN: 0207-0000-19-322-L04-P
 ACPE UAN: 0207-0000-19-322-L04-T
 1.5 contact hours (0.15 CEUs)

Activity Type: Knowledge-Based

10:15 – 11:45 a.m.
Business Education

Take 5! Cash-Based Service Edition
Ballroom 6F

Six pharmacy peers will take five minutes to tell you about a revenue-generating service or offering in their pharmacy that is working

well for them. Then you'll have 10 minutes to interact, ask questions, and offer suggestions. When time runs out, it's on to the next one. Of course, there's plenty of time at the NCPA Convention for further one-on-one dialogue to follow up and learn more from each other. You'll love this fast-moving 90 minutes of profit pearls.

- Pharmacist and Pharmacy Technician Objectives:
1. List at least three patient care services that can be offered in the community pharmacy.
 2. Discuss ways to integrate pharmacist-prescribing of contraceptives into workflow.
 3. Discuss types of wellness testing that can be offered in the community pharmacy setting.

ACPE UAN: 0207-0000-19-324-L04-P
 ACPE UAN: 0207-0000-19-324-L04-T
 1.5 contact hours (0.15 CEUs)

Activity Type: Knowledge-Based

Noon – 1 p.m.
Lunch & Learn

USP <800> - Preparing for Compliance (Non-CE)
Presented by LP3 Network/Medisca
Room 1-AB

The handling of hazardous drugs poses specific challenges and requires the implementation of appropriate safety measures to minimize occupational and environmental exposure, due to the negative health effects associated with both short- and long-term exposure to hazardous drugs. On Dec. 1, the United States Pharmacopeia (USP) General Chapter <800>, which creates standards for the handling of hazardous drugs in health care settings, will come into effect.

While the window for entities to implement changes in order to achieve compliance is narrowing, it is important to note that hazardous drugs continue to pose health risks and appropriate precautions should be taken into consideration today. This activity will review safe handling procedures, personal protective equipment, engineering controls, as well as protocols and procedures for handling hazardous drugs. Additionally, innovative technology and devices that can help reduce potential contamination from hazardous drugs, will be presented.

Speakers: Mindy Cormier, RPh, PharmD, healthcare education facilitator, LP3 Network

Noon – 1 p.m.
Lunch & Learn

Treatment Options with CBD (Non-CE)
Presented by Plus CBD™ Oil by CV Sciences
Room 11-AB

Cannabis has gone mainstream. With all of the excitement surrounding the legal and non-intoxicating constituent of Cannabis sativa, cannabidiol (CBD), it can sometimes be hard to discern fact from fiction. What are the proper doses? What are the mechanisms of action? Are there any drug interactions? In this discussion, we will answer many of these questions, and more.

Noon – 1 p.m.
Lunch & Learn

The Drug Pricing Debate: What are the Implications for Patient Adherence and Medication Management? (Non-CE)
Presented by Lilly USA LLC
Room 5-AB

How could pending proposals to control drug prices and spending impact community pharmacies and the services they provide to support patient medication adherence? In this session, NEHI will present a brief overview and lead a discussion of proposals pending at the state and federal levels on pharmaceutical pricing, discount and rebate policy, and value-based contracting, specifically from the standpoint of their potential influence on community pharmacy services to the customer-patient.

Speaker: Tom Hubbard, vice president of policy research, NEHI-Network for Excellence in Health Innovation

Noon – 1 p.m.
Lunch & Learn

The Role of the Pharmacist in Helping to Prevent Influenza in Older Adults (Non-CE)
Presented by Vaxserve
Room 7-AB

Immunizing patients, especially older adults and those with certain comorbidities, during the flu-season may help to substantially reduce the risk of hospitalizations, mortality, and other poor outcomes.

Speaker: Michael D. Hogue, PharmD, FAPhA, FNAP, dean, Loma Linda University School of Pharmacy, Loma Linda, Calif.

1:15 – 3:15 p.m.

Business Education

Cash Flow, Inventory, and Your Financial Health Ballroom 6C

Knowing exactly where your finances stand month-in and month-out and acting on it can be the difference between working on your business and working in someone else's business. This session breaks down the top performance indicators of thriving pharmacy businesses and how your pharmacy can be one of the best. Assess the financial health of your business and know where to sharpen the pencil. You can't afford to miss this program.

Speakers: Ollin B. Sykes, CPA, CITP, CMA, president, Sykes & Company, P.A.; Scott W. Sykes, CPA, Sykes & Company, P.A

- Pharmacist and Pharmacy Technician Objectives: 1. List nine best practices for managing community pharmacy operations. 2. Discuss strategies for managing inventory effectively. 3. Describe key financial indicators and benchmarks for your own business.

ACPE UAN: 0207-0000-19-325-L04-P ACPE UAN: 0207-0000-19-325-L04-T 2.0 contact hours (0.2 CEUs)

Activity Type: Knowledge-Based

3:30 – 5 p.m.

Business Education

Adapting the Chick-fil-A Culture to Your Business Ballroom 6C

How do companies known for world-class service motivate their employees to deliver even when no

one is looking? According to Chick-fil-A multi-restaurant owner and best-selling author, Arthur Greeno, it's all about creating emotional connections with your brand. Join Arthur as he shares his strategy for instilling Chick-fil-A's motto of "expect perfection, settle for excellence" into his teams and get tips for developing your employees into ambassadors of your brand in this session. It's our pleasure.

Speaker: Arthur Greeno, Chick-fil-A owner and operator

- Pharmacist and Pharmacy Technician Objectives: 1. Describe components of a remarkable company culture. 2. Discuss real-life examples of how company culture directly impacts business growth. 3. Identify strategies for communicating and reinforcing your pharmacy's culture with every member of the pharmacy team.

ACPE UAN: 0207-0000-19-326-L04-P ACPE UAN: 0207-0000-19-326-L04-T 1.5 contact hours (0.15 CEUs)

Activity Type: Knowledge-Based

3:30 – 5 p.m.

Business Education

Preventing and Preparing for PBM Audits Ballroom 6E

A simple mistake or omission can cost you thousands during a pharmacy audit. Believe it or not, there are pharmacies out there with a nearly 100 percent success rate in avoiding audit clawbacks. Owners of these pharmacies credit their workflow and staff-led audit review systems with their success, but PBMs are always looking for a new tactic to exploit. Take in frontline advice on preventing costly audits

before they rob you. Plus, get an expert review of the latest PBM audit targets and how to defend yourself in this session.

Speakers: Richard Ost, RPh, owner, Philadelphia Pharmacy; Trent Thiede, PharmD, MBA, chief operating officer, PAAS National®

- Pharmacist and Pharmacy Technician Objectives: 1. Describe an example of an audit review procedure designed to help eliminate pharmacy risk. 2. Discuss methods to train and coach pharmacy staff on audit prevention. 3. List common audit red flags and strategies to defend against an audit.

ACPE UAN: 0207-0000-19-327-L04-P ACPE UAN: 0207-0000-19-327-L04-T 1.5 contact hours (0.15 CEUs)

Activity Type: Knowledge-Based

6 – 7 p.m.

NCPA PAC Reception Marriott Marquis – Coronado Terrace

7 – 10 p.m.

NCPA Closing Night Party Marriott Marquis – San Diego Ballroom B

Featuring live music by The Tom Sartori Band.

WAY TO GROW, PHARMACISTS!

JOIN NCPA'S LONG-TERM CARE DIVISION, IMPROVE THE FUTURE OF YOUR LONG-TERM CARE SERVICES. COUNT ON IT.



It's more than nursing homes. There's room to grow.

Consider:

- Assisted living facilities
• Home health care
• Inpatient rehab facilities
• Group homes ... and more.



What the NCPA LTC Division can do for you and your pharmacy:

- Business basics you need to succeed.
• Library of downloadable contracts you can customize to your needs, saving you time and money.
• Ongoing training in the LTC space — webinars, newsletters, live programming, and more.



We never stop fighting for you and your business.

- Industry recognition of medical-at-home services.
• Advocacy on CMS and PBM reimbursement issues.
• Ensuring LTC patient access with regard to combating the opioid crisis.

STANDARD AGREEMENT TEMPLATES

NCPA's LTC Division offers downloadable, customizable agreement templates, exclusively for members. Drafted by attorney and pharmacy law expert Jeffrey S. Baird, Esq., these templates save our LTC members both time and money. Use just one template, and you have more than paid for your LTC membership.

- Pharmacy Services Agreement for Assisted Living Facility
• Asset Purchase Agreement
• Business Associate Agreement
• Consulting Services Agreement
• LTC Services Agreement
• Medical Director Agreement
• Mutual Nondisclosure Agreement
• Purchase Letter Agreement

Each form can be customized to your needs. There is no "per use" charge. Unlimited use is included with your LTC membership.



The Division is open to NCPA members only. Annual dues are \$195. Join today by visiting the NCPA pavillion or www.ncpanet.org/ltc.

Expo Floor Plan

EXHIBIT HALL HOURS

Sunday, Oct. 27 | 1 - 6 p.m.

5 p.m. - 6 p.m. Reception in Exhibit Hall

Monday, Oct. 28 | 11:30 a.m. - 5:30 p.m.

11:30 a.m. - 1:30 p.m. Buffet Lunch

Residency Showcase

Back of Exhibit Hall - end of aisle 100

Sunday, Oct. 27 | 1:15 - 3:15 p.m.

Poster Symposium

Exhibit Hall - behind row 1300

Sunday, Oct. 27 | 2:30 - 4 p.m.

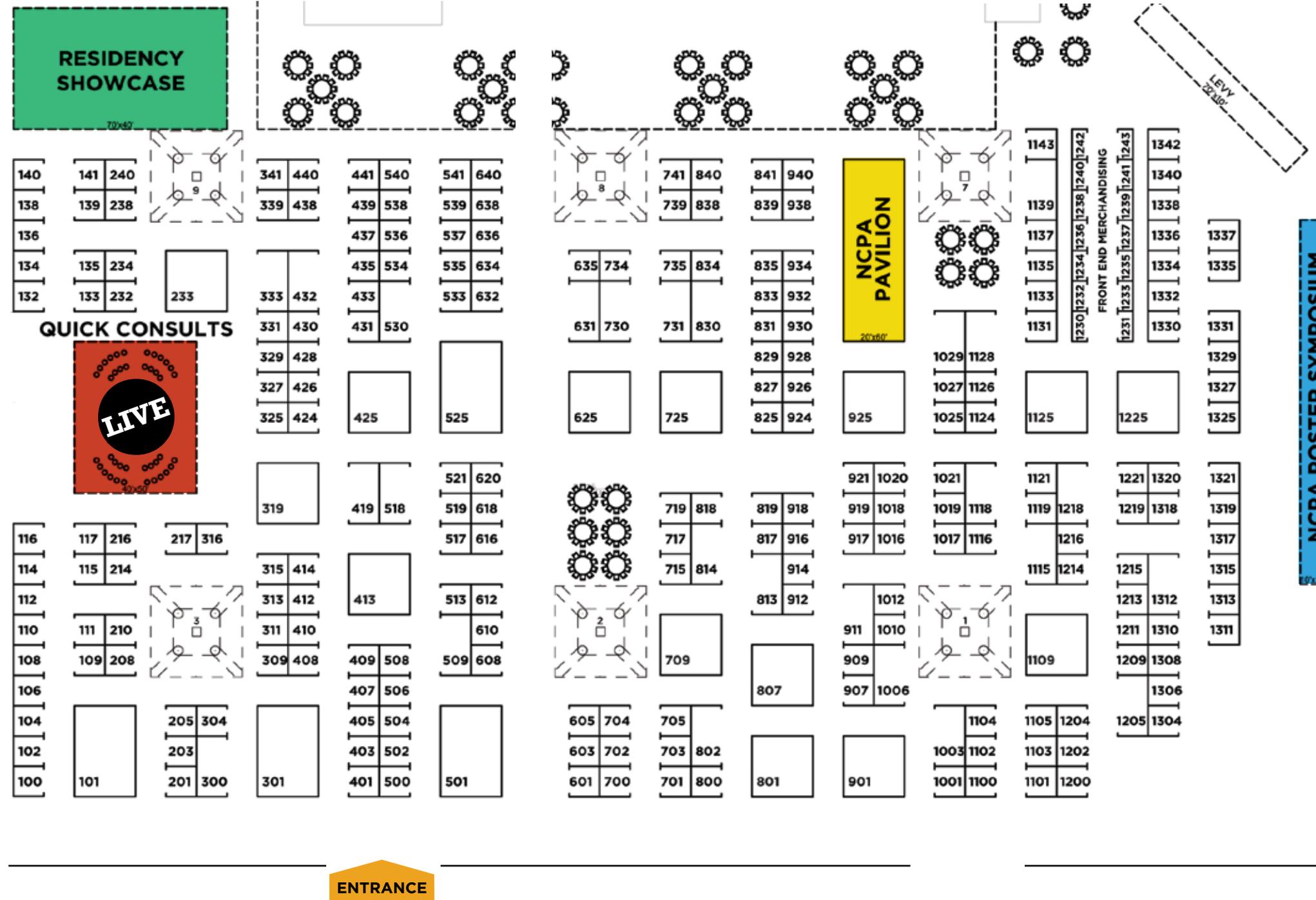
Quick Consults LIVE!

Left Center of Exhibit Hall - by aisle 300

Sunday, Oct. 27 | 2:30 - 5:45 p.m.

Monday, Oct. 28 | 2:00 - 5:15 p.m.

New this year in the Expo! New niches, new profits, new ways of approaching a challenge - these short, interactive, non-CE presentations on the Expo floor will give you the quick consult you've been looking for to elevate your business! Each session is only 30 minutes, so you'll have plenty of time to join and explore the Expo.



Comprehensive Expo Listings AS OF 9/30/2019

* DENOTES NCPA CORPORATE MEMBER

*AAPA GPO..... 117

Shams Shibley
313-850-2058
shams.shibley@aaparx.com
www.aaparx.com

AAPA is one of the nation's fastest growing pharmacist owned and operated buying groups that brings new and innovative programs and tools to our independent pharmacy members.

Abacus Health Products .. 114

Robin Robinson
401-741-2717
robin@abacushp.com
www.cbd-medic.com

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

Abbott Diabetes Care 518

Jerilyn Taylor
510-864-4342
jerilyn.taylor@abbott.com
www.diabetescare.abbott

Abbott believes people with diabetes should enjoy active lives, so we develop innovative products to help people with diabetes manage their health more effectively and comfortably. Our groundbreaking sensing technology is revolutionizing how people monitor glucose and providing physicians with more data to make better informed treatment decision.

Alchem Life..... 634

Sara Ann Kelly
609-968-0269
pr@alchemlife.com
www.alchemlife.com/us

AlchemLife® combines 75 years of knowledge and experience with the power of nature and science to bring you supplement products with unmatched safety and quality for those over 45.

Alliance for Patient Medication Safety 435

Tara Modisett
866-365-7472
tara@naspa.us
www.medicationsafety.org

Team up with APMS to get a handle on inherent risks in your pharmacy's workflow. Pharmacy Quality Commitment + (PQC+) is an interactive CQI program that helps identify, report, and analyze quality-related patient safety events.

Allied Against Opioid Abuse 106

Jill Courtney
913-710-5519
jcourtney@RESERVOIRCG.COM
www.againstopioidabuse.org

Allied Against Opioid Abuse: A partner-based initiative to help prevent opioid abuse by raising awareness of the rights, risks, and responsibilities of prescription opioids.

*American Associated Pharmacies 819

Wayne Boese
509-468-7235
wayne.boese@rxaap.com
www.rxaap.com

AAP is a member-owned cooperative of independent pharmacies that provides the tools and resources needed for members to improve their bottom lines.

American College of Apothecaries 1319

Dana Easton
901-383-8119
dana@acainfo.org
www.acainfo.org

The American College of Apothecaries and the American College of Veterinary Pharmacists promote professional practice in independent and veterinary pharmacy through membership and educational resources.

*American Pharmacy Cooperative Inc. 419

Paul Bruno
205-277-1080
paulb@apcinet.com
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.

*AmerisourceBergen 901

Lisa Dahlstrom
610-727-7000
Lisa.Dahlstrom@amerisourcebergen.com
www.amerisourcebergen.com

AmerisourceBergen connects the health care industry, applying innovation toward everything from the way pharmaceuticals are sourced and distributed to the delivery of personalized patient care, delivering value across the healthcare spectrum.

Amplicare 831

Marvin Guardado
704-769-0540 ext. 131
marvin@amplicare.com
www.amplicare.com

Amplicare delivers an unrivaled decision-automation platform that increases patient retention, improves performance measures, diversifies revenue streams, and enables providers to communicate with their patients more easily than ever before.

*Anda, Inc. 413

Paulina Rugg
954-217-4398
paulina.rugg@andanet.com
www.andanet.com

Anda provides distribution services of brand and generic pharmaceuticals, vaccines, pet meds, OTCs, and more. Enjoy next-day delivery, low minimums and extended ordering hours.

*Animal Med Express 930

Irwin Rashkover
615-661-8616
ir@animalmedexpress.com
www.animalmedexpress.com

Animal Med Express is the predominant provider of animal pharmaceuticals, OTC and nutritional supplements to retail pharmacies nationwide. Offering this new profitable service to retail pharmacies provides them entry into the growing \$15 billion animal prescription market.

Anodyne 817

Billy Kanter
844-637-4637
Billyk@anodyneshoes.com
www.anodyneshoes.com

Diabetic shoe inserts.

Arbor Pharmaceuticals, LLC..... 1126

David Joffe
727-224-4347
david.joffe@arborpharma.com
www.arborpharma.com

Arbor Pharmaceuticals, headquartered in Atlanta, is a pharmaceutical company currently focused on the cardiovascular, neuroscience, hospital 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.

Continued on page 72

ARK Business Services Inc... 840

Nikeisha Powell
347-590-2779 ext. 305
npowell@arkbs.com
www.arkbs.com

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

Armstrong Pharmaceuticals Inc..... 1204

Juanita Moxley
909-942-4156
JuanitaM@amphastar.com
www.primatene.com

Armstrong Pharmaceuticals, Inc. is the manufacturer of Primatene® MIST, the only FDA-approved asthma inhaler available without a prescription in the United States.

***Ashgrove Marketing Agency 403**

Rachel Newsome
248-946-8764 ext. 224
rhughes@ashgrovemarketing.com
www.ashgrovemarketing.com

Ashgrove Marketing can put your name on anything! Ashgrove is the official supplier for the NCPA calendar program. Ashgrove also offers a wide selection of customized apparel and giveaways.

***Auburn Pharmaceutical...825**

Stephanie Varner
800-222-5609
svarner@auburnpharm.com
www.auburngenerics.com

Your independent generic wholesaler, Auburn has been in business since 1993. Fully VAWD accredited.

Save on more than 4,000 generics, purchased direct from over 110 manufacturers. More than 3,000 pharmacies choose Auburn. Join them today and save!

***Axe Rx 506**

Al Branca
856-304-4874
abranca@axeprime.com
www.axeprime.com

SlashRx provides no cost, custom loyalty programs designed to help independent pharmacies compete with chain stores and provide patient retention.

***Azurity Pharmaceuticals 541**

Joey Sturgeon
720-583-9464
venessa.cortez@silvergatepharma.com
www.silvergatepharma.com

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

B&B Pharmaceuticals 1104

Christian Hahn
303-755-5110
christian@bbpharm.net
www.bbpharm.net

The premier source for controlled substances, hormones, and specialty sourced chemicals for pharmaceutical compounding. Contact us today to see how we can enhance your wholesale experience.

***Balanced Health Botanicals 1225**

Carly Smith
610-554-3617
carly@balancedhealthbotanicals.com
www.balancedhealthbotanicals.com

Balanced Health Botanicals™ is a family of hemp-derived CBD brands that includes CBDistillery™, CBDistilleryRx™ and new CBD-infused skin care and supplements line BOT.A.

***BestRx Pharmacy Software 1205**

Vikas Desai
630-893-9210
vikas.desai@bestrx.com
www.bestrx.com

BestRx delivers elegant, easy-to-use pharmacy software solutions that grow profits, enhance efficiency, and allow pharmacists to dedicate more time to patient care.

***BetterRX, LLC..... 1219**

James Jarman
385-252-9033
jjarman@betterrxx.com
www.betterrxx.com

BetterRX pharmacy intelligence does all the heavy lifting so the independent pharmacy can contract directly with more hospice and LTC clients.

Beutlich Pharmaceuticals.. 912

Jennifer DiLascia
800-238-8542
JDiLascia@beutlich.com
www.beutlich.com

Beutlich is excited to introduce MEDCOAT, a great tasting coating that makes your pills easier to swallow.

BIOSRX, Inc. 433

Sarah Taylor
800-280-9277
sarah@biosrx.com
www.biosrx.com

BIOSRX, Inc. develops compounding technologies for independent pharmacies to improve compounding productivity and patient adherence.

***Blister Balm (JojobaDerm Labs) 1238**

James Brown
602-361-6363
jim@jojobadermlabs.com
www.blisterbalm.com

NEW! Blister Balm - 100% natural external analgesic ointment & bamboo tube lip protectant with roller ball applicator are fast and effective. "Naturally Medicated Cold Sore Therapies"

BlueFlower..... 1241

Gazelle Hashemian
301-659-6000
gazelle@blueflower.us
www.blueflower.us

BlueFlower is a natural and toxin-free self-care product company, including essential oils and personal care products.

BluPax Pharma 618

Avi Maidenberg
732-902-6760
avim@blupaxpharma.com
www.blupaxpharma.com

BluPax Pharma is a VAWD accredited wholesaler and distributor of generic pharmaceuticals. We leverage direct manufacturer relationships to provide our customers with value and savings.

***Boiron..... 601**

Kay Keaney
610-325-8327
kay.keaney@boiron.com
www.boironusa.com

Boiron is world leader in homeopathic medicines. The company maintains the highest standards in manufacturing, complying with FDA, HPUS, and drug GMP.

Bolm, Inc. 1243

John Fraser
775-413-0882
john@prevasil.com
www.bolmskincare.com

Prevasil Ultra Care fast-acting cold sore treatment is here!!! Stop by to learn more and sample our natural products today! "Better ingredients = Faster results!"

Boost Oxygen 800

Mike Grice
760-420-2308
mgrice@boostoxygen.com
www.boostoxygen.com

Boost Oxygen provides the benefits of oxygen to everyone without a prescription.

Calmoseptine, Inc. 917

Kim Saeng
714-840-3405
kim@calmoseptine.com
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!

Capital Wholesale Drug Co. 537

Peter Behrent
614-432-4611
p.behrent@capital-drug.com
www.capital-drug.com

Capital Wholesale Drug Co. is a family-owned independent full-line wholesaler founded in 1950 based in Columbus, Ohio, serving retail independent pharmacies throughout the United States.

***Cardinal Health 925**

Brad Copeland
614-533-3923
brad.copeland@cardinalhealth.com
www.cardinalhealth.com

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

***CarePoint, Inc. 502**

Kristine Sesler
843-853-6999
ksesler@carepoint.com
www.carepoint.com

For 25 years, CarePoint has been providing leading edge, flexible and scalable, comprehensive pharmacy management software systems for community and outpatient pharmacies that are configured to meet the unique needs of your specific pharmacy

Continued on page 75

BLISTER BALM NATURALLY MEDICATED COLD SORE THERAPY – 100% NATURAL



NCPA “HOT DEAL”

Buy 1 (6-pack) Blister Balm External Analgesic Ointment, get 1 (6-pack) Blister Balm Protective Lip Treatment FREE! Go to www.BlisterBalm.com, click on “Wholesale” and enter code “BOGOFREE1”.

See us at booth #1238 at NCPA San Diego for details.

We Deliver Solutions for a Healthier Bottom Line

- Group volume purchasing power
- Aggressive wholesaler pricing programs
- Successful rebate program - \$30.8 million returned to members in 2018
- EPIC Pharmacy Network, Inc. (EPN) membership fee included at no cost – access to third-party contracts
- Clinical services tools, including expert assistance from our in-house pharmacist and access to custom PrescribeWellness offerings and EQUIPP™
- **REGULATOR**™ – free third-party claims reconciliation program and automated reimbursements below cost system
- **PHARM CAP** – Web-based solution for pharmacy regulatory and compliance management

PUT THE POWER OF A NETWORK BEHIND YOU
800-965-EPIC | EPICRX.COM

PHARMA FUNDING

CASH FLOW SOLUTIONS FOR INDEPENDENT PHARMACIES

Use Today's Receivables to Fund Tomorrow's Growth

VISIT US:
PHARMAFUNDING.COM

CONTACT US:
888.723.7311

BOOTH# 1102

*Celerant Technology 331

Kevin Pangilinan
718-351-2000 ext. 216
kpangilinan@celerant.com
www.celerant.com

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

Celeste Stein Designs Inc. 1231

Dori Golan
409-763-1009
dorigolan@celestestein.com
www.celestestein.com

Celeste Stein™, the leader in printed medical compression socks, knee supports and diabetic socks. Men's and women's, including wide calf. Our 2,200-plus designs are the perfect fit for your customer.

Celtic Wind Crops 1325

Bob Allen
412-370-8555
bob@celticwindcrops.eu
www.celticwindcrops.com

Based in County Louth, Ireland. Celtic Wind Crops is an eco-friendly organisation focussed on developing a broad range of natural hemp based products.

*Centor 827

Evan Arnold
567-336-8972
evan.arnold@centorrx.com
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.

Cerecor 201

Nancy Turner
410-522-8707
nturner@cerecor.com
www.cerecor.com

Cerecor is an integrated biopharmaceutical company developing innovative therapies at the cutting edge of science. Our pipeline, filled with forward-thinking ideas, propels us forward. We are driven to change the lives of patients with rare orphan diseases in Pediatrics and Neurology.

Chetu, Inc. 636

Josh Rossie
954-342-5676
shows@chetu.com
www.chetu.com

Chetu is a custom software solutions provider for the health care industry encompassing the entire continuum of care including EHRs, e-prescribing, health information exchange, hospital & practice management, revenue cycle management, HL7, pharmacy management, telehealth plus lab information systems.

Chicken Poop Lip Junk... 1237

Michael Schmidt
316-263-7667
mschmidt@ilovechickenpoop.com
www.ilovechickenpoop.com

Guaranteed sale! All-natural lip products. High quality ingredients at 50 cents to \$1.50 less than industry average.

Commonwealth Extracts 1131

John Taylor
502-450-6044
johnetaylor29@icloud.com
www.commonwealthextracts.com

Commonwealth Extracts produces quality bulk, raw hemp concentrates and white label CBD products. We are a cGMP audit-certified facility, and will have ISO certification by fall 2019.

*Compliant Pharmacy Alliance Cooperative 1006

Geoffrey Hainer
608-205-3135
ghainer@compliantrx.com
www.compliantrx.com

Compliant Pharmacy Alliance Cooperative is a 1,900-plus member owned purchasing cooperative advocating responsible change for better results, Empower your independence and embrace a better way of doing business.



No matter your path, we're your partner

Your pathway starts here

RxOwnership.com/NCPA2019
or 800.266.6781

MCKESSON

©2019 McKesson Corporation.
All rights reserved.
RTL-4936668-09-19

***CoverMyMeds 631**

Lauren Schneider
614-441-9959
lschneider@covermymeds.com
www.covermymeds.com

CoverMyMeds' solutions help patients get the medications they need to be healthy by seamlessly connecting the health care network to improve medication access; thereby increasing speed to therapy and reducing prescription abandonment.

Cure..... 1321

Safwan Sadiq
631-229-6657
saf@thecurebrand.com
www.thecurebrand.com

Cure is a CBD wellness brand. It's a perfect balance of CBD products designed to help you focus, chill, and sleep.

Darby Farms Elderberry & Natural Products 1233

Jeni Dover
770-597-6001
darbyfarmacy@gmail.com
www.darbyfarmswellness.com

High quality line of natural products made with organic and wildcrafted ingredients. Best seller: Darby Farms Elderberry Syrup. New in 2019: Herbal Cough Syrup, Elderberry Extract, Healing Clay Poultice.

***Designer Greetings 509**

Dan Mead
732-662-6700
dan.mead@designergreetings.com
www.designergreetings.com

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

***Digital Pharmacist 625**

Danielle Yoon
713-416-9176
dyoon@digitalpharmacist.com
www.digitalpharmacist.com

Digital Pharmacist is a leading patient engagement platform. Using our solutions, independent pharmacies can find and help patients, enhance revenue streams and drive patient adherence.

Direct Kiosk Solutions 428

Lane Foliott
714-257-0103 ext. 125
lane@1dks.com
www.1dks.com

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

Doctor Multimedia 311

Pras Murthy
800-679-3309
info@doctormultimedia.com
www.doctormultimedia.com

We have graphic designers, Word-Press developers, social media masters, content creators, SEO wizards, IT problem solvers, and marketing gurus to help your pharmacy thrive and grow.

DoseLogix/Topi-Click 424

Stephanie Hayes
877-870-8448
info@doselogix.com
www.doselogix.com

Topi-CLICK® by DoseLogix manufacturers metered dosing applicators for humans and animals that are accurate, innovative, and easy-to-use. Stop by our booth for FREE samples.

Dosis Systems by Manchac 533

Libby Mann
318-416-5303
libby.mann@manchac.com
www.dosis.com

DOSIS Systems by Manchac is an autonomous workflow solution improving your blister-card pharmacy's efficiency, productivity, and bottom line.

Dr. Dan's Cortibalm 1310

Kimberly Vidars
508-826-5908
kcv2118@columbia.edu
www.drdanslipbalm.com

Dr. Dan's Cortibalm is a medicated hypoallergenic lip balm that heals painful, chapped, cracked lips when nothing else will.

Duane Morris LLP 517

Jonathan Swichar
215-979-1816
JLSwichar@duanemorris.com
www.duanemorris.com

Duane Morris' Pharmacy Litigation Group consists of litigators, healthcare, regulatory and corporate attorneys who have significant experience in the industry.

Eco Sciences 438

Jeff Jones
888-578-0012
info@ecosciences.com
www.ecosciences.com

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

Emergent Biosolutions 535

Jake Nesteruk
215-345-1515
NesterukJ@porettaorr.com
www.emergentbiosolutions.com

Emergent Biosolutions develops, manufactures, and delivers a portfolio of medical countermeasures for biological and chemical threats, existing and emerging infectious diseases as well as opioid overdose.

***Euclid Medical Products .. 539**

Kevin Copsy
414-526-9212
kcopsy@euclidmedicalproducts.com
www.euclidmedicalproducts.com

We are introducing a new line of next generation multidose packaging machines called Axial™. They have a smaller footprint and package faster than current machines.

***Exemplar 1128**

Wesley Drake
704-488-0270
wesley.drake@exemplarhpo.com
www.exemplarhpo.com

Visit Exemplar, an innovative health care partnership network created to unite the independent community, so together we can reach more lives and receive better reimbursements.

EzriRx, LLC..... 918

Ezriel Green
718-502-6610
ezriel@ezrrix.com
www.ezrrix.com

EzriRx allows pharmacies to compare pricing from 20-plus vendors and save an average of 30 percent monthly on prescription purchases using state-of-the-art technology.

***FDS, Inc. 717**

Kris Adams
817-406-0824
kadams@fdsrx.com
www.fdsrx.com

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

***First Financial Bank..... 802**

Kayla Doherty
870-881-5299
kdoherty@ffb1.com
www.ffb1.com

With 80 years of combined pharmacy experience on our team, including pharmacists and owners, and \$200 million in pharmacy loans, choose a bank that knows pharmacy!

***FLAVORx 401**

Kevin Etter
443-276-7827
ketter@flavorx.com
www.flavorx.com

Are you looking for innovative ways to market your pharmacy and grow your business? FLAVORx helps you do both. With FLAVORx in your pharmacy, you can become the go-to destination in your community for children's health and wellness. We provide you with all the tools you need to let kids choose the taste of their medicine and market this valuable service to parents and prescribers.

Florajen Probiotics 605

Kim Walsh
215-650-9163
jjacob@clarionbrands.com
www.florajen.com

Florajen Probiotics are formulated with proven safe and effective strains, delivering the right cultures at the right cell counts. Visit the Florajen booth to learn more.

Franklin Eyewear..... 513

Al Underwood
877-766-0321
alunderwood@gmail.com
www.franklineyewear.com

We're your "Mom & Pop Eyewear Shop" specializing in sun and reading glasses for independent pharmacies. Most value priced at \$6.99 with 50 percent margin. Owners Al and Laura Underwood are looking forward to working with you!

Continued on page 78

Frier Levitt, LLC. 203

Dae Lee
973-618-1660
dlee@frierlevitt.com
www.frierlevitt.com

Frier Levitt is a national boutique health care law firm, providing comprehensive regulatory, transactional and litigation counsel to the health care and life sciences industries.

Genetco Inc. 1101

Grant Butler
800-969-8007
g_butler@genetcoinc.com
www.genetcoinc.com

Since 1986 Genetco offers the following:

- Lower cost alternative generic pharmaceuticals
- Best deal buy program in the industry
- No contracts
- Online ordering
- EDI capable
- Saturday delivery only purchases direct from manufacturer

***GeriMed, Inc. 405**

Leslie McGaha
502-423-0351
lmcgaha@gerimedgso.com
www.gerimedgso.com

GeriMed is a customer-driven GPO comprised of profitability and technological solutions designed to optimize the growth of independent (combo and closed-door) LTC pharmacies nationwide.

Global Healing Center ... 1105

Jonathan Group
713-581-8811
jon@globalhealingcenter.com
www.globalhealingcenter.com

Global Healing Center - Trusted for purity and potency for more than 20 years - vegan, organic, non-GMO supplements with NO unnecessary ingredients. Sold worldwide.

GM Hemp Co..... 1202

Ben Mudd
270-699-6996
wholesale@gmhempco.com
www.gmhempco.com

GM Hemp Co. provides premium hemp-derived CBD products to independent healthcare providers across the U.S.

***GM Pharmaceuticals 412**

Michael Pegram
817-987-9789
michael@gmpharm.net
www.gmpharmaceutical.net

GM Pharmaceuticals brings original formulations to the market. We offer a comprehensive range of original health care products for both consumers and health care providers including CBD.

***Green Gorilla 1115**

Katherine Guevara
323-452-5919
kgs@ilovegreengorilla.com
www.ilovegreengorilla.com

Green Gorilla produces the world's highest quality organic hemp CBD supplements and topicals. We formulate our products using the purest ingredients for maximum bioavailability.

GRx (Guaranteed Returns) .. 430

Ashley Judson
631-433-2951
ajudson@guaranteedreturns.com
www.guaranteedreturns.com

GRx is driven to ensure pharmacies receive financial optimization using actionable, decision-critical data garnered from three decades in the reverse distribution industry. Learn more: 1-800-473-2138.

***GSK..... 807**

Tim Horvath
732-274-2000
Tim.horvath@impact-xm.com
www.gsk.com

GSK is a science-led global health care company with a mission to help people do more, feel better, live longer. Visit our exhibit to learn more.

***Gulf Coast Pharmaceuticals Plus 210**

Chris Lee
888-517-3701
chris@gulfcoastpharmaceuticalsplus.com
www.gulfcoastpharmaceuticalsplus.com

Gulf Coast Pharmaceuticals Plus is a comprehensive pharmaceutical distributor for many of the leading U.S. pharmaceutical companies, delivering products quickly and accurately to a network of hospitals, independent pharmacies, and physician practices.

H.L. Coshatt Co. Inc. 612

Buddy Motley
800-553-2730
bmotley@coshattco.com
www.coshattco.com

Since 1972, we have been your "one stop shop" for pharmacy design consulting, 3-D drawing, CAD planning, fixtures, display shelving, and shelving accessories. Your Pharmacy Fixture Solution for over 45 years.

***Hamacher Resource Group..... 1103**

Megan Moyer
414-431-5234
megan_moyer@hamacher.com
www.hamacher.com

Hamacher Resource Group, Inc. (HRG) is the leading partner in category management, business strategy, and marketing and track and trace services.

Hansung USA, LLC..... 109

Eric Lee
929-600-6899
eric@hansungusa.com
www.hansungusa.com

MEDIHEAL is Korea's No. 1 sheet mask brand, with five masks sold around the world every second. Experience high-quality sheet masks for the best price.

HealthGrowth Capital 938

Tasha Knight
512-575-3042
tashak@healthgrowthcapital.com
www.healthgrowthcapital.com

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

Healthy Market..... 536

Baker Brock
423-443-0858
bbrock@healthymarket.com
www.healthymarket.com

Our goal is to help you Get Back to Healthy with hemp extracts that calm, sooth and relax the body.

Heffernan Insurance Brokers..... 1001

Steve Boone
636-778-2150
steveb@heffins.com
www.heffins.com

Heffernan Insurance Brokers and The Hartford have come together to create a comprehensive pharmacy business insurance program specifically for California retail owners. Pick your Hartford Logo Gift at our booth.

HID Global 232

Michele McDermott
561-622-1650
michele.mcdermott@hidglobal.com
www.hidglobal.com

Crossmatch®, now part of HID Global solves security and identity management challenges. HID DigitalPersona® products provide industry leading biometric hardware and software for identity-aware authentication. HID biometrics fight fraud, theft and provide irrefutable accountability for all critical applications and workflows in pharmacy, health care, retail, hospitality and finance.

Holus Pure Premium CBD 132

Ashley Brandt
763-656-9014
abrandt@unitedscience.com
www.holuscbd.com

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

***HyGen Pharmaceuticals, Inc. 439**

Nikhil Mehta
877-630-9198 ext. 1013
nikhil@hygenpharma.com
www.hygenpharma.com

HyGen Pharmaceuticals, Inc., is a leading national wholesaler, technology, and services company focused on prescription and specialty pharmaceuticals.

Hyperbiotics..... 1234

Cindi Lewis
646-902-4941
cindi@hyperbiotics.com
www.hyperbiotics.com

Hyperbiotics is a health and wellness company that formulates premium probiotic supplements that support the foundation of human health.

ImageX Innovation..... 115

Leah Peterson
702-214-2154
coordinator@imagexinnovation.com
www.imagexinnovation.com

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

Continued on page 80

***Imbue Botanicals, LLC . . 333**

Chris Jurist
917-597-0339
chris.jb@imbuebotanicals.com
www.imbuebotanicals.com

Imbue Botanicals provides a comprehensive selection of clinical-grade full spectrum hemp CBD products, beautifully packaged and perfect for the retail pharmacy market. We also provide extensive educational training programs and materials.

***Independent Pharmacy Cooperative 534**

Alex Beld
608-733-6027
alex.beld@ipcrx.com
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.

Independent Pharmacy Distributor LLC 1133

Jeremy Mattson
877-690-0473
info@ipdpharma.com
www.ipdpharma.com

Independent Pharmacy Distributor LLC is a VAWD accredited wholesaler that distributes FDA approved generic, brand, medical supplies, and OTC products.

Indy Health Incorporated 104

Laura Atkinson
614-414-0249
laura.atkinson@indyhealthsolutions.com
www.indyhealthinc.com

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

InfoWerks 1306

Beth Osborne
702-914-9910 ext. 137
beth_o@infowerks.com
www.infowerks.com

InfoWerks provides innovative data management solutions for pharmacies and health care, including seamless and secure data conversions, data archiving, and data analytics.

***Inmar, Inc. 839**

Kirk Herweck
866-440-6917
solutions@inmar.com
www.inmar.com

Inmar is a leading provider of technology-driven pharmacy returns management and third party management solutions for retail and independent pharmacies, hospitals, and manufacturers.

***Innovatix 700**

John Jordan
713-305-4960
john_jordan@innovatix.com
www.innovatix.com

Innovatix, a wholly-owned subsidiary of Premier, is a group purchasing organization that provides strategic purchasing solutions and operational support to help pharmacies thrive.

Integral Rx 309

Kathy Allison
844-345-3480
kallison@integral-rx.com
www.integral-rx.com

Trusted since 1985, Integral Rx is a single-source supplier of custom and stock pharmacy supplies and more than 1,800 generics - all available for ordering online.

International Academy of Compounding Pharmacists (IACP) 1317

Ashlyn Grant
281-499-3362
ashlyn@iacprx.org
www.iacprx.org

IACP is the voice for compounding pharmacy, representing thousands of compounding professionals. You take care of your patients. We take care of your compounding practice.

IPG Natural Health LLC. 214

Tara Chand
310-787-1400
chand@InternetPromise.com
www.IPGNaturalHealth.com

Middle-ear viral/bacterial infection cured in a matter of minutes using natural ingredients; US Patent granted; Manufacturer of Ear Natural® ear drops, an OTC medicine.

IRISYS LLC. 1236

Louis Scotti
858-281-7943
lscotti@irisys.com
www.scot-tussin.com

IRISYS manufactures and markets the SCOT-TUSSIN line of OTC sugar, dye and alcohol-free cough/cold medicines for diabetics, hyperten-

sives and patients who want to avoid dye and alcohol.

JAMSRx 834

Marc Loeb
844-410-5267
mloeb@jamsrx.com
www.jamsrx.com

At JAMSRx, our mission is simple: to provide our customers with exceptional service, exceptional prices, and seamless delivery, on their generic pharmaceutical purchases.

***KeySource 814**

LeeAnn Manning
800-842-5991
Marketing@keysourceusa.com
www.KeySourceUSA.com

KeySource is a leading direct wholesaler of generic prescription medications for pharmacy purchasing. We provide personalized, one-on-one customer service to independent and chain pharmacies Nationwide. KeySource, a privately-held business since 1996, offers a complete line of generic pharmaceuticals from only trusted industry manufactures.

Kirby Lester 1221

Mike Stotz
224-205-0321
mstotz@capsahealthcare.com
www.kirbylester.com

Full line of pharmacy automation for inventory; controlled medication; counting and tracking; and daily Rx filling. Including simple tablet counters, error-preventing software, C-II log, and affordable robotic dispensers.

L'Oreal Active Cosmetics Division 208

Angela Knox
248-321-4528
angela.knox@loreal.com
www.cerave.com

Learn how the L'Oreal CeraVe and La Roche-Posay Skin Care brands can help drive front store sales and improve pharmacy patient compliance.

***Letco Med 1312**

Claire Concowich
734-843-4729
cconcowich@letcomedical.com
www.letcomed.com

Letco has been the compounding supplier of choice for more than 25 years. We now offer front-end CBD products created exclusively for independent pharmacies.

***Liberty Software 725**

Sales: 800-480-9603
sales@libertysoftware.com
www.libertysoftware.com

Pharmacy software for pharmacy success. Pharmacy software that helps retail pharmacies enhance patient care, improve profitability, and increase patient safety.

***Live Oak Bank 1118**

Mike Bollinger
910-212-4953
mike.bollinger@liveoak.bank
www.liveoakbank.com/pharmacy

Live Oak Bank specializes in financing pharmacies nationwide. When you're ready to refinance, buy or sell your pharmacy, or need working capital, contact our team.

***Magna Pharmaceuticals, Inc. 437**

Mary Lesser
502-254-5552
mlesser@magnaweb.com
www.magnaweb.com

For community pharmacists, MAGNA Pharmaceuticals provides high quality, safe, and affordable medications and dietary supplements with high profit margins, favorable payment terms, and guaranteed sales.

***MainPointe Pharmaceuticals LLC 519**

Collin Schutte
502-548-0269
cschutte@
MainPointePharmaceuticals.com

MainPointe Pharmaceuticals specializes in abuse deterrent pharmaceutical OTC products, as well as a touchless skin barrier spray that treats rash and incontinence associated dermatitis.

***Mason Vitamins, Inc. 818**

Charles Thompson
305-428-6812
charles@masonvitamins.com
www.masonvitamins.com

Established in 1967, Mason Vitamins has become known for providing quality dietary supplements consumers can trust.

Continued on page 82

Masters Drug Company .. 719

Jason Smith
513-207-5590
jason.smith@mastersrx.com
www.mastersrx.com

Masters provides unbeatable prices on pharmaceutical products for our customers.

***McKesson 525**

Kelly Antifonario
516-297-1389
Kelly.Antifonario@McKesson.com
www.mckesson.com

Stop by our booth to learn how Health Mart, RxOwnership and McKesson Pharmacy Systems can provide a personalized approach and solutions to help you reach your business goals. For more information, visit join.healthmart.com, rxownership.com, or mckesson.com/mps.

***Medella Sciences 608**

Tracy Anderson
580-307-5049
tracy@medellasciences.com
www.medellasciences.com

American grown and produced, Cannaba Rx provides a full-spectrum THC-free blend of cannabinoids/terpenes that are associated with the "entourage effect" which is not present in extracts produced with isolate CBD. NCPA member owned and operated.

Medicare's Limited Income NET Program 1211

Cheryl Payne
812-209-9122
cpayne3@humana.com
www.humana.com/LINET

LINET is a CMS demonstration program that provides temporary drug coverage for Medicare beneficiaries who qualify for low-income subsidy (LIS) and have no drug coverage.

***Medisca 1021**

Customer Service
800-932-1039
mus-customerservices@medisca.com
www.medisca.com

Founded in 1989, MEDISCA proudly celebrates 30 years of providing turnkey solutions to the pharmaceutical compounding industry and allied health care professionals worldwide.

***Mediterra CBD 1311**

Kienan Turner
480-248-5095
kienan.turner@medterracbd.com
www.medterracbd.com

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

***Merck & Company 501**

Erica Kepes
908-740-6194
Erica.stagg@merck.com
www.merck.com

For more than a century, Merck has been inventing for life, bringing forward medicines and vaccines for many of the world's most challenging diseases. Today, Merck continues to be at the forefront of research to deliver innovative health solutions and advance the prevention and treatment of diseases around the world.

***Micro Merchant Systems 300**

Michele Daniels
516-408-3999 ext. 7268
mdaniels@micromerchantsystems.com
www.micromerchantsystems.com

Micro Merchant Systems develops pharmacy software solutions helping pharmacies fill prescriptions swiftly, securely, and profitably, while meeting the challenges of today's pharmacy market.

***Morris & Dickson Co., LLC 1200**

Terry Martin
888-376-7409
sales@morrisdickson.com
www.morrisdickson.com

Morris & Dickson Co., LLC, is a full-line distributor of brand, generic, and specialty pharmaceuticals servicing the needs of independent retail pharmacies, regional chain pharmacies, alternate care entities and health systems.

Continued on page 85

Maximize your profits with CBD

Let us help with risk-free front-end full-spectrum displays

NCPA BONUS PRICING*
Available only at Booth 1312

**NCPA Bonus Pricing only eligible on orders placed during the 2019 NCPA Annual Convention. Offer expires on October 29, 2019*



Call or visit us online 800-239-5288 letcomed.com/ncpaCBD

COMPOUNDING INGREDIENTS | ADVISORY SERVICES | SUPPLIES | SPECIALTY PRODUCTS | EQUIPMENT

TRY THESE NCPA RESOURCES FOR YOUR FRONT END

PHOTO GALLERIES

Visit www.ncpanet.org/feopg to get signage, front end, and end cap display ideas.



FRONT-END

PROFIT BUILDING SEMINAR

sponsored by Good Neighbor Pharmacy

Learn from the comprehensive, even intense, full-day course on how to attract new customers, keep them, and sell them more at the **Front-End Profit Building Seminar with Gabe Trahan**, sponsored by Good Neighbor Pharmacy. Visit www.ncpanet.org/fepbs.

NCPA's Front-End Overhaul presents...

PROFIT MAKERS

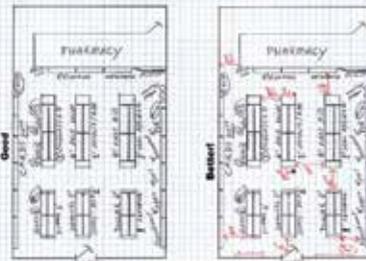
Subscribe to **Profit Makers** (www.ncpanet.org/pm) get **FREE** front-end marketing and merchandising tips delivered to your inbox.



"He has a way of 'seeing' things in a different perspective that the average business owner can't! He is my 'go-to guy' for many, many business type questions."

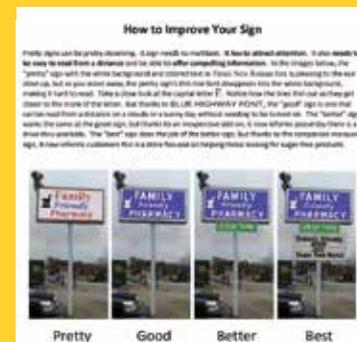
— KARI PASTOREK, RPH,
GRAFTON DRUG,
GRAFTON ND

Visit www.ncpanet.org/feot, see what your peers are saying about **Front-End Overhaul**.



Arrange an in-store or virtual visit with Gabe at www.ncpanet.org/feosv. Discover low-cost ways to improve your retail pricing strategies, floor plans, category sizes, departments, end-caps, and more.

Visit www.ncpanet.org/feo-tips to access **tip sheets**, **holiday checklists**, and **many other tools** to help your business thrive.



Discover Unique & Popular **Front-end** Products

Check out all of the products chosen because of their potential to do well in community pharmacies. www.frontendmarketplace.com.



National Healthcareer Association..... 1209

Gwen Willey
913-661-5502
Gwen.willey@nhanow.com
www.nhanow.com

National Healthcareer Association® (NHA) offers a comprehensive suite of pharmacy technician training resources, from on-the-job training tools to certification. Ask us about our newest offering, PharmaSeer™!

Natural Immunogenics .. 1215

Karen Howe
941-702-6100
khowe@n-incorp.com
www.natural-immunogenics.com

Sovereign Silver Bio-Active Silver Hydrosol™ is the #1 selling silver supplement in North America for Immune Support,* trusted by millions for unprecedented quality, efficacy* and safety.*

NCPA CBD Source, powered by PRS 133

Tim Gregorius
833-786-6522
timg@prsr.com
www.ncpacbdsource.com

A one stop shop for a broad selection of CBD products with sales, education, and quality support services from NCPA and PRS.

NCPA 931

Membership
703-683-8200
membership@ncpanet.org
www.ncpanet.org

Stop by the NCPA Pavilion to meet Cassandra Johnson and Stacey Loflin and review your NCPA benefits.

#NCPA2019ANNUALCONVENTION

NCPA Foundation..... 1029

Abby Lampela
703-683-8200
ncpaF@ncpanet.org
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; John W. Dargavel Medal Award; Preceptor of the Year Award; NARD Ownership Award; and an awards ceremony honoring NCPA student chapters, Outstanding NCPA Faculty Liaison of the Year, and scholarship recipients.

NCPDP 1003

Brian Goerlich
480-477-1000 ext. 109
bgoerlich@ncpdp.org
www.ncpdp.org

NCPDP, a not-for-profit, ANSI-accredited, standards development organization. Our membership, representing the pharmacy industry, provides leadership and health care business solutions using a consensus building process.

Net-Rx 701

Paul Butler
973-722-7074
paul.butler@net-rx.com
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.

New Hope Network..... 1010

Kim Shaw
303-998-9364
Kimberly.Shaw@informa.com
www.newhopenetwork.com

Through its mission to grow healthy markets, New Hope Network helps businesses identify the people, products, partnerships and trends that create opportunities to grow businesses and bring more health to people.

Noritsu Medical Group... 1318

Mark Lawrence
770-548-8916
mary.gerlach@Noritsu.com
www.noritsu.com

Noritsu Medical Strip pouch packaging equipment for every size pharmacy. Consultative approach to partnerships and all in-house services. It's pharmacy automation. Simplified.

Continued on page 86

Nuleaf Naturals 110

Jody Baker
303-884-7519
jody@nuleafnaturals.com
www.nuleafnaturals.com

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

***Omniceil 425**

Krystal George
919-882-4950
krystal.george@omnicell.com
www.omnicell.com

Omniceil helps pharmacies predict, prioritize, and enroll at-risk patients in personalized care programs to improve their health through patient engagement solutions and adherence packaging.

Ortho Molecular Products 926

Lisa Grendel
815-206-6541
L.Grendel@ompimail.com
www.orthomolecularproducts.com

Ortho Molecular Products is a professional grade dietary supplement manufacturer that has been selling high-quality supplements for over 30 years. We have developed a suite of programs designed to help the independent pharmacy thrive.

***PAAS National, Inc. 603**

Krista Milliken
608-541-8908
kmilliken@paasnational.com
www.paasnational.com

PAAS National assists independent pharmacies in preventing, preparing

and appealing PBM audits. PAAS also provides an easy, comprehensive and customizable FWA and HIPAA compliance program.

***Parata 521**

Cathy Somerville
919-433-4423
csomerville@parata.com
www.parata.com

Joined in 2018 as Parata Systems, TCGRx and Parata have combined as the new industry leader offering the most comprehensive pharmacy automation portfolio.

Partners In Pharmacy 1027

Abby Lampela
703-683-8200
ncpaF@ncpanet.org
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 pharmacy. Stop by the NCPA Foundation booth in the Exhibit Hall to learn more about the foundation and PIP.

***PassAssured, LLC. 504**

Lois Forsyth
866-778-7277
admin@passassured.com
www.passassured.com

PassAssured leads the industry in training future certified pharmacy technicians to be job ready!

Patient Pipeline Inc. 705

Jonathan Tanner
408-458-7727
JT@PatientPipelineINC.com
www.PatientPipelineINC.com

Want profitable Rx OTC DME patients? Identify local patients from our database of 230 million, and then cost-effectively send hyper-targeted direct mail and digital ads.

***PBA Health 1137**

Jamie Hoskin
816-245-5700
jamie.hoskin@pbahealth.com
www.pbahealth.com

By offering turnkey business solutions and advanced technology systems, PBA Health improves operations and maximizes profits for community pharmacies and independent chain pharmacies.

***PCCA 911**

Stacie Arthur
800-331-2495
sarthur@pccarx.com
www.pccarx.com

PCCA is the complete resource for the independent compounding pharmacist, providing the highest-quality products, education and support.

***PD-RX Pharmaceuticals 638**

Trevor Whitehead
702-540-4275
twhitehead@pdrx.com
www.pdrxpharma.com

PD-Rx Pharmaceuticals, Inc., is a VAWD accredited wholesaler, is celebrating 30-plus years as a licensed manufacturer, packager and wholesaler of select brands,

generics, specialty, injectables, vaccines, OTC'S, medical and surgical supplies, vet meds servicing in all 50 states retail pharmacies, government, long term care, hospitals, clinics and vet.

***PDS- Pharmacy Development Services 907**

Zac Renfro
919-864-9756
ZRenfro@pharmacyquality.com
www.pharmacyowners.com

PDS has been helping pharmacies win in an unfair game for 20 years. PDS' strategies helped members earn \$100 million-plus in extra profits in 2018.

PDSfinancials 234

Dr. Lisa Faast
561-275-2660
lfaast@pharmacyowners.com
www.pdsfinancials.com

PDSfinancials is a full service pharmacy accounting program that provides unique insights and visibility to improve your pharmacy in addition to traditional preparation of financials.

***Pfizer 431**

Gail Griffith
610-506-5496
gail.griffith@pfizer.com
www.pfizer.com

Pfizer Inc.: Breakthroughs that change patients' lives. At Pfizer, we apply science and our global resources to bring therapies to people that extend and significantly improve their lives.

***Pharma Funding 1102**

Celeste Hamil
949-242-0746
Celeste@pharmafunding.com
www.pharmafunding.com

Pharma Funding buys your insurance receivables on a weekly basis, providing you with accessible cash you can use today.

***Pharmacanna 304**

Ralph Jimenez
561-346-3859
ralph@pharmacanna.us
www.pharmacanna.us

PharmaCanna, est. 2016, is the ONLY pharmacist owned & formulated, THC free CBD company at this year's NCPA conference.

***Pharmacy Cure All, LLC (PCA) 830**

Tony DiRico
214-295-5237
tonydirico@profithunters.biz
www.profithunters.com

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

***Pharmacists Mutual Insurance Co. 921**

Laurie Harms
515-295-2461
info@phmic.com
www.phmic.com

Pharmacists Mutual Insurance Co. is a nationally recognized leader in providing insurance products and risk management solutions for pharmacists, dentists, and associated businesses and professionals.

Pharmacists United for Truth & Transparency 441

Monique Whitney
505-480-4150
monique@truthrx.org
www.truthrx.org

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

Pharmacy-Lite Packaging 610

Kevin Breault
916-500-2420
kevin.breault@Pharmacylite.com
www.pharmacylite.com

Pharmacy-Lite manufacturers streamlined vial systems which are "Simply More Efficient."

***Pharmacy First 1020**

Todd Wormington
800-460-1575 ext. 129
todd.wormington@pharmacyfirst.com
www.pharmacyfirst.com

Pharmacy First is a nationally focused, independent PSAO providing superior administrative support to independent pharmacies.

***Pharmacy Quality Solutions 632**

Mary Sexton
919-451-2353
marys@pharmacyquality.com
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.

Continued on page 88

Pharmacy Technician Certification Board 735

Monique Robinson
912-888-1728
mrobinson@ptcb.org
www.ptcb.org

PTCB advances medication safety by certifying technicians who are qualified to support pharmacists and patient care teams in all practice settings. PTCB sets the standard for certification of pharmacy technicians that improves medication safety and patient care.

Pharmacy Times® 1100

Grace Rhee
609-325-4661
grhee@pharmacytimes.com
www.PharmacyTimes.com

Pharmacy Times® is the leading media resource for pharmacists and the pharmacy industry, providing practical clinical and professional information.

Pharmsaver 620

Philip Idziak
813-961-1494
phil@pharmsaver.net
www.pharmsaver.net

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

***Pharmsource, LLC 1019**

Jeff Herman
912-235-0480
jherman@pharmsourcewholesale.com
www.pharmsourcewholesale.com

Distributor of generic pharmaceuticals. Providing AB rated generics across the country with pedigree back to the manufacturer and no contracts.

Physician 360 932

Jason Yarbrough
405-757-5593
jyarbrough@physician360.co
www.physician360.co

Physician 360 rapid test kits for strep, flu, UTI, and Anemia combine point-of-care testing with a tele-medicine consult. Customers receive a diagnosis and prescription without leaving the pharmacy.

***PioneerRx 101**

Marsha Bivins
800-850-5111
Marketing@pioneerrx.com
www.pioneerrx.com

PioneerRx's mission is to save and revitalize independent pharmacy, making patient care competitive and profitable. PioneerRx delivers weekly, cutting-edge improvements for speed, simplicity, consistency and flexibility.

Plant Therapy 1232

Curtis Chadderoon
801-503-2955
curtis@planttherapy.com
www.planttherapy.com

Plant Therapy is a leading source for high quality and affordable essential oils, KidSafe blends, carrier oils,

hydrosols, CBD's, certified organics, diffusers, and much more.

PlusCBD Oil by CV Sciences 408

Kelsey Rodocker
619-629-0393
kelsey.rodocker@cvsociences.com
www.pluscbdoil.com

CV Sciences™ is in the business of developing, producing, marketing and selling raw materials and end-consumer hemp extracts containing cannabidiol (CBD). The primary focus is on developing consumer products under the industry-dominating PlusCBD™ Oil brand.

***Pointy 928**

Matt Dockrell
650-332-1101
matt@pointy.com
www.pointy.com

Introducing Pointy, your store's instant connection to more local customers. With less than five minutes work, you can get your products listed online and appearing on Google for local people to discover.

***PPOK (Pharmacy Providers of Oklahoma) 1135**

Jeff Wallis
405-229-7406
jwallis@ppok.com
www.ppok.com

PPOK is led by community pharmacy, for community pharmacy. As an independent PSAO with no wholesaler exclusivity, we offer the most comprehensive suite of managed care services available to you, including reconciliation, audit solutions, and our switch - RxLinc.

Prasco 635

Kelly Donovan
513-618-3333
kc.donovan@prasco.com
www.prasco.com

Prasco is a privately held generic pharmaceutical company specializing in authorized generics, which are brand products offered under the Prasco label at a generic price.

***Prescribe Wellness 709**

Lauren Cole
800-960-8147
lcole@prescribewellness.com
www.prescribewellness.com

PrescribeWellness and certified MedWise Advisor™ pharmacists expand the role of community-based pharmacists to deliver clinical services and improve outcomes. Go #BeyondTheFill at booth 709.

Prevagen 414

Ryan Liebl
608-827-8126
rliebl@quincybioscience.com
www.prevagen.com

Prevagen® is America's No. 1 selling brain health product in pharmacies, according to 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.

Probelle 1235

Leon Kohn
954-374-8327 ext. 112
lkohn@pro-belle.com
www.pro-belle.com

Probelle is a leading personal care brand providing natural clinically proven fungal care solutions.

Protocol for Life Balance . 829

Laura Danaher
877-776-8610
laura.danaher@protocolforlife.com
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.

***PRS Pharmacy Services 508, 1025**

Linda Barnes
800-338-3688
linda.barnes@prsr.com
www.prsr.com

PRS is the leading pharmacy consulting firm specializing in compliance, brokerage, education, and CBD for pharmacy. As accredited business brokers, we are proud to be NCPA's only endorsed partner for brokerage services."

***Pure Encapsulations 703**

Jill Cronin
978-579-2341
jcronin@atrium-innovations.com
www.pureencapsulations.com

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

***QS/1 801**

Eddie Huff
800-845-7558
Eddie.Huff@smithtech.com
www.qs1.com

QS/1® is the premiere partner with solutions for community pharmacies. QS/1 is part of Smith Technologies, LLC, a subsidiary of the J M Smith Corp.

Quality Care Products, LLC 407

Mark Holmes
734-847-2711
Mark.Holmes@qcprx.com
www.qcprx.com

Known for its history of honesty, trust and integrity, QCP has grown to be one of our country's most respected VAWD wholesale and packaging partner.

***Quidel 108**

Griff Danheim
713-560-0047
griff.danheim@quidel.com
www.quidel.com

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

Continued on page 90

***R.J. Hedges & Associates 426**

Becky Templeton
724-357-8380
becky@rjhedges.com
www.rjhedges.com

You don't need to tackle Compliance, Credentialing, and Attestations alone! We can help with Pharmacy, Compounding, HIPAA, Diabetic Shoes, DMEPOS/Medicare, FWA Prevention, Immunizations, DEA compliance and even USP <800>!

Ranger Ready Repellents 1239

Evan Kesten
203-957-3555
evan@rangerready.com
www.rangerready.com

Ranger Ready Repellents protect against ticks, mosquitos, and more. Ranger Ready uses Picaridin 20% and is available in four premium scents.

***RDC 833**

Jim Bernitt
585-271-7220
jbernitt@rdcdrug.com
www.rdcdrug.com

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

***Real Value Rx 1109**

Fred Battah
855-601-7201
Fred@RealValueProducts.com
www.RealValueProducts.com

Real Value Rx distributes generic pharmaceuticals across the U.S. We serve all types of pharmacies with our commitment to product integrity and 33-year distribution history.

Redmond and Greer 841

Amanda Harris
aharris@redmondandgreer.com
www.redmondandgreer.com

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

Rees Scientific 339

June Spitz
609-530-1055 ext. 2203
june@reesscientific.com
www.reesscientific.com

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

***RelayHealth 530**

Kerry Stanfield
404-728-2081
kerry.stanfield@mckesson.com
www.relayhealth.com

RelayHealth helps more than 50,000 retail pharmacies improve financial and operational performance by streamlining reimbursement processes.

***Return Solutions 934**

Adrienne Vandergriff
865-777-4582
avandergriff@drugreturns.com
www.drugreturns.com

Receive your expired pharmaceutical product returns credit in a single check within the timeframe of your choice with our OneCheck Select program.

***Robotik Technology 205**

Robert Ahn
469-442-7501
r.ahn@robotikdose.com
www.robotiktechnology.com

Robotik Technology designs and develops innovative solutions from adherence packaging in the pharmacy; to local and cloud based platforms creating a secure link for health professionals to monitor and assist patients who seek home-based support with our in-home medication administration products. Robotik Technology offers robotics with automated pouch packaging as well as unit-dose and multi-dose packaging in the same machine.

***Rose Health Care, LLC. .. 734**

Don Mann
412-466-0022
rosecare@bellsouth.net
www.rose-healthcare.com

Our purpose is to provide quality durable medical equipment to independent pharmacies and medical equipment dealers. We pride ourselves in offering many products that are manufacture here in the states as we have our own sewing factory and woodshop. Our catalog is available on our website.

Continued on page 92

**ZERO MOSQUITOS.
ZERO TICKS.
ZERO SCENT.**



**WHEN THE BEST SCENT IS NONE AT ALL:
SCENT ZERO™**

Visit us at **BOOTH 1239**



THC FREE **CBD** PRODUCTS

PHARMACIST FORMULATED



white coat nutra

10% OFF AT SHOW

See us at booth #500!

STOREY MARKETING

Providing the perfect mesh of traditional and digital marketing techniques to promote your products and services!



WEBSITE DEVELOPMENT
Custom Brochures
Social Media
HIPAA/ADA Compliance
DR / PATIENT NEWSLETTERS
SEO & GOOGLE ADS
Online Store

814.337.3441
www.StoreyMarketing.com

MARK YOUR CALENDAR FOR THESE NCPA MEETINGS IN 2020!

Multiple Locations Conference
February 19-22 | Fort Myers, FL

Congressional Pharmacy Fly-In
April 22-23 | Alexandria, VA

2020 Annual Convention
October 17-20 | Nashville, TN



RTT Digital Signage..... 440

Raymond Kollidas
716-866-8237
rayk@rttdigitalsignage.com
www.rttdigitalsignage.com

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

***RX Fund Assist 1320**

Rob Denton
561-404-0526
rob.denton@corpcapdirect.com
www.RxFundAssist.com

Rx Fund Assist™ specializes in providing financing solutions and consulting services for pharmacists and independent pharmacies. Our company consists of seasoned pharmacists that are experts in the fields of pharmacy practice and management teamed with financial professionals with over 50 years of financial expertise.

***Rx Return Services 341**

Anthony King
727-754-7848
anthony@rxrs.com
www.rxrs.com

One Check. Zero Hassle. Transparent Pharmaceutical Returns.

***Rx Systems 731**

Jennifer West
800-922-9142
tradeshow@rxsystems.com
www.rxsystems.com

Celebrating 40 yrs of servicing Independent Pharmacy. Family-owned manufacturer of supplies – Rx labels, bags, vials, and pill cards. Come see the USP <800> compliant Eyecon Visual Pill Counter.

RXinsider..... 1018

Samantha Pirraglia
401-398-2717
samantha.pirraglia@rxinsider.com
www.rxinsider.com

RXinsider is a B2B multimedia publishing and technology company focused on the “business of pharmacy.” We are the leading resource for pharmacy management to learn about the products and services that support pharmacies and patient care.

RxOneShop/Excel Rx 940

Doug Supon
877-476-4761 ext. 2
dougs@rxoneshop.com
www.rxoneshop.com

RxOneShop is trusted by thousands of pharmacies. We work with multiple VAWD suppliers. We have access to over 18,000+ products. Go to www.RxOneShop.com today and save.

***RxSafe..... 301**

Michelle Nunez
760-208-7782
mnunez@rxsafe.com
www.rxsafe.com

RxSafe delivers automated adherence packaging, storage and retrieval systems for retail and outpatient pharmacies, enabling them to improve patient safety and boost profitability.

***Secure340B..... 141**

Eric Fromhart
888-732-3402 ext. 0
eric@secure340B.com
www.secure340B.com

Clarity. Transparency. Optimization Secure340B works with pharmacies to evaluate 340B programs to ensure an optimal program using data and analytics.

***Safe Chain Solutions 432**

Sales Team
855-437-5727
info@safechain.com
www.safechain.com

A full-service pharmaceutical wholesaler serving a diverse network of healthcare facilities nationwide. We support you in delivering unparalleled vital care to your patients and businesses.

SaveBigRx..... 540

Marc Loeb
410-653-1113
mloeb@healthsourcedist.com
www.savebigrx.com

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

Scientific Technologies Corporation 739

Michelle Bonjour
480-745-8500
michelle_bonjour@stchome.com
www.stchealth.com

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

ScriptDrop 1304

Matt Brennessel
800-376-7715
avery@scriptdrop.co
www.scriptdrop.co

ScriptDrop’s team of health care experts provides prescription delivery by seamlessly connecting pharmacies to a network of professional couriers.

***ScriptPro 316**

Sara Birkhead
913-403-5209
sbirkhead@scriptpro.com
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.

Second Source Rx 1139

Bill Versosky
954-805-1939
bill.versosky@2srx.com
www.2srx.com

Second Source Rx is here to deliver significant savings and drive incremental value in your everyday operations on key items important to your pharmacy.

***ServRx, Inc. 410**

Quinn Morrison
480-646-3391
qmorrison@servrx.com
www.servrx.com

ServRx, Inc. is a leading electronic workers’ compensation claims processing company with NO PBM affiliation that maximizes pharmacies’ revenue cycle.

***SmartSource 730**

Julie Dahl
631-789-6827
jdahl@amerisourcebergen.com
www.smartsourcerx.com

Bellco Generics, a national distributor of generic, branded, and OTC pharmaceuticals, provides unparalleled access to affordable products that help you deliver the highest quality care.

***Smith Drug Company... 1125**

DeWayne Benson
864-582-1216
dbenson@smithdrug.com
www.smithdrug.com

Smith Drug Company is committed to exceptional customer experiences. We offer a full array of products and services to deliver healthier business and patient outcomes.

Sockwell 409

Lauran Fletcher
229-269-2220
lfletcher@goodhew.us.com
www.sockwellusa.com

Innovative technology and modern styling meet with our Lifestyle compression socks. Featuring moderate (15 - 20 mmHg) and firm (20 - 30 mmHg) graduated compression in our signature Fine Merino Wool/ Bamboo Blend.

SoClean, Inc. 538

Susan Hyde
603-371-3120
shyde@soclean.com
www.soclean.com

SoClean’s automated CPAP cleaner and sanitizer kills up to 99.9% of CPAP germs and bacteria in the mask, hose and reservoir with no disassembly.

Solevy Co..... 216

Philip Miller
310-866-3450
p.miller@solevyco.com
www.joansakeeper.com

Solevy Co. keeps products as close to nature as possible so they exist harmoniously with our bodies and the planet. Made in the USA.

***SoftWriters 813**

Jeff Lininger
412-492-9841 ext. 104
jlininger@softwriters.com
www.softwriters.com

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

Continued on page 94

Solutions Rx..... 1242

Amy Rushing
844-563-0095
solutionsrxproducts@yahoo.com
www.solutionsrxproducts.com

Solutions Rx is a pharmaceutical-grade vitamin, enzyme, probiotic, and natural product line. We provide specific bag stuffers, marketing manual, and training videos on our products to independent pharmacies.

***Spectrum Pharmacy Products 315**

Richard Dilzer
900-370-6231
rdilzer@spectrumrx.com
www.spectrumrx.com

Spectrum Pharmacy Products offers one-stop-shopping for compounders, plus industry-leading compounding education through Spectrum Pharmacy Institute.

Storey Marketing 1012

Patti Storey
814-282-4230
info@storeymarketing.com
www.storeymarketing.com

Storey Marketing has specialized in digital and print marketing for compounding pharmacies since 1993. Responsive websites are fully customized with HIPAA-compliant forms, ADA accessibility, refill/transfer integration, and even a live chat option! Referenced brochures, email and print newsletters, and social media posts coordinate and integrate with your brand. Ask about e-commerce, SEO optimization, Google ads, and more.

Sun Pharma..... 329

Catherine Hernesh
609-720-5609
catherine.hernesh@sunpharma.com
www.sunpharma.com

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

***SUNRx..... 919**

Valerie Tiberia
858-790-6632
val.tiberia@medimpact.com
www.sunrx.com

SUNRx is a compliance-focused 340B administrator that helps covered entities and pharmacies efficiently and profitably manage their 340B programs.

Sunstate Nootropics 1240

Eric Lang
321-255-5915
ericlang55@gmail.com
www.getcereblue.com
Cereblue memory and cognition

***Surescripts 1218**

Kirby Anzueto
703-921-2121
kirby.anzueto@surescripst.com
www.surescripts.com

Our purpose is to serve the nation with the single most trusted and capable health information network, built to increase patient safety, lower costs, and ensure quality care.

***Sykes & Company, P.A. 1121**

Ollin Sykes
252-482-7644
ollin@sykes-cpa.com
www.sykes-cpa.com

Sykes & Company, P. A. helps independent pharmacies succeed. We provide cloud-based accounting services, tax preparation and business advisory services for start-up, transitioning, and existing pharmacies

***Synergy Medical 616**

Mark Rinker
519-200-8338
info@synmedrx.com
www.synmedrx.com

For 11 years, Synergy Medical has been designing and manufacturing reliable technology for dispensing solid oral medications in both single dose and multimed blister packs.

Terrain Pharmaceuticals.. 111

Scott Morey
949-212-0096
smorey@terrainrx.com
www.terrainrx.com

Terrain Pharmaceuticals is your industry leader in non-addictive pain relief. We manufacture safe and effective products that add ancillary revenue to your pharmacy.

***Teva Pharmaceuticals.. 1119**

Dorothy Wood
610-727-3342
dorothy.wood@tevapharm.com
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. Established in 1901, Teva Pharmaceutical Industries, Ltd. is among the leading pharmaceutical companies in the world. Headquartered in Israel, Teva is active in 60 countries, with 43,000 dedicated employees worldwide.

***The Compliance Team, Inc. 916**

Sandra Canally
215-654-9110
scanally@thecomplianceteam.org
www.thecomplianceteam.org

Medicare-approved for DMEPOS, The Compliance Team's community pharmacy accreditation expands to cover all Rx services with operations-based protocols that validate quality while keeping costs down.

The Compounders Group 1213

Susanne Williams
979-703-4222
swilliams@
thecompondersgroup.com
www.thecompondersgroup.com

Buying group for compounding and hybrid pharmacies focusing on bulk API's, general compounding supplies, office supplies, shipping supplies and services and so much more.

The Naked Bee..... 1143

Melissa Taylor
888-871-1811
orders@nakedbee.bz
www.nakedbee.bz

Made in the USA with "All of the Good Stuff, None of the Bad Stuff".

***TherapeuticsMD 715**

Kaitlin Wood
989-992-7514
kwood@therapeuticsmd.com
www.therapeuticsmd.com

TherapeuticsMD, Inc. is an innovative pharmaceutical company committed to advancing the health of women and championing awareness of their health care issues. We create products to address the unique changes and challenges women experience.

Threshold Enterprises Ltd. 217

Ruth DeLuca
831-461-6433
ruthd@thresholdent.com
www.thresholdenterprises.com

Threshold is dedicated to holistic healthcare, an approach based on treating the entire body, in an effort to achieve optimum wellness..

Thrifty White Pharmacy.. 640

Scot Rewerts
763-463-4483
srewerts@thriftywhite.com
www.thriftywhite.com/app

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.

***Transaction Data Systems 319**

Kelsey Minyen
405-561-2683
KMinyen@tdsclinical.com
www.tdsclinical.com

Transaction Data Systems, Inc. (Computer-Rx/Rx30) is the leader in pharmacy software solutions for the independent pharmacy.

Triangle Healthcare Advisors 325

Robert Monahan
312-391-9337
robmonahan@trianglehca.com
www.trianglehca.com

Triangle Healthcare Advisors is a registered business broker. Our partners have led Mergers & Acquisitions for Walgreens, Diplomat Pharmacy, Option Care, and Omnicare.

Continued on page 96

Triavo Health, LLC. 1116

Jared Rhoads
847-331-6242
jared@triavohealth.com
www.triavohealth.com

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

Two Old Goats LLC 1230

Jim Van den Dyssel
817-300-8460
jimvdd@twooldgoats.com
www.twooldgoats.com

Pain-relieving essential oil lotions naturally deliver menthol, camphor, and methyl salicylate for pain relief from arthritis, neuropathy and fibromyalgia. 1100+ verified 5-star reviews. Funny name-fantastic results.

***Ulta Lab Tests..... 924**

John Roehm
480-681-4081
johnroehm@ultalabtests.com
www.ultalabtests.com/NCPA

Your pharmacy can now offer convenient, comprehensive, confidential, and discounted laboratory testing from Quest Diagnostics to you.

***Ultimed..... 1124**

Aimee Makres
651-291-7909 ext. 207
a.makres@ultimedinc.com
www.ulticare.com

UltiMed, Inc. has been in business for over 25 years manufacturing premium quality injection devices

including insulin syringes, pen needles and safety syringes. UltiMed is also a world leader in safe needle disposal. Our exclusive packaging system, the UltiGuard, combines premium quality needles and a sharps container all in one system ensuring used needles are properly disposed.

UnoDose 1214

Gary Thompson
208-995-4203
gary.thompson@uno-dose.com
www.uno-dose.com

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

***Updox 914**

Taylor Stewart
614-798-8170
tstewart@updox.com
www.updox.com

Committed to simplifying the business of healthcare, Updox is a unified platform that helps pharmacies & healthcare providers acquire, engage & collaborate.

U.S. Pharmacist 1308

Addie Blackburn
201-687-0813
ablackburn@uspharmacist.com
www.uspharmacist.com

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

***US Medical Funding 100**

Marc Cornella
973-726-8886
marc@usmedicalfunding.com
www.usmedicalfunding.com

USMF specializes in a variety of SBA products as well as superior conventional (non-SBA) term loans and alternative rapid lending programs, many which include less fees, less paperwork, fixed rates, and up to 100% financing. USMF is NCPA's Preferred Lending Source.

***Valu Merchandisers Co. 327**

Bob Pessel
913-319-8550
bob.pessel@awginc.com
www.awginc.com/vmc.html

The VMC Pharmacy program enables independent pharmacies to improve their positions through lowest cost of goods, maximum rebates, preferred program pricing, and latest technology information.

***Value Drug Company 741**

Karla Moschella
814-944-9316
jleavell@valuedrugco.com
www.valuedrugco.com

Value Drug Company is a full-line wholesale distributor of pharmaceuticals and health-related products servicing retail, long-term care, specialty pharmacy, and 340B covered entities.

***VaxServe 702**

Sarah Hoffner
800-752-9338
sarah.hoffner@vaxserve.com
www.vaxserve.com

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.

Vials.com..... 1016

Jill Connelly
913-310-9590
jconnelly@vials.com
www.vials.com

VIALS.com has helped pharmacies save on prescription packaging for 30+ years by offering FREE shipping, FREE custom cap imprinting, no order minimums, and competitive prices.

VIM & VIGR Compression Legwear 1017

Ann Wiltse
406-493-6131 ext. 152
awiltse@vimvigr.com
www.vimvigr.com

Part designer socks and part medical device, VIM & VIGR weaves stylish legwear with premium fabrics and graduated compression technology.

Vinco Inc./Madre Terra Science, LLC. 838

Christine Davis
724-538-5050
cdavis@vincoinc.com
www.vincoinc.com

Vinco/Madre Terra Science, true boutiques within the world of

nutrition. "We don't do everything, but what we do, we do better than everyone else."

Vow..... 704

Chip Simmons
864-541-0650
csimmons@vowinc.com
www.vowinc.com

Vow delivers cutting-edge technology to your pharmacy's voice and data infrastructure. TalkRx is the all-in-one communication system for pharmacies.

Vuca Health..... 313

Richard Waithe
786-245-3771
richard@vucahealth.com
www.vucahealth.com

VUCA Health created a solution where prescription labels print a QR code providing patients with digital information about their prescription, allowing pharmacies to save on paper and toner.

***Wellgistics, LLC. 233**

Matthew Starley
863-336-5003
mstarley@wellgistics.com
www.wellgistics.com

Wellgistics is a VAWD-accredited, 50 state-licensed wholesale distributor with exclusive contracts on top products, and highly competitive pricing. No cc fees, free shipping.

Whaley's Baby 835

Becki Collier
573-632-2021
becki@whaleysrx.com
www.whaleysbaby.com

Whaley's Baby is a high-profit margin, turnkey pharmacy niche program designed to engage the younger female demographic, and increase bottom line profit.

White Coat Nutra..... 500

Erik Nelson
509-868-6559
eriknel1@wsu.edu
www.whitecoatnutra.com

Pharmacist-developed, broad spectrums 100% THC-free CBD products. Organically grown in the USA. Certificate of analysis on every product. Tested for all impurities.

Wolters Kluwer Health ... 1216

Darcy Bailey
330-656-0315
darcy.bailey@wolterskluwer.com
www.wolterskluwerhealth.com

In over 180 countries, health care organizations and professionals rely on Emmit patient programs, Lexicomp, Medi-Span, and UpToDate from Wolters Kluwer to measurably improve clinical effectiveness.

Yuyama USA 102

Byron Furdge
224-213-5595
byron.furdge@yuyama-usa.com
www.yuyamarx.com

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

Dear NCPA Pharmacist,

You perform a valuable service for the community - and as a part of that community service, we think you should know about Ear Natural® ear drops, a new OTC medicine for viral/bacterial middle-ear infections.



Treat middle-ear infections at home *without* antibiotics

COST/BENEFIT ANALYSIS Middle-ear infections (OTIS MEDIA) Treatment

Using Prescription Antibiotics vs. Ear Natural® ear drops

Using Prescription Antibiotics

1. Parent sees child crying and complaining about ear – Parent thinks child may have an ear infection.
2. Requires parent to call to make urgent care doctor appointment at odd hours day/night.
3. Travel to doctor office, sit in waiting room.
4. Doctor peers into the ear and declares redness in the ear – symptom of middle-ear infection.
5. Doctor writes prescription for antibiotics.
6. Parent goes to pharmacy to fill prescription.
7. Pharmacy says to take the medicine for at least 3 to 5 days.
8. Pharmacy advises Parent that prescription antibiotics may cause harm to child and creates resistant strain bacteria - as documented in medical literature.
9. The above takes half a day or more and costs \$150 to insurance co. and \$30 in co-pay.
10. Subsequent ear infections require parent to repeat all this.... *what a nightmare!*

Please note: Prescription antibiotics are effective against bacterial infections only and not against viral infections.

EAR NATURAL® OTC Medicine

Ear Natural® is a new 100% effective OTC medicine for all middle-ear infections viral/bacterial.

Ear Natural® **has been granted a US patent, other patents pending.**

Ear Natural®, being a home remedy, **does not require doctor visit and prescription antibiotics;**

Ear Natural® works using natural ingredients that do no harm;

Ear Natural® works using natural ingredients of essential oils from flower and seed;

Ear Natural® works in a matter of minutes in one treatment.

Ear Natural® - see video titled "Cry of a mother" on www.IPGNaturalHealth.com and learn more about what it is and how it works.

Ear Natural® costs \$45.00 with an evergreen \$20 discount coupon and has enough medicine to last a season.

Ear Natural® needs to be stocked in every home and you should take on that responsibility.

Based on this cost/benefit analysis between prescription antibiotics and Ear Natural®, your customers have no need to suffer side effects of prescription antibiotics.

Product Categories AS OF 9/30/2019

340B

Secure340B
SUNRx

Accreditation

American College of Apothecaries
Medisca
National Healthcareer Association
Rees Scientific
The Compliance Team, Inc.

Adherence

Centor
CoverMyMeds
Euclid Medical Products
FDS, Inc.
FLAVORx
Frier Levitt, LLC.
Inmar, Inc.
Integral Rx
Liberty Software
Micro Merchant Systems
NCPA
Noritsu Medical Group
Omniceil
PioneerRx
Robotik Technology
Rx Return Services
RxSafe
ScriptDrop
ScriptPro
Synergy Medical
Ultra Lab Tests

Advertising

Patient Pipeline Inc.

Advocacy

NCPA
Pharmacists United for Truth & Transparency

Animal Pharmaceuticals

Animal Med Express

Association

American College of Apothecaries
Exemplar
International Academy of Compounding Pharmacists (IACP)
NCPA
NCPDP
Pharmacists United for Truth & Transparency

Audit Assistance

Paas National, Inc.

Baby Program

Whaley's Baby

B2B Marketing Solutions

RXinsider

Biometric Authentication

HID Global

Brokerage

PRS Pharmacy Services

Business Analytics

FDS, Inc.

Buying Group

AAPA GPO
American Associated Pharmacies
BlueFlower
Celeste Stein Designs Inc.
Celtic Wind Crops
Centor
Compliant Pharmacy Alliance
Cooperative
Frier Levitt, LLC.
GeriMed, Inc.
HealthGrowth Capital
Independent Pharmacy
Cooperative
PBA Health

Profit Hunters International Inc.
RxOneShop/Excel Rx
SmartSource
The Compounders Group
Thrifty White Pharmacy

Buying Website

SaveBigRx

CBD

Abacus Health Products
Balanced Health Botanicals
Celtic Wind Crops
Commonwealth Extracts
Cure
GM Hemp Co.
Green Gorilla
Holus Pure Premium CBD
Health Market
Imbue Botanicals
Medella Sciences
Madtterra CBD
NCPA CBD Source, powered by PRS
NuLeaf Naturals
PharmaCanna
Plant Therapy
Plus CBD oil by CV Sciences
VincO Inc./Madre Terra Science, LLC.
White Coat Nutra

Compliance

Paas National, Inc.
Parata
PRS Pharmacy Services
R.J. Hedges & Associates

Compounding

Alliance for Patient Medication Safety
American College of Apothecaries
B&B Pharmaceuticals

Continued on page 100

Visit us at booth 241 for information/literature and to sign up as a retailer

Copyright © 2019, IPG Natural Health LLC
310-787-1400 www.IPGNaturalHealth.com

Oct. 2019

#NCPA2019ANNUALCONVENTION

BIOSRX, Inc.
BlueFlower
DoseLogix/Topi-Click
EzriRX, LLC.
International Academy of
Compounding Pharmacists
(IACP)
Letco Med
Medisca
Micro Merchant Systems
Noritsu Medical Group
PCCA
Pharmsource, LLC.
Pharmacy-Lite Packaging
PioneerRx
Real Value Rx
Redmond and Greer
SmartSource
Spectrum Pharmacy Products
Storey Marketing
The Compliance Team, Inc.
The Compounders Group
UnoDose

Consulting

McKesson
Profit Hunters International Inc.

Custom Software Development

Chetu, Inc.

Diabetes

Abbott Diabetes Care
Anodyne
Celeste Stein Designs Inc.
IRISYS LLC.
L'Oreal Active Cosmetics Division
Masters Drug Company
Ortho Molecular Products
PD-RX Pharmaceuticals
Sockwell
Ulta Lab Tests
Ultimed

Digital Photo Kiosk Services

Direct Kiosk Solutions

Dose Aid

Beutlich Pharmaceuticals

Education

Allied Against Opioid Abuse
NCPA
Spectrum Pharmacy Products

Essential Oils

BlueFlower
Plant Therapy

Financial Services

FDS, Inc.
First Financial Bank
HealthGrowth Capital
Live Oak Bank
PDSfinancials
RX Fund Assist

Forms & Labels

SoftWriters

Front End

The Naked Bee

Funding

Pharma Funding

Functional Foods

Ortho Molecular Products

Generics

American Associated Pharmacies
BluPax Pharma
EzriRX, LLC.
Frier Levitt, LLC.
Genetco Inc.
Integral Rx
KeySource
Masters Drug Company
PD-RX Pharmaceuticals
Pharmsource, LLC.
Pharmacy-Lite Packaging
Prasco
Real Value Rx
Redmond and Greer
RxOneShop/Excel Rx
SmartSource
Thrifty White Pharmacy

Gifts

The Naked Bee

Greeting Cards

Designer Greetings

Group Purchasing Services

Innovatix

Health & Wellness

Boost Oxygen
Pure Encapsulations

Health Screenings

Ulta Lab Tests

Home Health Care

Celeste Stein Designs Inc.
Plant Therapy
Rose Health Care, LLC.

Homeopathic

Boiron

In-Home Pharmacy Test Kits

Physician 360

In-Store Digital Marketing

RTT Digital Signage

Insurance

Exemplar
Heffernan Insurance Brokers
Indy Health Incorporated
Pharmacists Mutual Insurance
Company

IVR

Vow

Lab Tests

Ulta Lab Tests

Legal

Duane Morris LLP

Long Term Care

BetterRX, LLC.
BluPax Pharma
Celeste Stein Designs Inc.
Dosis Systems by Manchac
Euclid Medical Products
GeriMed, Inc.
ImageX Innovation
Kirby Lester
McKesson
Mediterra CBD
NCPA
Noritsu Medical Group
Omniceil
PioneerRx
QS/1
Real Value Rx
Rx Systems
RxOneShop/Excel Rx
Smith Drug Company
SoftWriters
Sun Pharma
Synergy Medical
The Compliance Team, Inc.

Magazine

Pharmacy Times

Marketing

Ashgrove Marketing Agency
Patient Pipeline Inc.
Storey Marketing

Medication Safety

Alliance for Patient Medication
Safety

Mergers & Acquisitions Advisor

Triangle Healthcare Advisors

Monitoring

Rees Scientific

Multimedia

RXinsider

Natural Products

Abacus Health Products
Alchem Life
Balanced Health Botanicals
Blister Balm (JojobaDerm Labs)
BlueFlower
Boiron
Bolm, Inc.
Celtic Wind Crops
Chicken Poop Lip Junk
Commonwealth Extracts
Cure
Darby Farms Elderberry & Natural
Products
Eco Sciences
Global Healing Center
GM Hemp Co
Green Gorilla
Hansung USA, LLC.
Hulus Pure Premium CBD
Hyperbiotics
Medella Sciences
Medicare's Limited Income NET
Program
Mediterra CBD
Natural Immunogenics
New Hope Network
Ortho Molecular Products
Pharmacanna
Plant Therapy
Probelle
Solevy Co.
Sunstate Nootropics
The Naked Bee
Threshold Enterprises Ltd.
Vincos Inc./Madre Terra Science, LLC.
White Coat CBD

OTC/HBA

Abacus Health Products
Armstrong Pharmaceuticals Inc.
Beutlich Pharmaceuticals
Blister Balm (JojobaDerm Labs)
Boiron
Bolm, Inc.
Celtic Wind Crops
Cure
Eco Sciences

FLAVORx
Florajen Probiotics
Franklin Eyewear
Genetco Inc.
Hamacher Resource Group
Hulus Pure Premium CBD
IPG Natural Health LLC.
IRISYS LLC.
L'Oreal Active Cosmetics Division
Letco Med
MainPointe Pharmaceuticals LLC
Mason Vitamins, Inc.
Medicare's Limited Income NET
Program
Mediterra CBD
Patient Pipeline Inc.
PD-RX Pharmaceuticals
Pharmacanna
Physician 360
Probelle
Ranger Ready Repellents
Sockwell
Two Old Goats LLC

Ownership & Succession Planning

McKesson
NCPA

Patient Centered Pharmacy Home

The Compliance Team, Inc.

Pharmaceutical

Alchem Life
Alliance for Patient Medication
Safety
American Associated Pharmacies
Arbor Pharmaceuticals, LLC.
Auburn Pharmaceutical
Azurity Pharmaceuticals
B&B Pharmaceuticals
BetterRX, LLC.
Blister Balm (JojobaDerm Labs)
BluPax Pharma
Boiron

Continued on page 102

Calmoseptine, Inc.
 Capital Wholesale Drug Co.
 Cardinal Health
 Centor
 Cerecor
 Dosis Systems by Manchac
 Dr. Dan's Cortibalm
 EzriRx, LLC.
 FDS, Inc.
 Frier Levitt, LLC.
 Genetco Inc.
 GM Pharmaceuticals
 GSK
 Gulf Coast Pharmaceuticals Plus
 Integral Rx
 International Academy of
 Compounding Pharmacists
 (IACP)
 JAMSRx
 KeySource
 MainPointe Pharmaceuticals LLC
 Masters Drug Company
 Medicare's Limited Income NET
 Program
 Medisca
 Medterra CBD
 Merck & Company
 Micro Merchant Systems
 New Hope Network
 Noritsu Medical Group
 Ortho Molecular Products
 PBA Health
 PCCA
 PD-RX Pharmaceuticals
 PDS- Pharmacy Development
 Services
 Pfizer
 Pharmacy-Lite Packaging
 Pharmacy Technician Certification
 Board
 Pharmsource, LLC.
 Prasco
 Ranger Ready Repellents
 Real Value Rx
 Redmond and Greer
 Robotik Technology
 Rx Systems
 RxOneShop/ Excel Rx

Safe Chain Solutions
 Second Source Rx
 ServRx, Inc.
 SmartSource
 Smith Drug Company
 Sun Pharma
 Terrain Pharmaceuticals
 Teva Pharmaceuticals
 TherapeuticsMD
 Transaction Data Systems
 UnoDose

Pharmaceutical Returns

Rx Return Services

Pharmacy Automation

Rx Systems

Pharmacy Cooperative

American Pharmacy Cooperative
 Inc.

Pharmacy Loyalty Program

Axe Rx

**Pharmacy Management
 System**

McKesson

Pharmacy Maternal

Whaley's Baby

Pharmacy Supplies

Integral Rx

Point of Care Testing

Quidel

Promotional Products

Ashgrove Marketing Agency

PSAO

PPOK (Pharmacy Providers of
 Oklahoma)

Reverse Distribution

GRx (Guaranteed Returns)

Service

American Associated Pharmacies
 Axe Rx
 BetterRX, LLC.
 Celerant Technology
 Chetu, Inc.
 Digital Pharmacist
 Exemplar
 FLAVORx
 GeriMed, Inc.
 GRx (Guaranteed Returns)
 Hamacher Resource Group
 Medisca
 Net-Rx
 Noritsu Medical Group
 PassAssured, LLC.
 Patient Pipeline Inc.
 PBA Health
 PDSfinancials
 Pharmacy First
 Pharmacy Quality Solutions
 PPOK (Pharmacy Providers of
 Oklahoma)
 Profit Hunters International Inc.
 QS/1
 R.J. Hedges & Associates
 Rees Scientific
 Return Solutions
 RTT Digital Signage
 RX Fund Assist
 Safe Chain Solutions
 ServRx, Inc.
 Sykes & Company, P.A.
 Triavo Health, LLC.
 Ulta Lab Tests
 Whaley's Baby

Skin & Wound Care

Calmoseptine, Inc.

Social Media

Storey Marketing

Software

Liberty Software
 Micro Merchant Systems
 QS/1

Continued on page 104

Prevagen[®]
*Improves Memory**



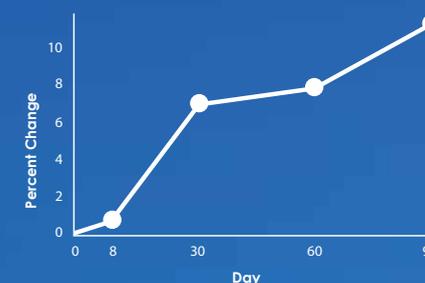
#1 Pharmacist Recommended Memory Support Brand[†]



**Prevagen[®] is the
 #1 Selling Brain Health Supplement
 in Drug Stores Nationwide.[‡]**

- ◆ BIG PROFIT
- ◆ GUARANTEED SALE
- ◆ REPEAT BUSINESS
- ◆ INCREMENTAL GROWTH
- ◆ FREE MARKETING PROGRAMS
- ◆ STAFF TRAINING

Clinical Trial Results



In a computer-assessed, double-blinded, placebo-controlled clinical study, Prevagen improved certain aspects of cognitive function over a 90 day period.*

[†]Per Pharmacy Times National Survey of Pharmacists

^{*}www.prevagen.com/research

[‡]According to Nielsen data.

What is Prevagen?

Prevagen is the leader in brain health.[‡] Prevagen is clinically shown to help with mild memory loss associated with aging.* Prevagen contains apoaequorin which is safe and uniquely supports brain function.*

AS SEEN ON:



*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.

Store Fixtures

H.L. Coshatt Co. Inc.
Medicare's Limited Income NET Program
Ranger Ready Repellents
RTT Digital Signage

Supplements

Alchem Life
Prevagen
Protocol for Life Balance
Solutions Rx

Technician Training

PassAssured, LLC.

Technology

Amplicare
Axe Rx
BestRx Pharmacy Software
BetterRX, LLC.
Blister Balm (JojobaDerm Labs)
CarePoint, Inc.
Chetu, Inc.
CoverMyMeds
Digital Pharmacist
Dosis Systems by Manchac
Euclid Medical Products
EzriRx, LLC.
FDS, Inc.
FLAVORx
HID Global
ImageX Innovation
InfoWerks
Inmar, Inc.
Kirby Lester
Liberty Software
Micro Merchant Systems
Net-Rx
Omniceil
Parata
Patient Pipeline Inc.
Pharmsaver
PioneerRx
Pointy
PPOK (Pharmacy Providers of Oklahoma)
Prescribe Wellness
Profit Hunters International Inc.

QS/1
RelayHealth
Rx Return Services
RxSafe
Scientific Technologies Corporation
ScriptDrop
ScriptPro
ServRx, Inc.
SoClean, Inc.
SoftWriters
Storey Marketing
Surescripts
Synergy Medical
Transaction Data Systems
Triangle Healthcare Advisors
Ultra Lab Tests
Updox
Vuca Health
Wolters Klower Health
Yuyama USA

Trade Publication

U.S. Pharmacist

VAWD

Masters Drug Company

Vitamins

Solutions Rx

Websites

Digital Pharmacist
Doctor Multimedia

Website Design

Storey Marketing

Wholesale/Distributor

American Associated Pharmacies
AmerisourceBergen
Anda, Inc.
Animal Med Express
ARK Business Services Inc.
Auburn Pharmaceutical
B&B Pharmaceuticals
Balanced Health Botanicals
BlueFlower
BluPax Pharma

Bolm, Inc.
Celeste Stein Designs Inc.
Centor
EzriRx, LLC.
Genetco Inc.
GRx (Guaranteed Returns)
Gulf Coast Pharmaceuticals Plus
Hansung USA, LLC.
Healthy Market
Hulus Pure Premium CBD
HyGen Pharmaceuticals, Inc.
Imbue Botanicals, LLC.
Independent Pharmacy Distributor LLC
KeySource
Letco Med
Magna Pharmaceuticals, Inc.
Mason Vitamins, Inc.
Masters Drug Company
McKesson
Medella Sciences
Medicare's Limited Income NET Program
Morris & Dickson Co., LLC.
PD-RX Pharmaceuticals
Pharmacanna
Pharmsource, LLC.
Physician 360
Plant Therapy
PlusCBD Oil by CV Sciences
Quality Care Products, LLC.
Ranger Ready Repellents
RDC
Real Value Rx
Redmond and Greer
RxOneShop/ Excel Rx
Safe Chain Solutions
Second Source Rx
SmartSource
Smith Drug Company
TherapeuticsMD
Thrifty White Pharmacy
UnoDose
Valu Merchandisers Co.
Value Drug Company
VaxServe
Vials.com
VIM & VIGR Compression Legwear
Wellgistics, LLC.

RBC
Cardinal Health

DENVER

JULY 15-18, 2020

There's something beautiful
on the horizon

30th
YEAR
ANNIVERSARY

Please visit rbc.cardinalhealth.com
for more information!



Attract new patients with a custom loyalty program

- This program will give you the ability to **compete with the large chain stores**.
- It offers **lower cost alternatives** to retain patients, create goodwill and can be used to replace the not so pharmacy friendly programs.
- SlashRx **enables you to process 90+ day refills** and not lose patients to mail order programs.
- In addition to ingredient cost reimbursement and dispensing fees, the **pharmacy receives an admin fee per claim**, no matter where the prescription is filled.

The Most Pharmacy Friendly Program available but don't take our word for it.

"The SlashRx Loyalty Program has driven over 500 new patients to our stores from local health care provider offices and veterinarian practices. I highly recommend partnering with SlashRx."

— Bobby Rawls, Director of Pharmacy Affairs, Realo Discount Drugs.

Come see us at Booth #506 for your chance to win a DJI Mavic Pro Drone and learn more about the program



To find out more call 800.727.1973 or visit SlashRx.com/Pharmacy-Loyalty