

NCPA Expo on Monday – October 28

New niches, new profits, new ways of approaching a challenge -These short, interactive presentations on the exhibit floor will give you the quick consult you've been looking for to elevate your business! The session is only 30 minutes, so you have plenty of time to explore the exhibit hall.

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.

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!

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.

Parris Thompson, pharmacy technician, Hayat Pharmacy

2:30-3 p.m.

Talk about CBD for Healthier Patients

Independent pharmacies are uniquely positioned to take advantage of improving their patient outcomes and profits with CBD. 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.

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

Beginning December 1, 2019, USP <800> requires you to annually perform a risk assessment to determine the safe handling of every hazardous drug. Compliance with DSCSA means you have to be able to trace the full transaction history of every medication that passes through your pharmacy. Come learn how you can achieve and maintain compliance while saving time and protecting your business.

Kirk Herweck, Director of Product Strategy, Healthcare, Inmar

Dwight deVere, Founder and CEO, RXTransparent

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 convenience packaging program into a successful service.

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.

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

Beginning in January, workflow solutions like "CancelRx", "RxFill", and "FillStatus Indicator" will be available through the new version, SCRIPT 2017071, which will be required for Medicare Part D compliance. Learn more about the eprescribing enhancements that will benefit your operation.

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.

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.

Clark Bishop, PharmD, Pharmacist Manager, Partner, Hutton Pharmacy