

Quick Consults LIVE!
NCPA Expo on Sunday – October 27

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! With sessions lasting only 30 minutes, you'll still have plenty of time to explore the exhibit hall!

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!

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.

Shelley Roberts, PharmD, owner, Grassroots Pharmacy

2:45-3:15 p.m.

What You're Missing on the 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.

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 just need working capital; learn about the different types of financing that may be available. Understand the importance of cash flow and how debt service may impact the pharmacy.

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 business. Get proven methods to increase your digital footprint, getting your products found online and getting more retailers into your store.

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.

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.

Micah Cost, PharmD, MS, Executive Director, Tennessee Pharmacists Association

4:30-5 p.m.

Implementing an Opioid Risk Awareness and Naloxone Education Program

Sheel Bhuta, Director of Marketing/Business Development

Jay Patel, PharmD, Greenhill Pharmacy

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.

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!

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

5:15-5:45 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