LIVE, IMPORTANT, AND EFFECTIVE.

Join your peers as we make our voices heard on Capitol Hill in this important election year to discuss issues that affect your business. Your in-person meetings make a lasting impression on lawmakers about the importance of access to community pharmacy care to combat public health emergencies and other health care threats. Your voice matters!

April 17-18, 2024
Alexandria, Va. and Washington, D.C.

SAVE THE DATE

Columbus, Ohio
Oct. 26-29

• Access business education programs that cover every aspect of your pharmacy.
• Speak with hundreds of exclusive industry partners you won’t find at other trade shows.
• Discover new opportunities and revenue streams to refine and grow your business.
• Take advantage of the countless chances you will have to connect with peers and exchange ideas.

See you in COLUMBUS!
**Program schedule**

**Wednesday, Feb. 28**

Noon – 7 p.m.  
**Registration**  
Palms Garden Foyer

6 – 7:30 p.m.  
**Welcome Reception**  
(sponsored by Prescriptive Health)  
Palms Pool Terrace

**Thursday, Feb. 29**

7 - 8 a.m.  
**Beyond Prescriptions: Exploring New Revenue Streams**  
(sponsored by RxSafe)  
Gardens Ballroom

Join us for breakfast and an informative panel discussion exploring best practices for implementing revenue streams to elevate your pharmacy’s success. Topics include increasing profits, LTC at home, clinical services, supplements, how to avoid DIR fees, and more.

**Panel participants:**  
Ronna Hauser, NCPA senior vice president, policy and pharmacy affairs, moderator  
Tim Mitchell, owner, Mitchell’s Drug Stores, CPESN Luminary  
Lisa Faast, CEO, Diversify Rx  
Debbie Marcello, CEO, Happier at Home  
Joe Williams, PharmD, Owner, Brisson Drugs

7 - 8:30 a.m.  
**Buffet Breakfast**  
Gardens Ballroom

**Welcome and Overview of the 2024 Multiple Locations Conference**  
NCPA President Lea Wolsoncroft, RPh, owner, Remedies Pharmacy

7 a.m. - Noon  
**Registration**  
Palms Garden Foyer

8 a.m. - Noon  
**General Session**  
Everglades Ballroom

**Personal Effectiveness: The Leadership Linchpin**  
Today’s leaders are increasingly faced with complex and unorthodox challenges that require masterful skills and leadership competencies. At the heart of any impactful leader is a high degree of personal effectiveness – it is next to impossible to lead others if you can’t manage yourself. This program defines what personal effectiveness looks like in the workplace and explores four key tools for increasing and elevating self-management.  
*Kelley Babcock, co-founder, Leadership Growth Formula*

9:50 - 10:05 a.m.  
**Break**

**Words Matter – The Power of Marketing Your Value Differently**  
While the “frontline public health workers who are trusted members of and/or have a close understanding of the communities served” description could apply to any member of your team, it truly is the definition of a community health worker. Hundreds of pharmacies in CPESN’s Health Equity special purpose network have built new revenue and partnership opportunities by training and rebranding their existing technician workforce as CHWs. You have been helping patients access community resources for years – it is time you empower your staff and get paid for it by using common terminology that the rest of the industry understands.  
*Richard “Tripp” Logan, III, PharmD, owner, SEMO Rx Pharmacies*
**Market Expansion Through Cultural Connection**

You likely did not consider all communities in your area when developing your pharmacy’s marketing plan. Something as simple as carrying a few eastern medicine products or wishing the community a happy Lunar New Year on social media can go a long way to connecting with diverse populations in your area. Angelina Tucker and her team at CPESN’s new Community Connected are paving the way to new business growth by bringing cultural awareness and practical tools to pharmacy owners like you. Here’s how she’s been able to use Community Connected across her 12 locations in Texas and how your team can incorporate the resources into your marketing strategy.

*Angelina Tucker, PharmD, assistant director, CPESN Community Connected*

---

**TRUST LLC: Your Chance to Fight Back Against DIR Fees**

NCPA General Counsel Matt Seiler is taking the stage to outline NCPA’s TRUST LLC, part of a multi-faceted legal strategy to recover unfair DIR fees. NCPA’s TRUST LLC will investigate and, when appropriate, litigate or arbitrate on behalf of pharmacies. Find out how TRUST LLC allows pharmacies like yours to team up against PBMs, leveling the playing field in the face of exorbitant arbitration costs and overwhelming corporate resources.

*Matt Seiler, RN, Esq., NCIA vice president and general counsel*

---

**Pharmacist and Pharmacy Technician Learning Objectives:**

1. Identify the relationship between personal effectiveness and the ability to effectively lead others.
2. Review four tools for improving personal effectiveness.
3. Discuss ideas for improving business efficiencies and patient care.
4. Differentiate between the roles of a pharmacy technician and community health worker.
5. Describe opportunities for pharmacy-based community health workers.
6. Identify areas for enhanced pharmacy services with community health workers.
7. Describe the business case for marketing to diverse communities where patients live, eat, play, and pray.
8. Discuss resources and best practices available with Community Connected.
9. Describe a legal claim and the types that could be included.
10. Discuss the differences between arbitration and the class action lawsuit against PBMs.

**ACPE UAN:** 0207-0000-24-702-L04-P/T

3.75 contact hours (0.375 CEU)

**Activity Type:** Knowledge-Based

---

**Monday, March 2**

**Noon - 1 p.m.**

**Buffet Lunch**

*(sponsored by Compliant Pharmacy Alliance Cooperative)*

Gardens Ballroom

**1 - 2 p.m.**

**Coffee and dessert with Partners in Success Exhibits**

Palms Ballroom

**2 - 3 p.m.**

**Shoot the Breeze® Session – Owners/Managers**

Caloosa A

**2 - 3 p.m.**

**Shoot the Breeze® Session – Exhibitors**

Everglades Ballroom

**Evening**

Dine on your own

---

**Friday, March 1**

**7 - 8:30 a.m.**

**Buffet Breakfast**

Gardens Ballroom

**7 a.m. - Noon**

**Registration**

Palms Garden Foyer

**8 a.m. - Noon**

**General Session**

Everglades Ballroom

---

**Take 5!**

Mike Burns, president and CEO, AuBurn Pharmacies
Scott Pace, PharmD, JD, co-owner, Kavanaugh Pharmacy; partner, Impact Management Group; president and CEO, Pace Management, LLC
How to Get, Keep, and Say Goodbye to Employees
Your business faces enough challenges without adding an employment legal matter to your plate. A leading employment/labor attorney will share some of the hottest dos and don’ts to help you be aware of potential pitfalls.
Deborah Kelly, PhD, JD, MA, partner, Manatt

Blue Ridge Apothecary: A Case Study, by the University of South Carolina Student Business Plan Competition team
A team of student pharmacists from the University of South Carolina College of Pharmacy (the first-place finishers in the 2023 Good Neighbor Pharmacy NCPA Pruitt-Schutte Student Business Plan Competition) will share their award-winning concept for a pharmacy practice specializing in test and treat, oral contraceptive prescribing, and bioidentical hormone replacement therapy.
Farehaa Hussain, Jacob King (team captain), CharLeigh Steverson, PharmD candidates, University of South Carolina College of Pharmacy

9:50-10:05 a.m.
Break
(sponsored by Compliant Pharmacy Alliance Cooperative)

Building and Scaling Your LTC-at-Home Services
It is estimated that a minimum of 15 percent of your community population could benefit from LTC at home, a suite of services your pharmacy offers to keep patients who would otherwise be in the nursing home in the comfort of their own homes. Join Lindsay Dymowski Constantino, co-founder and president of Centennial Pharmacy Services and the LTC@Home Pharmacy Network, for a discussion around the topic and how a hub-and-spoke model for fulfillment could lead to cost savings and enhanced revenue generation across your multi-store operation.
Lindsay Dymowski Constantino, co-founder and president, Centennial Pharmacy

What’s Ahead for Pharmacy Benefits?
A pharmacy benefit manager executive will share what’s new and what’s on the horizon for engaging community pharmacies. While we can’t discuss specific contract terms, this is a chance to contemplate new programs and operational efficiencies.
Anne Lawlor, MBA, vice president, network contracting and strategy, Optum Rx UnitedHealth Group

How Biosimilars Are Changing the Way You Practice
As the biologics and biosimilars market continues to grow, questions emerge about what to do at the pharmacy counter. Audit expert Trent Thiede joins the Multiple Locations Conference to discuss biosimilars, interchangeability, and appropriate DAW codes. Find out what you need to know about this space, including the clinical, operational, and financial considerations for biosimilar utilization and how to avoid audits.
Trent Thiede, PharmD, MBA, president, PAAS National

Pharmacist and Pharmacy Technician Learning Objectives:
1. Discuss ideas for improving business efficiencies and patient care.
2. Describe the dos and don’ts of using social media in hiring, managing, and terminating employees.
3. Explain how to put processes in place that minimize the risk to your business.
4. Summarize the latest changes and most common challenges in today’s environment.
5. Discuss opportunities to scale your LTC-at-home operation across multiple locations.
6. Describe health equity programs in the community pharmacy space.
7. Identify new options for 2025 for clients to engage with a pharmacy clinically integrated network and medication adherence programs.
8. Identify opportunities for a PBM to improve self-serve and admin requirements for community pharmacies.
9. Identify biosimilars and their interchangeability.
10. Discuss the fundamentals of DAW codes with biologic drugs.

ACPE UAN: 0207-0000-24-703-L04-P/T
3.75 contact hours (0.375 CEU)
Activity Type: Knowledge-Based

Noon - 1 p.m.
Buffet Lunch
(sponsored by BDSC Company)
Gardens Ballroom

12:30 - 4 p.m.
Partners in Success Exhibits (with coffee and dessert)
Palms Ballroom

5 - 6 p.m.
NCPA Legislative/Legal Defense Fund Reception
Garden Veranda (Ticketed event)

Evening
Dine on your own
Saturday, March 2

7 - 8 a.m.
Barclay Damon - Legal Power Hour
Gardens Ballroom
Barclay Damon’s pharmacy law attorneys will take your questions or those hypotheticals about your “friend.” Get insight on a large range of topics, from PBM network issues like credentialing and audits, marketing arrangements, and the fallout from the opioid settlements to legislation and lawsuits affecting community pharmacy, pharmacy transactions, and more.
Linda Clark, partner, Barclay Damon
Brad Gallagher, partner, Barclay Damon

7 - 8:30 a.m.
Buffet Breakfast
Gardens Ballroom

7 a.m. - Noon
Registration
Palms Garden Foyer

8 a.m. - Noon
General Session
Everglades Ballroom

Finding the Right Partner for Your Next Location
Developing a pipeline of leaders has been instrumental to multi-store owner Ken Thai’s business growth. When it is time to open a new location, he taps vetted, internal candidates to provide boots-on-the-ground leadership while he focuses on the company’s overall strategy. Join as Ken shares his formula for finding the right partner and identifying leaders at their locations.
Khanh-Long “Ken” Thai, PharmD, APh, CEO, 986 Degrees Corporation

Looking Ahead
NCPA CEO Douglas Hoey hits on some of the top trends — both new and old — that will be impacting the business health of community pharmacies and their patients in the near future. Special guests will dig deeper, providing their insights on the impact on your pharmacies’ operations, including state and federal activity.
B. Douglas Hoey, pharmacist, MBA, CEO, NCPA

Issues Impacting Your Bottom Line
Ronna Hauser, NCPA’s senior pharmacy affairs and policy lead, will share a birds-eye view of the political landscape. Get a real-time update on legislation and regulations that could reshape pharmacy payment and practice for the next decade — for better or worse.
Ronna Hauser, PharmD, NCPA senior vice president, policy and pharmacy affairs

10:10 - 10:25 a.m.
Break
(sponsored by Compliant Pharmacy Alliance Cooperative)

The Next Frontier of PBM Reform – Exposing Deceit in the State Employee Benefit Programs
West Virginia taxpayers are grossly overpaying some pharmacies through the state’s largest employer, the state employee benefits program. When the team at Fruth Pharmacies discovered the discrepancies at the hands of the PBM, they got busy exposing their unfair tactics. Hear directly from Lynne Fruth and Andy Becker on what they uncovered and how their swift action prompted a legislator-led investigation into waste within the public employee program.
Andy Becker, PharmD, vice president of pharmacy, Fruth Pharmacy
Lynne Fruth, president, Fruth Pharmacy

Good Morning.
We have your data.
Can you imagine walking into your operation to find a data disruption from cyber criminals on the dark web? What would you do first? Where would you turn for help? How would you get your arms around the situation? How would you avoid it from happening in the future? One pharmacy owner that has lived this nightmare will tell you their story so you can be prepared and take steps to protect your business.
Jack Holt, RPh, owner, Hi-School Pharmacies
Brian Rakers, CPA, CLU, senior vice president sales, Pharmacists Mutual Insurance Group

Pharmacy Fallout
Coming out of the pandemic, it feels like the pharmacy industry is a snow globe that has been thoroughly shaken and is settling in new ways with new implications for all. Leading consultant Bill Roth will share what he is hearing and seeing from pharmaceutical manufacturers, payers, wholesale distributors, traditional pharmacies, cash-based pharmacies, and online telehealth providers.
William Roth, general manager and managing partner, Blue Fin Group, an IntegriChain Company
Pharmacist and Pharmacy Technician Learning Objectives:
1. Discuss ideas for improving business efficiencies and patient care.
2. Summarize strategies for building a pipeline of leaders.
3. Identify ways to engage and vet potential minority share partners.
4. Identify at least three trends in the pharmacy marketplace that will impact patient care.
5. Explain legislative and regulatory changes influencing pharmacy operations.
6. Discuss how proposed legislation could affect the pharmacy payment model.
7. Review best practices for advocating for PBM reform in state public employee programs.
8. Discuss best practices to protect your business against a cybersecurity attack.
9. Describe first steps to take in the event of a data disruption.
10. Describe three important marketplace dynamics that are shaping the business environment you find yourself in as you serve your patients.
11. Discuss opportunities and how to respond to the changing marketplace.
12. Detail likely marketplace changes resulting from patent expirations.

ACPE UAN: 0207-0000-24-704-L03-P/T
3.75 contact hours (0.375 CEUs)

Activity Type: Knowledge-Based

Noon - 1 p.m.
Buffet Lunch
Gardens Ballroom

1 - 2 p.m.
Shoot the Breeze® Session – Owners/Managers
Caloosa A

1 - 2 p.m.
Shoot the Breeze® Session – Owners/Managers
Caloosa B

6 - 9:30 p.m.
Closing night reception and dinner
Gardens Ballroom

How to claim CE
CE deadline: March 29, 2024

Step 1. Go to ncpa.org/learn and log in using your NCPA credentials. (Note: Your username is your email address.)

Step 2. Under Claim Your CE Credits on the home page, enter the attendance code provided for each day and click GO. Please note that each session date has its own unique code. Accordingly, if you attended all three days of MLC, you would have three codes you need to claim CE. See table at right to track your codes.

Step 3. Click More Info and complete the Feedback Questionnaire to complete claiming your credit.

Step 4. Click the Home symbol in the menu bar at the top of the page to enter any additional codes.

Go to www.ncpa.org/cesupport to contact the NCPA Education Team with any questions or issues regarding claiming CPEs.

There is a unique attendance code for each day's general session. Use the table below to keep track of the attendance codes you will need for claiming CE.

<table>
<thead>
<tr>
<th>General Sessions</th>
<th>Attendance code</th>
</tr>
</thead>
<tbody>
<tr>
<td>Thursday</td>
<td></td>
</tr>
<tr>
<td>Friday</td>
<td></td>
</tr>
<tr>
<td>Saturday</td>
<td></td>
</tr>
</tbody>
</table>

NCPA is accredited by the Accreditation Council for Pharmacy Education as a provider of continuing pharmacy education. This program will provide up to 11.25 contact hours (1.125 CEUs) of continuing pharmacy education. Participants need to attend, enter an attendance code on NCPA’s learning center, and complete a feedback questionnaire in order to receive credit for the program. Target audience: community pharmacists and community pharmacy technicians.
SIMPLIFY YOUR PHARMACY MANAGEMENT!

SureCost Is the ALL-IN-ONE Smarter Purchasing, Inventory and DSCSA Solution for Pharmacies.

Get the best insights on setting your pharmacy business up to succeed from DIR Fees and DSCSA to Drug Shortages, Staffing Shortages and Drug Price Increases.

- **Offset DIR Fees by Enhancing Your Purchasing**
  Quickly grasp insights into purchasing trends, spending patterns, inventory distribution and cycle count statuses

- **Uncover New Revenue Opportunities by Optimizing Your Inventory**
  Maintain accurate inventory levels and seamlessly transfer inventory across locations. Avoid backorders and excessive stock.

- **Guaranteed DSCSA Success:**
  Simplify DSCSA compliance across all of your pharmacy locations effortlessly with our all-in-one solution.

Book a 30-minute consultation now: https://hubs.la/Q02ggJgf0
Marriott Sanibel Harbour
Hotel floor plans
Future-ready (fyü-chər ˈre-dē)

**Synonyms of Future-ready:** taking the lead, in control of one’s destiny, discarding the status quo, shifting your paradigm to create success in your pharmacy.

**verb** - 1. Taking action today to ensure my pharmacy business is sustainable in 2024 and beyond.

**noun** - 1.Clarity about the challenges I face today and what I need to do to lead my team and my business tomorrow.

Visit IPC today to learn how you can your pharmacy can be Future-ready!
GIVE YOUR PATIENTS MORE

UltiGuard Safe Pack Pen Needles
The only pen needle produced in the U.S. that provides premium-quality needles with an FDA-cleared sharps container. Compatible with most pen injector devices.

Bilingual Packaging
The first and only injection device manufacturer to offer packaging, step-by-step instructional guides, and safe sharps disposal resources in both English and Spanish.

Same Copay
The UltiGuard Safe Pack is covered under most insurance plans and typically patient copays will be the same or less than their current prescription for pen needles alone.

Safer Homes & Cleaner Environment
The UltiGuard Safe Pack protects against accidental needlestick injuries and reduces improperly disposed medical waste from the environment.
Exhibitors floor plan

NCPA MULTIPLE LOCATIONS CONFERENCE
Exhibitors

We want to extend a special thanks to our exhibitors. Please take time to visit their booths to learn more about their products and services.

Agam
Brian Kaltsas | 408-300-2754 | bkaltsas@agam.com
Agam is a prefabricated architectural wall manufacturer with over 40 years of expertise and offers a unique combination of solutions, capabilities, and craftsmanship.

AHF Pharmacy
Ronald Weston | 407-225-0403 | ronald.weston@ahf.org
Amanda Camacho | 954-761-4534 | amanda.camacho@ahfrx.org
Specialty HIV pharmacy and advocacy.

*AlignRx LLC
Erek Ostrowski | 602-343-6927 | eostrowski@alignrx.org
Melanie Maxwell | 405-308-3669 | mmaxwell@alignrx.org
AlignRx is the nation’s largest independently owned PSAO, where community pharmacies choose their own wholesaler/buying group. Explore our PSAO, reconciliation, audit, and clinical services at AlignRx.org.

*AmerisourceBergen
Doug Ernsberger | 949-697-4819 | dernsberger@amerisourcebergen.com
Jorge Miranda | 407-929-9278 | jorge.miranda@amerisourcebergen.com
Paul Satterfield | 816-803-5940 | satterfield@amerisourcebergen.com
Good Neighbor Pharmacy, an AmerisourceBergen company, helps you leverage your independence so your pharmacy stands out in your community as a unique destination for personalized care. Our specialized experts partner with you to implement the right solutions for your pharmacy to optimize your in-store experience, marketing, managed care, and business performance.

*Anda
Debra Wertz | 302-562-1394 | debra.wertz01@andanet.com
Established in 1992, Anda is a distributor for nearly 400 manufacturers with a product line of over 15,000 products across all forms and therapeutic categories.

*AssureCare LLC
Tara Pfund | 503-476-6118 | tpfund@assurecare.com
Health care technology that empowers payers, providers, and pharmacies to work efficiently and effectively together to deliver better care. AssureCare’s innovative, patient-centered, connected care platform increases access to care, reduces cost of care, improves quality of care, and accelerates patient engagement.

*Atrium24
Nicolette Mathey | 877-796-9637 | hello@atrium24.io
Atrium24’s Dotti: Your pharmacy’s growth companion. Elevate sales and marketing with the ultimate CRM for effective doctor detailing and marketing campaigns. Pharmacy success redefined.

*Bayer Consumer Health
Jayed Momin | 201-937-4003 | jayed.momin@bayer.com
Vince Discepolo | 862-881-3459 | vince.discepolo@bayer.com
Bayer has over 170 consumer health brands in its portfolio, empowering people to manage their health in the areas of pain management, allergies, dermatology, and more.

*BDSC Company
Richard Doughty | 866-698-3131 | jrobinson@bdsccompany.com
Ross Mitchell | 866-698-3131 | rmitchell@bdsccompany.com
Julie Robinson | 866-698-3132 | jrobinson@bdsccompany.com
Introducing the first-of-its-kind OTC rapid COVID-19 and flu A+B test, distributed exclusively by BDSC. The InstaView 3-1 at-home test is fast, easy and accurate.

*breathROX Inc
Jonathan Tanner | 801-361-3211 | jt@breathROX.com
breathROX are popping breath mints. They are basically sugar-free Pop Rocks with zinc. They’re fun, flavorful, and functional. Plus, they are a tool to help grow your pharmacy.

*Capital Wholesale Drug Co.
Stephanie Varner | 248-504-1721 | s.varner@capital-drug.com
Peter Behrent | 614-432-4611 | p.behrent@capital-drug.com
Mike Solazzo | 317-727-3264 | m.solazzo@capital-drug.com
Capital Drug is a full-line wholesaler, serving the needs of both single and multi-owner retail pharmacies throughout the United States.

*Cardinal Health
Daniel Bernstein | 614-332-3583 | daniel.bernstein@cardinalhealth.com
Chad Sanders | 614-657-2934 | chad.sanders@cardinalhealth.com
We are a team of approximately 46,500 mission-driven partners striving each day to advance health care and improve lives. We are essential to care.

*Centor, A Gerresheimer Company
Evan Arnold | 419-481-1480 | evan.arnold@centorrx.com
Centor is the industry leader for prescription packaging. We are working to transition our customers into RPM and RTM to improve outcomes and add revenue.

*The Compliance Team
Steve Simmerman | 215-654-9110 | ssimmerman@thecomplianceteam.org
The Compliance Team Accreditation Organization offers a suite of exemplary provider accreditation and certification programs for pharmacies, DMEs, clinics, and local health departments.
*Greenhill Trading Inc.*
Marie Valardi | 516-458-1927 | mvilardi@greenhilltrading.com
At Greenhill Trading Inc., our journey is defined by our steadfast dedication to innovation, regulatory adherence, and client satisfaction. With each passing year, we deepen our commitment to being a beacon of reliability and quality in the pharmaceutical distribution sphere.

*HealNow*
Susan Barrett | 917-975-6119 | susan@healnow.io
HealNow is an integrated online payments and patient engagement platform that is exclusively designed and evolving for pharmacies. Patients can pay for their medications and supplements, schedule delivery or pickup, signature capture and more.

*InBody*
Bradley Davie | 323-932-6503 | bradley.davie@inbody.com
Jason Han | 323-932-6503 | jason.han@inbody.com
Minwoo Dan | 323-932-6503 | mwdan@inbody.com
InBody's ecosystem of health assessment tools enables pharmacies to offer point-of-care blood pressure, height, and body composition tests that increase foot traffic, engagement, and revenue.

*Independent Pharmacy Cooperative*
Marc Essensa | 608-478-1099 | marc.essensa@ipcrx.com
Darren Thieding | 608-478-1099 | darren.thieding@ipcrx.com
Ron Andus | 608-478-1099 | ron.andus@ipcrx.com
Matt Tompkins | 608-478-1099 | matt.tompkins@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.

*InfoWerks Data Services LLC*
Keith Waddill | 512-426-4540 | keith.waddill@infowerks.com
Jeff Deitch | 702-429-3751 | jeff@infowerks.com
InfoWerks Data Services is a health care data management company offering data archiving, analytics, conversions, sharing, and solutions.

*JamsRx Wholesale*
Michael Stengel | 443-219-4844 | michael@jamsrx.com
A generic wholesaler.

*KeySource*
Benjamin Knapp | 513-725-0721 | bknapp@keysource.com
Dustin Bradford | 800-542-0153 | dbradford@keysource.com
KeySource is a wholesale supplier of generic prescription medications to thousands of independent pharmacies, long-term care organizations, and specialty pharmacies across the USA.

*Lansworth Pharma SelfServe*
Roger Figart | 937-725-2516 | rfigart@lansworth.com
Tom Oden | 763-607-3743 | toden@lansworth.com
Bruce Kneeland | 610-792-2477 | bkneeland@gmail.com
Lansworth Pharma SelfServe distributes Pharmaself24, an automatic Rx dispenser, that allows patients to pick up medications 24/7. Recapture valuable staff time with greater customer convenience. Learn more at www.lansworthpharma.com.
Liberty Softwar
Sherri Pickens | 800-480-9603 | sales@libertysoftware.com
Vince Leonard | 800-480-9603 | sales@libertysoftware.com
Liberty Software’s pharmacy management platform helps enhance patient care, increase patient safety, and improve profitability. Liberty’s platform is used by community, specialty, LTC, compounding, 340B, and mail-order pharmacies.

Live Oak Bank
Mike Bollinger | 504-453-9726 | mike.bollinger@liveoak.bank
Live Oak will support you with customized financial products focused on your success. Our experts embrace a creative approach to solving problems and surpassing goals.

Masdel Inc. (Magic Bag)
Josee De Lafontaine | 514-433-2350 | josee@masdelinc.com
Trusted for over 30 years, Magic Bag is a hot/cold compress designed to naturally ease aches and relieve stress. It is filled with 100 percent organic grains.

Matrix Distributors
Chris Berlingieri | 732-484-8499 | christopherb@matrixdistributors.com
Secondary wholesaler supplying independent pharmacies for over 20 years. We offer savings on generics, diabetes, short dates, and MVP items.

Medisca
Andrew Allan | 514-235-4842 | allan@medisca.com
Brandon Shrum | 514-235-4842 | bshrum@medisca.com
Medisca is a global corporation bridging the gaps in health care with essential solutions in pharmaceutical supply, mixing technology manufacturing, analytical testing, and education.

Medsense Health
Scott Kowalski | 608-516-3746 | skowalski@medsense.health
Jennifer Whalen | 217-737-3508 | jwhalen@medsense.health
Medsense Health delivers a simple, affordable, and accurate patient medication monitoring and adherence platform that provides more services revenue to independent pharmacies and is covered by Medicare.

Merck & Co. Inc
Luke Woods | 614-397-5785 | luke.woods@merck.com
Mclaine Duggan | 610-613-0759 | mclaine.duggan@merck.com
We use the power of leading-edge science to save and improve lives around the world.

Morris & Dickson
Gary Anderson | 512-630-1415 | ganderson@morrisdickson.com
Morris & Dickson is a full-line distributor of brand, generic, and specialty pharmaceuticals servicing the needs of independent retail pharmacies, alternate care entities, and health systems.

NCPA CBD Source
Tim Gregorius | 833-786-6522 | timg@prsrx.com
NCPA has partnered with PRS to create the most comprehensive digital resource for pharmacy-focused CBD education, products, and marketing.

Novavax, Inc
Scott Enders | 602-639-0194 | senders@novavax.com
Novavax develops innovative vaccines that leverage our proprietary recombinant nanoparticle technology to help prevent a broad range of infectious diseases, both known and emerging.

NSP Professional
Lynsey Thiel | 858-230-0563 | lynseyt@natr.com
Heather Mosgrove | 206-802-8528 | heatherm@natr.com
With over 50 years of experience, NSP Professional pioneers natural health solutions, empowering health professionals with education, tools, and top-quality encapsulated herbs and supplements for holistic wellness.

Outcomes
Tycene Fritcher | 407-502-6215 | tfritcher@outcomes.com
Larry Stephenson | 407-502-6215 | lstephenson@outcomes.com
Outcomes elevates health outcomes by integrating pharmacy technology and clinical collaborations in a health care network, unifying pharmacies, payers, and pharmaceutical companies for optimal patient-centric care.

P&L Financial
Mike Palios | 813-523-0346 | mpalios@westshorefinancial.com
Joey LaPuente | 813-382-7386 | jlapuente@westshorefinancial.com
Providing full financial services for pharmacy owners and pharmacists.

PAAS National
Trent Thiede | 608-873-1342 | trent@paasnational.com
PAAS National is the industry-leading advocate and defender of community pharmacies dealing with predatory PBM audits and also eases the burden of FWA/HIPAA and USP 800 compliance.

PBA Health
David Hendler | 201-960-6841 | david.hendler@pbahealth.com
Clark Balcom | 800-333-8097 x5751 | clark.balcom@pbahealth.com
PBA Health is a national independent pharmacy services provider managing a multi-wholesaler GPO and operating a full-line Rx member warehouse.

Pharmacists Mutual Insurance Company
Brian Rakers | 800-247-5930 | brian.rakers@phmic.com
Laurie Harms | 800-247-5930 | laurie.harms@phmic.com
Pharmacists Mutual Insurance Company is a nationally recognized leader in providing insurance products and risk management solutions for pharmacists, dentists, veterinarians, and associated businesses and professionals.

PharmaComplete Consulting Services LLC
Leanne Haley-Brown | 716-628-4173 | lhbrown@pharmacomplete.com
We provide personal and customized pharmacy consulting services to fit your needs. Simplify process; amplify care.
Pharmacy Automation Supplies
Theresa Rodriguez | 630-246-3205 | theresa.rodriguez@pharmacyautomationsupplies.com
Alex Nash | 630-873-3232 | alex.nash@pharmacyautomationsupplies.com
PAS is a leading provider of pharmacy packaging, including Rx labels, bags, unit and multi-dose blister cards, and pill boxes for strip/pouch packagers.

*Pharmacy Technician Certification Board
Liza Chapman | 202-888-1712 | lchapman@ptcb.org
PTCB offers credentials to individuals who wish to distinguish themselves in the pharmacy technician field and build rewarding careers in health care.

*PHASE Scientific Americas
David Scheib | 678-852-1114 | david.scheib@phasesci.com
Eric Palefsky | 404-867-4296 | eric.palefsky@phasesci.com
We are a global biomedical company specializing in innovative health care diagnostics testing through our brand INDICAID and INDICAID health products and services.

*Prescriptive
Paige Clark | 503-505-4922 | paige.clark@prescriptive.com
Scott Osley | 918-984-5370 | scott.osley@prescriptive.com
Prescriptive Health is a health care technology company delivering solutions that empower. We provide pharmacists with artificial intelligence-driven and pharmacy-friendly pricing solutions to help pharmacies grow profitably.

Prevagen
Tyler Luther | 608-827-8180 | tluther@prevagen.com
Prevagen is the best-selling nutritional supplement in drug stores nationwide according to Nielson data and presents a very attractive incremental profit opportunity for your business.

*PrimeRx
Tillmann Schwabe | 602-919-5950 | tschwabe@micromerchantsystems.com
Jose Nunez | 516-448-7631 | jose@primerx.io
PrimeRx software streamlines prescription fulfillment, ensuring swift, secure, and profitable pharmacy operations in today’s dynamic market.

*PRS Pharmacy Services
Josh Potter | 800-338-3688 | Josp@prsrx.com
PRS Pharmacy Services, the leader in pharmacy regulatory compliance, has partnered with Advasur to create DSCSA360, a program designed to help independent pharmacies comply with the upcoming DSCSA requirements.

R&S Northeast LLC
Cavey McCoy | 270-434-2942 | cmccoy@rsnortheast.com
AJ Page | 270-434-2942 | apage@rsnortheast.com
Saul Factor | 270-434-2942 | saul.factor@factorhealthcareconsulting.com
We focus on your pharmaceutical and medical supply needs so you can focus on patient care.

*Real Value Rx
Elver Parra | 347-761-9649 | elver@realvalueproducts.com
Real Value Rx is a national secondary wholesaler with 5,000 generics in stock daily with next-day shipping to all 50 states.

*RedSail Technologies
Jeff Key | 800-850-5111 | jeff.key@pioneerrx.com
Marsha Bivins | 800-850-5111 | marsha.bivins@pioneerrx.com
Matt Guthrie | 800-850-5111 | matt.guthrie@pioneerrx.com
Josh Howland | 800-850-5111 | josh.howland@pioneerrx.com
Charles Brinkley | 770-8880-3388 | charles.brinkley@redsailetechnologies.com
With 10,000 pharmacies reaching more than 8 million patients, RedSail Technologies leads pharmacy management, patient engagement, cross-benefit, and transactional services – unique technology and connectivity that improve outcomes.

Retail Management Solutions
Brad Jones | 206-605-4371 | bjones@rm-solutions.com
Retail Management Solutions has been making pharmacies more profitable and customer-centric through smarter point-of-sale solutions since 1998. See the RMS difference in action today!

Revealsite
Abdalla Abdel-Rahim | 352-206-8740 | abdalla@revealsite.com
Revealsite’s digital marketing and SEO strategies attract new customers to your pharmacy, enhanced by impactful social media campaigns and comprehensive digital solutions for increased engagement.

The Road Ahead
Seth Schlegel | 505-240-0299 | seth@theroadaheadins.com
A no-cost Medicare consultation program that saves you time and eliminates liabilities while helping to grow and protect your patient panel.

*RxConnexion
Mehrdad Hariri | 407-383-3301 | mhariri1@gmail.com
Technology-based services.

*RxHearing
Chuck Ottaviano | 727-776-2112 | chuck@rxhearing.com
RxHearing is the leading provider of OTC hearing aids and hearing care services to independent pharmacies.

*RxOwnership
Chris Cella | 508-579-3230 | christopher.cella@mckesson.com
Jason Struck | 804-816-0324 | jason.struck@mckesson.com
Frank Dolce | 860-751-4296 | frank.dolce@mckesson.com
Unlike other financial planning resources, RxOwnership is a no-fee resource that helps interpret financial statements to determine opportunities to increase your bottom line.

*RxSafe LLC
Matt Gilbert | 860-465-7349 | mgilbert@rxsafe.com
RxSafe improves patient health by partnering with the nation’s 19,400 independent retail pharmacies, using our technology solutions to transform the way you do business. Learn more: www.rxsafe.com.
*Rx Systems
Steve Bartels | 636-925-7451 | scbartels@rxsystems.com
Family-owned manufacturer of labels, bags, pill cards, vials and the VIVID pill counter. Use custom bags to market your profitable services. VIVID reduces labor and improves profits. Let us show you how.

scripClip from InterLink AI
Mike Todd | 423-502-0561 | mtodd@interlinkai.com
Ian McVeigh | 610-613-7959 | imcveigh@interlinkai.com
scripClip will-call technology helps pharmacies improve workflow efficiency at the point of sale and return to stock, reduce opportunity for error, and improve patient safety.

*ScriptPro
Darin Gleason | 913-620-8769 | dgleason@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.

*Smith Drug Company
DeWayne Benson | 865-850-2833 | dbenson@smithdrug.com
Salvatore Graziano | 864-706-1459 | sgraziano@smithdrug.com
Smith Drug Company provides full-line wholesale pharmaceutical solutions and unmatched customer service designed to empower pharmacies to do business and serve their communities better.

*SureCost
Nathan Taylor | 888-363-7596 x404 | ntaylor@surecost.com
Rick Clay-Storm | 888-363-7596 | rclay-storm@surecost.com
SureCost is the smarter purchasing solution, helping pharmacies save more, stay compliant and work smarter.

ValueCare Suite
Brad Klekas / 801 - 573 - 2881 | brad@valuecaresuite.com
ValueCare Suite is a complete solution for pharmacies to excel in CCM and RPM, providing essential tools for successful physician partnerships.

Vantage Hemp
Christian Santi | 720-633-6082 | christian@vantagehemp.com
Harv Johal | 720-633-6083 | harv@vantagehemp.com
Vantage Hemp’s CBD Program for Pharmacists provides pharmacies with access to CBD products manufactured using FDA-registered CBD Distillate and Isolate.

*Wellgistics
Brett Bryant | 863-333-9700 | bbryant@wellgistics.com
Jason Lang | 863-333-9700 | jlang@wellgistics.com
Wellgistics is a 50-state licensed, NABP-accredited wholesale distributor, dedicating itself to procuring products and forming partnerships with manufacturers to supply independent pharmacies with diverse products.

---

Special thanks to our sponsors

The National Community Pharmacists Association expresses its gratitude to the following companies for their support of the NCPA 2024 Multiple Locations Conference:
No matter your path, **we’re your partner**

Unlike other financial and succession planning resources, RxOwnership is a **no-fee, no-contract** resource designed to help pharmacy owners, **regardless of wholesaler affiliation**, financially plan for the next step in their ownership journey.

Whether you’re interested in opening your first pharmacy, expanding, or closing your last, RxOwnership is here to help you adapt and grow your pharmacy business to accommodate ever-changing needs.

**RxOwnership services include:**
- Financial analysis to help your pharmacy remain sustainable and profitable
- Access to resources to understand pharmacy demographics, financing and loans
- Getting ahead of retirement plans and creating personalized succession plans to maximize the value of your business

Join the conversation and connect with us!

- @RxOwnership
- Search for RxOwnership
- Join our Women in Rx group

Learn more at: RxOwnership.com  
Contact us at: RxOwnership@McKesson.com | 800.266.6781

© 2023 McKesson Corporation and/or one of its subsidiaries. All rights reserved. All other products mentioned may be trademarks, service marks or registered trademarks of their respective owners. RxO-3043770A-1223
Ideal for 100% of shoppers!
Generates 50%+ gross margin!
Affordable for EVERYONE!

InstaView™
At-Home COVID-19 & Flu Test
PCR-LIKE RESULTS IN JUST MINUTES*
InstaView is a rapid immunoassay for the simultaneous detection and differential diagnosis of SARS-CoV-2, Influenza Type A, and Influenza Type B antigen that your customers can easily use and read in their own homes.

GET READY TO PLACE YOUR ORDER!
orders@BDSCcompany.com | 800-592-1041

*R3012 pending EUA approval. Expected early Q2 2024.
Start the conversation.

With one strong recommendation to vaccinate, you may be able to help protect a patient from a potentially serious preventable disease. And that’s truly extraordinary.

Ordinary encounters. Extraordinary opportunities.

One brief conversation could help protect a life.

Approximately 4 out of 5 adults are not up-to-date with CDC-recommended immunizations. Only 27.6% of adults ages 19-49, and 8.2% of adults ages 50-64 are up-to-date on certain age-appropriate CDC-recommended vaccinations, according to the 2019-2020 National Health Interview Study. A strong recommendation from a health care provider is the single most important factor in determining whether or not someone gets vaccinated.

References:

Scan this code for a variety of tools and resources for your pharmacy team.

Start the conversation.