



NCPA Ownership Workshop, Sponsored by McKesson Live Conference with online prerequisite work

Agenda – May 2-3 Live and On-Demand

It's a soup-to-nuts crash course on pharmacy ownership, whether you're starting from the ground up, purchasing an existing store, or expanding to become a multi-store owner.

On-demand pre-requisites (Approximately 9 hours) Watch on-demand, on your schedule ahead of the May 2-3 event.

Content will be made available in early April. A separate email will be sent to registrants at that time with instructions for accessing and completing the on-demand materials.

On-demand topics include:

- **Business Plan Development**
- **Site Selection**
- **Buying and Selling, Marketing, and Other Legal Issues**
- **Buying Assets vs. Common Stocks**
- **Accounting and Corporate Structure**
- **Financial Analysis**
- **Starting a Pharmacy from Scratch**
- **Marketing Your Message**
- **Floor Plan, Product Placement, and Merchandising to Sell**
- **Compliance Programs**
- **Enhancing Your Image With OTC**



NCPA is accredited by the Accreditation Council for Pharmacy Education as a provider of continuing pharmacy education. This program will provide 9 contact hours (0.9 CEUs) of continuing pharmacy education credit. The participant will need to attend all required components of the CE activity and complete a pre-test, pass a final assessment with a score of 70% or more, and complete a feedback survey to receive credit for the program. Target audience: community pharmacists and community pharmacy technicians.

Part 2: Pharmacy Ownership Live

Friday, May 2 (9:30 a.m. – 6:30 p.m. ET) | Saturday, May 3 (8 a.m. – 4 p.m. ET)

Day 1 – Friday, May 2, 2025	
9:00-9:30 a.m.	Registration (Non-CE)
9:30-10:00 a.m.	The Road to Pharmacy Ownership
10:00-10:45 a.m.	The How To's of Financing Your Pharmacy Deal
10:45-11:00 a.m.	BREAK (Non-CE)
11:00-11:45 a.m.	Deal or No Deal
11:45 a.m.-12:30 p.m.	Accounting and Corporate Structure Financial Analysis
12:30-2:00 p.m.	Lunch and Meet and Greet with Exhibitors (Non-CE)
2:00-3:15 p.m.	Industry Showcase (Non-CE)
3:15-4:15 p.m.	Technology to Advance Your Business and Improve Your Workflow (Non-CE)
4:15-4:30 p.m.	BREAK (Non-CE)
4:30-5:30 p.m.	Planning Your Next Step! (Non-CE): A look at building, leasing and remodeling
5:30-6:30 p.m.	Networking Reception (Non-CE)

Day 1 – Saturday, May 3, 2025

7:15-8:00 a.m.	Continental Breakfast (Non-CE)
8:00-8:30 a.m.	Demographics
8:30-9:15 a.m.	Community Pharmacy Valuation
9:15-9:45 a.m.	Building Your Team: Utilizing and Engaging Support Staff and Technicians
9:45-10:00 a.m.	BREAK (Non-CE)
10:00-10:30 a.m.	Road to Pharmacy Ownership – A Different Perspective
10:30 a.m.-Noon	Exploring and Implementing Diverse Revenue Opportunities
Noon-1:30 p.m.	Lunch & Meet and Greet with Exhibitors (Non-CE)
1:30-2:15 p.m.	Acquisition Target and Opening Timeline
2:15-3:00 p.m.	Marketing Musts in Your First Year
3:00-3:30 p.m.	First and Last Impressions
3:30-4:00 p.m.	Ask the Experts Panel



NCPA is accredited by the Accreditation Council for Pharmacy Education as a provider of continuing pharmacy education. This program will provide 9 contact hours (0.9 CEUs) of continuing pharmacy education credit. The participant will need to attend all required components of the CE activity and complete a questionnaire to receive credit for the program. Target audience: community pharmacists and community pharmacy technicians.