



**Business of Long-Term Care
Agenda – April 18-19**

Day 1 – Saturday, April 18, 2026	
9:00-9:15 a.m.	Registration (non-CE)
9:15-11:00 a.m.	<p>Intro and Defining Long Term Care <i>Defining Long-Term Care</i> provides insight into how long-term care is defined across various stakeholders, government agencies, and regulatory bodies, along with where long-term care fits within the continuum of care.</p>
11:00 a.m.-12:00 p.m.	<p>Anatomy of an LTC Patient (including institutional, HCBS and LTC at Home) <i>Anatomy of an LTC Patient</i> reviews the types of patients that long-term care pharmacies service, as well as how patient type impacts workflow, service level, and other factors</p>
12:00-1:00 p.m.	Lunch; Meet and Greet with Exhibitors (non-CE)
1:00-2:30 p.m.	<p>LTC Pharmacy Operations <i>LTC Pharmacy Operations</i> examines the key operational drivers within an LTC pharmacy. This section will review how workflow, packaging, technology and regulations affect how pharmacies deliver care to their patients.</p>
2:30-3:00 p.m.	Break (non-CE)
3:00-5 p.m.	<p>Industry Showcase (non-CE) <i>Industry Showcase</i> provides learners with the opportunity to hear from LTC Division sponsors and ask questions. This interactive session is an opportunity to learn from experts and from each other.</p>
5-6 p.m.	Networking Reception (non-CE)

Day 2 – Sunday, April 19, 2026

7:30-8:30 a.m.	Breakfast (non-CE)
8:30-10:00 a.m.	LTC Pharmacy Operations – Regulatory Impacts and Legal Guidelines <i>Regulatory Impacts and Legal Guidelines</i> LTC pharmacies are regulated by federal law, state law, and third-party payor policies. This section will (i) discuss these laws and policies and (ii) give concrete examples of what the LTC pharmacy can and cannot do.
10:00-11:00 a.m.	Drivers of Margin <i>Drivers of Margin</i> gives foundational knowledge regarding access to pricing and reimbursement by discussing LTC group purchasing organizations (GPOs) and pharmacy service administration organizations (PSAOs), as well as common payer types and reimbursement methodologies within LTC.
11-11:30.	Break (non-CE)
11:30 a.m.-12:30 p.m.	Acquiring Business <i>Acquiring Business</i> prepares participants for the journey of acquiring business to establish or grow their long-term care operation. This section provides the basic tools for participants to evaluate their local market, create a plan for engaging potential customers, and execute on their plan.
12:30-1:30 p.m.	Lunch (non-CE)
1:30-3 p.m.	Acquiring Business (con't)
3-3:15 p.m.	Break (non-CE)
3:15-4 p.m.	Building a Plan

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Activity Type: Application-Based

10 contact hours (1.0 CEUs)

Pharmacists and Pharmacy Technician Learning Objectives:

- Define long-term care and its importance in the health care system.
- Review the types of care, services, and support that define long-term care
- Describe the requirements included in CMS' Long-Term Guidance.
- Describe the guidelines for long-term care pharmacy at home.
- Describe the components for a long-term care pharmacy at home patient qualifications.
- Identify operational considerations for launching long-term care services and growing long-term care business.
- Diagram the basic workflow of a long-term care pharmacy.
- Compare and contrast prescription packaging methodologies.
- Summarize important legal and regulatory considerations which apply specifically to long-term care pharmacy.
- Discuss legal considerations for LTC contracts.
- List key operational costs associated with operating a long-term care pharmacy.
- Differentiate between common payer types in long-term care pharmacy.
- Perform a market analysis of potential competition and prospective customers.
- Discuss strategies for identifying and developing relationships with key stakeholder groups.
- Analyze your LTC pharmacy business for aspects that differentiate you from the competition.

Speakers

Brad Howard, Esq., Health Care Group, Brown & Fortunato, P.C.

Leanne Haley-Brown, BS Pharm, RPh, PGx, CEO, Impact Pharmacy Solutions LLC

Susan Rhodus, RPh, senior vice president of contracts and advocacy, GeriMed, Inc.

Rebecca (Becky) Snead, BS Pharm, CAE, FAPhA, senior director of strategic initiatives and the Long-Term Care Division, NCPA

Chritine Lee, PharmD, Owner, Professional Pharmacy, Rosedale, MD



NCPA is accredited by the Accreditation Council for Pharmacy Education as a provider of continuing pharmacy education. This program will provide 10 contact hours (1.0 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.