AGENDA

The Business of Long-Term Care Workshop
0207-0000-20-700-L04-P
0207-0000-20-700-L04-T

Start: Oct 16, 2020 8:00 AM CT
Finish: Oct 17, 2020 3:00 PM CT

Presenters
Paul Shelton – President, PharmaComplete Consulting Services
Theresa Hametz, VP LTC Solutions, PharmaComplete Consulting Services

Introductions
The Course - What to Expect
About PharmaComplete/NCPA
About the Instructors

Defining Long-Term Care
What is LTC?
Federal vs. State Definitions
The Continuum of Care

Community vs. Long-Term Care
Criteria for LTC Pharmacies

Anatomy of an LTC Patient
Types of LTC Patients
Why is Patient Type Important?

Drivers of Margin
LTC Process Loop
Packaging Methodologies
Workflow & Manufacturing Mindset
Implementation – Small Group Discussion
Technology
Regulations
Implementation – Small Group Discussion
GPOs and PSAOs
What is a GPO?
What is a PSAO?
GPOs vs. Buying Groups
How to Choose a Partner

Acquiring Business
Evaluating the Market
Implementation – Individual Thought
Marketing Strategies
Implementation – Small Group Discussion

Closing
Implementation – Group Activity
Next Steps