



NCPA Student Ownership Boot Camp

Agenda

Saturday, March 20, 2021

9– 9:15 a.m. ET	<p>Welcome and Opening Remarks Carlie Traylor, PharmD, Associate Director of Strategic Initiatives and Student Affairs, NCPA Steven Martin, Ph.D, Dean, Ohio Northern University</p>
9:15 – 9:45 a.m. ET	<p>Opportunities in Community Pharmacy Ownership Jason Lam, President-elect NCPA Student Leadership Council, PharmD Candidate, UAMS</p> <ol style="list-style-type: none"> 1. Discuss the various service offerings and niche markets in the independent community pharmacy marketplace. 2. Discuss market trends in community pharmacy ownership. 3. Discuss the skill sets of successful entrepreneurs. 4. Discuss the various options & resources for pharmacy ownership. 5. Discuss the junior partnership model for pharmacy ownership.
9:50 – 10:35 a.m. ET	<p>Financial Planning/Analysis of a Pharmacy Ollin Sykes, CPA, CITP, CMA, President, Sykes & Company, P.A. Bonnie Bond, CPA, Sykes & Company, P.A.</p> <ol style="list-style-type: none"> 1. Explain the dynamic relationships that exist between the balance sheet and income statement. 2. Outline how to use financial analysis as a tool to improve profits and increase cash flow. 3. Discuss a pharmacy’s financing needs.
10:35 – 10:45 a.m. ET	Break
10:45 – 11:30 a.m. ET	<p>Financial Planning/Analysis (Part II) Ollin Sykes, CPA, CITP, CMA, President, Sykes & Company, P.A. Bonnie Bond, CPA, Sykes & Company, P.A.</p> <ol style="list-style-type: none"> 1. Continuation from above plus various pharmacy niche financial models (time permitting)
11:35 a.m. – 12:05 p.m. ET	<p>Pharmacy Structure of Your Business Entities Ollin Sykes, CPA, CITP, CMA, President, Sykes & Company, P.A. Bonnie Bond, CPA, Sykes & Company, P.A.</p> <ol style="list-style-type: none"> 1. Discuss the different types of business entities.

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12:05 – 12:35 p.m. ET	<p>Personal Financial Management James (Jim) H. Davis, BS, MBA, CPPO, retired Assistant Dean of Finance for the College of Pharmacy at the University of South Carolina and the Medical University of South Carolina</p> <ol style="list-style-type: none">1. Recognize the importance of setting financial goals.2. Develop a plan for debt management. “It’s not how much you make; it’s how much you keep.”3. Develop a strategy for saving towards entrepreneurship.
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12:35 – 1 p.m. ET	Lunch
1 – 1:30 p.m. ET	<p>How to Write a Business Plan Marissa Johnston, PharmD Candidate, UAMS, 2020 NCPA Pruitt-Schutte Student Business Plan Competition Winner Patrick Gurley, PharmD Candidate, UAMS, 2020 NCPA Pruitt-Schutte Student Business Plan Competition Winner Byron Johnson, PharmD Candidate, UAMS, 2020 NCPA Pruitt-Schutte Student Business Plan Competition Winner</p> <ol style="list-style-type: none">1. Describe the component parts of a business plan.2. Discuss how to write a business plan for the establishment or purchase of a community pharmacy.3. Discuss why a business plan is needed for a pharmacy.
1:30 – 2 p.m. ET	<p>Perspective of a Young Entrepreneur Scott Gerdes, PharmD, Owner, Gerdes Pharmacy</p> <ol style="list-style-type: none">1. Discuss pathways to ownership.2. Discuss the importance of advocacy.3. Discuss the importance of building a network.
2 – 2:10 p.m. ET	Break
2:10 – 2:40 p.m. ET	<p>Post Graduate Opportunities with Independent Pharmacy Carlie Traylor, PharmD, Associate Director of Strategic Initiatives and Student Affairs, NCPA</p> <ol style="list-style-type: none">1. Compare and contrast different types of post graduate training available for independent pharmacy
2:40 – 3:30 p.m. ET	<p>Open Forum Q&A Speakers: Scott Gerdes, PharmD, Owner, Gerdes Pharmacy and Carlie Traylor, PharmD, NCPA ONU Alum: Alison Haas, PharmD, Owner, Jackson Pharmacy & Wellness Center</p>
3:30 – 3:45 p.m. ET	Closing remarks, logistics, adjournment