NCPA Business of Long-Term Care Workshop

Sponsored by Pharmacists Mutual

Conference Agenda*

What packaging should I investigate? What regulations must I follow? How do I set up a relationship with the facility in my area? How does this differ from my community business? Do I need another physical location? Get these burning questions answered and more during **The Business of Long-Term Care Workshop**, presented by the NCPA Innovation Center. It is an intensive crash course on owning and operating a long-term care pharmacy. **Find out what you need to know to grow your long-term offering from a few to *a few thousand beds***.

On-Demand Pre-Requisites (6.5 hours)
Watch on-demand, on your schedule ahead of the October 7-8 event.

The Business of Long-Term Care Workshop – on-demand pre-requisites set the foundation for participants by discussing the basics of long-term care pharmacy. Participants will receive a customized workbook, based on their market area**, to complement the coursework. Get access to this material starting September 3, 2021.

On-demand topics include:

- **Defining Long-Term Care I**, including common LTC terminology and understanding a shifting marketplace, federal and state definitions, and the continuum of care.
- **Anatomy of the LTC Patient I**, including types of LTC patients and why patient type is important.
- **Community vs. LTC I,** including key differences between the LTC and community pharmacy settings and the criteria for LTC pharmacies.
- **LTC Pharmacy Operations I,** including workflow models, packaging methodologies, technology, and more.
- **Drivers of Margins I,** including the role of group purchasing organizations and PSAOs, pricing and reimbursement models, and more.
- **Acquiring Business I,** including meeting the needs of a diverse patient population, market evaluation, questions to ask and tips to develop relationships.

*Full CE information available on page 3.

**Must register and complete the registration survey by September 22, 2021 to receive a customized workbook. Registrants after this date will receive a general workbook to complete the program.

Business of Long-Term Care Workshop (9.5 hours)
Thursday, Oct. 7-Friday, Oct. 8

Thursday, Oct. 7	
8:30-9 a.m.	Registration (non-CE)
9-10:30 a.m.	**Intro and Defining Long Term Care II**
10:30-10:45 a.m.	Break (non-CE)
10:45 a.m.-12 p.m.	**Anatomy of an LTC Patient II**
12-1:30 p.m.	Lunch; Meet and Greet with Exhibitors (non-CE)
1:30-3 p.m.	**LTC Pharmacy Operations II**
3-3:15 p.m.	Break (non-CE)
3:15-5 p.m.	**LTC Pharmacy Operations – Regulatory Impacts II**
5-6 p.m.	Reception with Exhibitors (Non-CE)
Friday, Oct. 8	
8-8:30 a.m.	Breakfast (non-CE)
8:30-9:45 a.m.	**Drivers of Margin II**
9:45-10 a.m.	Break (non-CE)
10-11:30 a.m.	**Drivers of Margin III**
11:30 a.m.-12:30 p.m.	Lunch (non-CE)
12:30-2 p.m.	**Acquiring Business II**
2-2:15 p.m.	Break (non-CE)
2:15-3 p.m.	**Building a Plan**
3-5 p.m.	Q&A Workshop (non-CE)

Speakers:
Paul Shelton – President, PharmaComplete Consulting Services
Doug Josephson, RPh, Client Services Director, LithiaRx

NCPA Business of Long-Term Care Workshop
October 7, 9 – 5 p.m. ET
October 8, 8:30 – 3 p.m. ET

0207-0000-21-701-L04-P
0207-0000-21-701-L04-T
18 contact hours (1.8 CEUs)

Activity Type: Application-Based
Pharmacists and Pharmacy Technician Learning Objectives:
Upon completion of this activity, participants will be able to:

- Review the types of care, services, and support that define long-term care and address the medical and non-medical needs of long-term care patients.
- Describe the various definitions of long-term care based on state and federal classifications.
- Examine the components that encompass the healthcare continuum of care.
- Categorize long-term care patient types and compare service considerations by type.
- Distinguish between various patient types and the coinciding differences in service levels.
- Compare and contrast the key differences between long-term care and community pharmacy settings.
- Outline the criteria for accessing long-term care pharmacy pricing and reimbursement.
- Identify key operational considerations for entering into long-term care or growing long-term care business.
- Diagram the basic process loop of a long-term care pharmacy.
- Compare and contrast prescription packaging methodologies.
- Recognize how technology is utilized within long-term care, how it affects service level, and improves patient outcomes.
- Summarize important regulatory considerations which apply specifically to long-term care pharmacy.
- List the key operational costs associated with operating a long-term care pharmacy.
- Describe the role and function of group purchasing organizations and PSAOs in the long-term care market.
- Review the differences between GPOs and buying groups.
- Recognize key factors in identifying the best GPO and PSAO partner for your long-term care pharmacy.
- Differentiate between common payer types in long-term care pharmacy.
- Calculate reimbursement using the methodologies of various payer types for brand and generic products.
- Estimate the potential margin realized within a long-term care pharmacy using patient type, payer type, contract type and service level.
- Perform a market analysis of potential competition and prospective customers.
- Develop a plan for identifying and engaging key stakeholders along with strategies for developing relationships with key stakeholder groups.
- Explain the key questions to ask when speaking to potential and current customers.
- Analyze your LTC pharmacy business for aspects that differentiate you from the competition and design a marketing concept to create market awareness.

NCPA is accredited by the Accreditation Council for Pharmacy Education as a provider of continuing pharmacy education. This program will provide 18 contact hours (1.8 CEUs) of continuing pharmacy education credit. The participant will need to attend all required components of the CE activity including on-demand prework, full live workshop, any assignments, and complete a questionnaire to receive credit for the program. Target audience: pharmacists and pharmacy technicians.