



NCPA Business of Long-Term Care Workshop
Sponsored by Pharmacists Mutual

Conference Agenda*

Business of Long-Term Care Workshop
Wednesday, April 19 – Thursday, April 20

Wednesday, April 19	
8:30-9 a.m.	Registration (non-CE)
9-10:30 a.m.	Intro and Defining Long Term Care
10:30-10:45 a.m.	Break (non-CE)
10:45 a.m.-12 p.m.	Anatomy of an LTC Patient
12-1:30 p.m.	Lunch***; Meet and Greet with Exhibitors (non-CE)
1:30-3 p.m.	LTC Pharmacy Operations
3-3:15 p.m.	Break (non-CE)
3:15-5 p.m.	LTC Pharmacy Operations – Regulatory Impacts
5-6 p.m.	Networking Reception (non-CE)

*Full CE information available on page 3.

**Must register and complete the registration survey by April 5, 2023 to receive a customized workbook. Registrants after this date will receive a general workbook to complete the program.

Thursday, April 20	
8-8:30 a.m.	Breakfast (non-CE)
8:30-10:45 a.m.	Drivers of Margin
10:45-11 a.m.	Break (non-CE)
11-12:30 p.m.	Drivers of Margin II
12:30 p.m.-1:30 p.m.	Lunch (non-CE)
1:30-3 p.m.	Acquiring Business
3-3:15 p.m.	Break (non-CE)
3:15-4 p.m.	Building a Plan
4-5 p.m.	Q&A Workshop (non-CE)

Speakers:

Paul Shelton – President, PharmaComplete Consulting Services

Steven Cava, Vice President of Corporate Compliance, PharmaComplete Consulting Services

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April 19, 9 – 5 p.m. ET

April 20, 8:30 – 4 p.m. ET

0207-0000-22-701-L04-P

0207-0000-22-701-L04-T

12 contact hours (1.2 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 12 contact hours (1.2 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.