

Advanced LTC Pharmacy Workshop
Building, Scaling, and Sustaining Profitable LTC Services
Loews Kansas City
1515 Wyandotte Street, Kansas City, MO, 64108

Overview:

The Advanced LTC Pharmacy Services Workshop is an intensive, business-focused training program designed for pharmacies desiring to and/or already servicing long-term care patients and want to expand their business into new markets or new patient types.

This workshop goes beyond foundational concepts to provide a comprehensive, real-world framework for building a financially sustainable and competitive LTC pharmacy business.

The program delivers practical, hands-on strategies that address the most critical challenges facing today's LTC pharmacy landscape—including marketing, reimbursement issues, market consolidation, and ever-changing regulations and programs.

Schedule:

Thursday, October 1, 2026	
8:30 – 9 a.m.	Registration (Non-CE)
9 – 9:15 a.m.	Welcome & Workshop Overview
9:15 – 9:45 a.m.	Session 1: Building a Sustainable & Competitive LTC Pharmacy Business
9:45 – 10 a.m.	Break (Non-CE)
10 – 11 a.m.	Session 1 (continued): Building a Sustainable & Competitive LTC Pharmacy Business
11 a.m. – 12:45 p.m.	Session 2: Contracting, Profitability & Financial Performance Topics
12:45 – 1:30 p.m.	Lunch & Networking (Non-CE)
1:30 – 3 p.m.	Session 3: Business Development, Customer Retention & Strategic Partnerships
3 – 3:30 p.m.	Break (Non-CE)
3:30 – 4:45 p.m.	Session 4: Technology, Analytics & Strategic Growth Planning
4:45 – 5 p.m.	Wrap-Up, Q&A, & Action Planning
5 – 6 p.m.	Networking Reception

Pharmacist and Pharmacy Technician Learning Objectives:

1. Assess market forces affecting LTC pharmacy profitability, reimbursement, and growth.
2. Analyze revenue streams, contract opportunities, and reimbursement performance to strengthen financial sustainability.
3. Evaluate LTC contracts and negotiate terms that balance service expectations, compliance requirements, and profitability.
4. Apply compliance, risk management, and audit-readiness strategies that protect and enhance business value.
5. Develop business development and customer retention strategies that differentiate their pharmacy in competitive markets.
6. Evaluate technology, automation, and analytics solutions that support scalable operations and improved performance.
7. Discuss a strategic growth plan that expands market opportunities while strengthening long-term enterprise value.

Instructor(s):

Betsy Reynolds, PharmD, partner, Method Healthcare, co-founder, MethodRx

Henry Chang, PharmD, strategic advisor, Long-Term Care, 986 Degrees Corporation

Leanne Haley-Brown, BS Pharm, RPh, assistant director, home-based and LTC pharmacy, CPESN USA

Mike Burns, RPh, president, CEO, AuBurn Pharmacy

Rodney Whittington, Jr., CEO, Method Healthcare/co-founder, MethodRx

Ryan Wyssmann, PharmD, AuBurn Pharmacy

Susan Rhodus, RPh, senior vice president, contracting and advocacy, GeriMed

ACPE UAN: 0207-0000-26-710-L04-P/T

Activity Type: Application-based

This activity is accredited for 6.5 contact hours (0.65 CEUs) of Pharmacy Administration continuing education (CE) credit.

Target Audience: Pharmacists, Pharmacy Technicians

Additional Cost: \$695 NCPA Member / \$995 Non-Member

Registration includes lunch and reception



NCPA is accredited by the Accreditation Council for Pharmacy Education as a provider of continuing pharmacy education. This program will provide 6.5 contact hours (0.65 CEUs) of continuing pharmacy education credit. The participant will need to attend and complete all required components of the CE activity and complete a questionnaire to receive credit for the program. Target audience: pharmacists and pharmacy technicians.