ACPE Information (Accreditation and Disclosures) that will need to be included on the CE website as well as in the PDF delineating all of the programming available at RBC 2017:

Accreditation:

All programs for the Cardinal Retail Business Conference 2017 are accredited by the Raabe College of Pharmacy at Ohio Northern University, except for the APhA MTM certification, immunization certification, and travel health programs. Both Ohio Northern University and the American Pharmacists Association are accredited by the Accreditation Council for Pharmacy Education as providers of continuing pharmacy education. All program and credit information is delineated in the individual program summary available at: http://rbc.cardinalhealth.com/CardinalHealth/RBC/Site/ContinuingEducation

Disclosures:

All persons participating in any Ohio Northern University continuing education programs are expected to disclose any real or apparent conflict(s) of interest that may have any bearing on the subject matter of the continuing education programs. Disclosure pertains to relationships with any pharmaceutical companies, biomedical device manufacturers, or other corporations whose products or services are related to the subject matter of the presentation topic. The intent of this disclosure is not to prevent a speaker with a potential conflict of interest from making a presentation, but to let the audience know about the relationship before the presentation. It is intended that financial interest or affiliations be openly identified so that, with the full disclosure of the facts, the attendees may form their own judgments about the presentation. Disclosure information will be addressed at the beginning of each presentation.

CPE Registration Fees:

For each of the courses noted as having an additional fee, the fee is $250 per course per attendee. The fees for these courses come from the American Pharmacists Association, which accredits the programming associated with Delivering Medication Therapy Management Services, Pharmacy-Based Immunization Delivery, and Pharmacy-Based Travel Health Services. This fee will be billed to the Cardinal Health account associated with the attendee following completion of the evaluation in September 2017. However, if an attendee registers for a course and activates the pre-coursework code and does not finish the pre-coursework or does not attend the live session, they will still be billed the fee as the American Pharmacists Association charges the fee once the code has been activated on an individual account.

Attaining CPE Credit:

Specific instructions on attaining credit for programming at the Cardinal Retail Business Conference 2017 will be contained online and in a separate document. Credit for each program will be obtained by full attendance at the program and submission of the program evaluation that will be unlocked with the appropriate session code. Badges at this year’s RBC will track time participating in each program. If an individual wishes to participate in a program for less than its entirety, they will be unable to attain credit for the program.
Cardinal RBC 2017 July 26-29 – Programs List
Programs and Numbers by Date/Time

Wednesday, July 26th, 2017

8 am – 5 pm

**APhA Delivering Medication Therapy Management Services**

Michelle Musser, PharmD, RPh, BCPS – Associate Professor of Pharmacy Practice at Ohio Northern University – Lead Instructor

**PRE-REGISTRATION REQUIRED AND $250 FEE FOR PARTICIPATION**

The self-study learning portion of the Delivering Medication Therapy Management Services certificate training program is approved for 10 hours (1.0 CEUs) of continuing pharmacy education credit (UAN 0202-9999-14-158-H04-P). The live training seminar is approved for 8 hours (0.8 CEUs) of continuing pharmacy education credit (UAN 0202-9999-14-159-L04-P). The post-seminar exercise is approved for 3 hours (0.3 CEUs) of continuing pharmacy education credit (UAN 0202-9999-14-160-H04-P). All of these are approved by the American Pharmacists Association and accredited through ACPE.

**Goals for the entire certificate training program are:**

1. Advance public health and patient care through improved medication use.
2. Provide training to enhance pharmacists' ability to effectively provide MTM services.
3. Motivate increased numbers of pharmacists to establish MTM services.
4. Communicate benchmark practices for providing MTM services.

8 am – 5 pm

**APhA Pharmacy-Based Immunization Delivery**

Jessica Hinson, PharmD, RPh – Assistant Professor of Pharmacy Practice at Ohio Northern University – Lead Instructor

**PRE-REGISTRATION REQUIRED AND $250 FEE FOR PARTICIPATION**

The self-study learning portion of the Pharmacy-Based Immunization Delivery certificate training program is approved for 12 hours (1.2 CEUs) of continuing pharmacy education credit. ACPE Universal Activity Number: 0202-0000-16-144-H01-P (Initial release date: 12/1/2016; expiration 8/31/2017). The live training seminar is approved for 8 hours (0.8 CEUs) of continuing pharmacy education credit. ACPE Universal Activity Number: 0202-0000-16-145-L01-P (Initial release date: 12/1/2016; expiration 8/31/2017). These both are approved by the American Pharmacists Association and accredited through ACPE.

**Goals for the entire certificate training program are:**

1. Provide comprehensive immunization education and training
2. Provide pharmacists with the knowledge, skills, and resources necessary to establish and promote a successful immunization service
3. Teach pharmacists to identify at-risk patient populations needing immunizations
4. Teach pharmacists to administer immunizations in compliance with legal and regulatory standards
8 am – 5 pm

It’s All About CASH FLOW: Short-Term and Long-Term Considerations Increasing Profits and Cash Flow to Drive Increased Pharmacy Valuation

PRE-REGISTRATION REQUIRED

Rod Bristol, CFE – Executive Vice President Profit Mastery

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 8 hours (0.8 CEU) of continuing education credit (UAN: 0048-9999-17-176-L04-PT). This course requires attendance at the entire program and completion of the program evaluation.

Learning Objectives:

1. Discuss the difference between short-term and long-term debt – and when to use each one.
2. Explain how and why to produce a cash flow projection.
3. Recognize the three key cash flow patterns – and how to manage them.
4. Use the critical link between the Balance Sheet and the P&L as a powerful growth management tool.
5. Examine the four sources of capital – and how they work together to impact business growth.
6. Describe what “Financial Gap“ is – and why it is the most powerful growth management tool in the last 30 years.
7. Identify and apply the ten ways to squeeze the Balance Sheet to improve cash flow

8 am – 12 pm

APhA Pharmacy-Based Travel Health Services

Jeff Goad, Pharm.D., FAPhA, FISTM, FCPhA, FCSHP, Professor and Chair, Department of Pharmacy Practice Chapman University School of Pharmacy Harry and Diane Rinker Health Science Campus

PRE-REGISTRATION REQUIRED AND $250 FEE FOR PARTICIPATION

PROGRAM PRE-REQUISITE – Pharmacists who have completed the APhA Pharmacy-Based Immunization Delivery certificate training program and received a Certificate of Achievement or have previously completed an immunization training program and are authorized to provide immunizations in the state in which they practice.

The self-study learning portion of the Pharmacy-Based Travel Health Services certificate training program is approved for 6 hours (0.6 CEUs) of continuing pharmacy education credit (0202-9999-16-111-H01-P). The live training seminar is approved for 4 hours (0.4 CEUs) of continuing pharmacy education credit (0202-9999-16-112-L01-P). Initial release date 6/1/2016 with expiration of 6/1/2019. These both are approved by the American Pharmacists Association and accredited through ACPE.

Live Seminar Learning Objectives

1. Distinguish the information necessary to obtain from patients to conduct a quality travel health risk assessment.
2. Explain elements of a 20-minute pre-travel consultation in the community pharmacy setting.
3. Demonstrate appropriate health risk communication and management for international travelers.
4. Justify the use and timing of vaccinations to prevent diseases associated with travel to certain geographic regions.
5. Select appropriate prescription, over-the-counter, and ancillary prophylactic and therapeutic products related to travel health.
8 am – 10 am

**An Update on National Pharmacist Provider Status and Health Care Reform**

Ben Aronson, PharmD, PhD, Assistant Professor of Social and Administrative Pharmacy Ohio Northern University Raabe College of Pharmacy

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-186-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

**Learning Objectives:**

1. Explain the current status and impact of Provider Status legislation
2. Summarize recent national reforms to health care
3. Assess the opportunities and obstacles of recent reforms for community pharmacists

10:15 am – 12:15 pm

**304B in 2017: Opportunity Amidst Uncertainty**

Daniel Neal, MBA – Senior Project Manager – Cardinal Health

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-206-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

**Learning Objectives:**

1. Review the history and scope of the 340B program
2. Explain basic program mechanics, including pricing calculations, covered entities, patients, and drugs
3. Explain role of stakeholders, include Apexus (PVP) and HRSA/OPA
4. Define ‘contract pharmacy’ and list drivers of recent program growth
5. Describe HRSA/OPA role and registration process and how to use database to find entities
6. Explain key decision in process: self-management or 3rd-party management
7. Articulate role of technology vendors and administrators
8. Discuss operational, financial, and regulatory compliance approaches
9. Explore key financial risk factors for retail pharmacies
10. Describe growing trend to pursue “non-retail” contract pharmacy models
11. Analyze current and future political, regulatory, and systemic issues impacting contract pharmacy
   - Medicaid MCO changes
   - Withdrawal of the Mega Reg
   - 2016 federal election results – the ACA and beyond
   - CMS AMP Final Rule
12:45 pm – 2:45 pm

**Leadership, Management, and High Functioning Teams**

Steven Martin, PharmD, BCPS, FCCP, FCCM. Dean and Professor of the Raabe College of Pharmacy at Ohio Northern University

*This program will be repeated Thursday July 27th from 12:30 to 2:30 pm*

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-198-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

**Learning Objectives:**

1. Describe the simple but difficult behaviors that form an effective leader
2. Summarize the important engagement skills with employees to enable their success in the practice
3. Identify pitfalls in management that lead to poor employee performance or attrition
4. Discuss five essential traits of high-functioning teams

1 pm – 5 pm

**AHA BLS/CPR Course – RBC 2017**

John Norris, EMT in Shawnee, Ohio, AHA instructor for BLS and ACLS courses

**PRE-REGISTRATION REQUIRED**

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 4 hours (0.4 CEU) of continuing education credit. (UAN: 0048-9999-17-174-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

*This program will be repeated Thursday July 27th from 1:00 to 5:00 pm, Friday July 28th from 8:00 am to 12:00 pm, and Saturday July 29th from 12:00 to 4:00 pm*

**Learning Objectives:**

1. Perform the steps of basic life support (BLS) and cardiopulmonary resuscitation (CPR)
2. Discuss the signs and appropriate actions to take for severe airway obstruction in the responsive and unresponsive victim
3. List the individual links in the Chain of Survival
4. Describe the signs and symptoms of multiple common life threatening emergencies that might require intervention
3 pm – 5 pm

Women in Pharmacy – Security, risk, and the law

Jennifer Plotke, BS, Global Security Director, Western United States
Bill Van Hoose, BSC, Associate Director RxReacts Team Purdue Pharma

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-202-L03-PT) This course requires attendance at the entire program and completion of the program evaluation.

Learning Objectives:

1. Review brief history of narcotics laws
2. Emphasize aspects of the CSA 1970
3. Reiterate the DEA position on prescribing
4. Recognize state laws and medical board regulations may be more restrictive than federal law and regulations

Thursday, July 27th, 2017

7 am – 9 am

Going Global: Travel Medicine Update 2017

Jeff Goad, Pharm.D., MPH, FAPhA, FISTM, FCPhA, FCSHP, Professor and Chair, Department of Pharmacy Practice Chapman University School of Pharmacy Harry and Diane Rinker Health Science Campus

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-189-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

Learning Objectives:

1. Describe the diseases and other health problems most likely to be encountered by travelers to various international destinations
2. Explain the numerous ways in which pharmacists can identify patients with travel-related needs
3. Justify the use and timing of immunizations to prevent diseases associated with travel to certain geographic regions.
4. Identify information needed from travelers and from other electronic sources to provide accurate advice about travel-related health risks
5. Describe the concept and practice of travel medicine and pre-travel health for pharmacists
6. Discuss a model for the operation of a travel health clinic and consult
7 am – 9 am

Taxes Are Your Largest Single Expense: So What Are You Doing About It?

Lawrence C Barrett, BS, CLU, ChFC – Wealth Advisor at Sagemark Consulting – Private Wealth Services, Cleveland, OH

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-208-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

Learning Objectives:

2. Discuss the business, legal, and tax implications regarding whether you own your business or real estate as an LLC, corporation or sole proprietorship.
3. Explain the benefits of owning real estate through depreciation, cost segregation, like-kind exchange, and passive activity losses.
4. Discuss how important your family can be in helping you reduce taxes and save for children's college and retirement.
5. Explore retirement strategies designed to help the pharmacy owner accumulate significant wealth using current tax deductions and generating tax-free retirement income.
6. Expose how the government uses the Internal Revenue Code to shape the economy, and promote social, agricultural, and energy policies through tax savings opportunities to taxpayers.
7. Describe why your accountant may actually be costing you more money than any single person in your life, with the possible exception of your kids.

7 am – 9 am

Tools for Creating a Dynamic Pharmacy Front End

Gabe Trahan, NCPA’s Senior Director of Store Operations and Marketing

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN:0048-9999-17-205-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

Learning Objectives:

1. Describe the proper placement and sizes of popular OTC categories.
2. Outline a floor plan that offers your patients ease of shopping and a welcoming experience that encourages planned, companion and impulse sales.
3. Discuss the effects of retail pricing strategies of blind and price sensitive OTC products.
7 am – 9 am

**The “Heart” of Medication Therapy Management: Application of Cardiology Therapeutics in MTM**

Michelle Musser, PharmD, RPh, BCPS – Associate Professor of Pharmacy Practice at Ohio Northern University – Lead Instructor

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-195-L01-PT) This course requires attendance at the entire program and completion of the program evaluation.

**Learning Objectives:**

1. Define the role of cardiology therapeutics in MTM including impact on quality measures
2. Outline evidence-based practices for medication management as it relates to cardiology topics
3. Apply current cardiology-related guidelines to MTM recommendations and chronic disease management scenarios

12:30 pm – 2:30 pm

**Successful Front End Strategies for your Pharmacy**

Gabe Trahan, NCPA’s Senior Director of Store Operations and Marketing

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN:0048-9999-17-204-L04 PT) This course requires attendance at the entire program and completion of the program evaluation.

**Learning Objectives:**

1. Discuss common problems with exterior image and the effect that they can have on attracting new patients to your pharmacy.
2. Operationalize the use of a pharmacy checklist to assess the exterior and interior of your retail pharmacy, and plan improvements.
3. Outline the attributes of a well laid out pharmacy retail floor plan that will be inviting to customers while maintaining a professional pharmacy atmosphere.
12:30 pm – 2:30 pm

**LTC Pharmacy Regulatory and Legislative Update 2017**

Frank Grosso, RPh, American Society of Consultant Pharmacists Executive Director & CEO

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-193-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

**Learning Objectives:**

1. Describe opportunities for professional collaboration between pharmacy operators, consultant pharmacists and post-acute care providers and the current business environment
2. Explain operational impact of revised USP Chapters 979 & 800 on dispensing practices
3. Summarize and discuss Medicare Conditions of Participation for long-term care facilities
4. List and discuss current legislations and specific regulatory changes affecting the long-term care sector

12:30 pm – 2:30 pm

**A Hard Pill to Swallow: Dealing with Medication Adherence in Practice**

Michelle Musser, PharmD, BCPS, Assistant Professor of Pharmacy Practice at Ohio Northern University

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-187-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

**Learning Objectives:**

1) Define medication adherence issues in practice including influencing factors and impact
2) Discuss methods to address medication adherence issues including practical tools and patient care approaches
3) Outline motivational interviewing skills that can be applied to improving medication adherence

12:30 pm – 2:30 pm

**Leadership, Management, and High Functioning Teams**

Steven Martin, PharmD, BCPS, FCCP, FCCM. Dean and Professor of the Raabe College of Pharmacy at Ohio Northern University

*This program is a repeat of the program offered Wednesday July 26th*

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-198-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

**Learning Objectives:**

1. Describe the simple but difficult behaviors that form an effective leader
2. Summarize the important engagement skills with employees to enable their success in the practice
3. Identify pitfalls in management that lead to poor employee performance or attrition
4. Discuss five essential traits of high-functioning teams
1 pm – 5 pm

**AHA BLS/CPR Course – RBC 2017**

John Norris, EMT in Shawnee, Ohio, AHA instructor for BLS and ACLS courses

**PRE-REGISTRATION REQUIRED**

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 4 hours (0.4 CEU) of continuing education credit. (UAN: 0048-9999-17-174-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

*This program is a repeat of the program offered Wednesday July 26th and will be repeated Friday July 28th from 8:00 am to 12:00 pm, and Saturday July 29th from 12:00 to 4:00 pm*

**Learning Objectives:**

1. Perform the steps of basic life support (BLS) and cardiopulmonary resuscitation (CPR)
2. Discuss the signs and appropriate actions to take for severe airway obstruction in the responsive and unresponsive victim
3. List the individual links in the Chain of Survival
4. Describe the signs and symptoms of multiple common life threatening emergencies that might require intervention

1 pm – 5 pm

**Making Metrics Matter Increasing Profits and Cash Flow to Drive Increased Pharmacy Performance and Valuation**

Rod Bristol, CFE – Executive Vice President Profit Mastery

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 4 hours (0.4 CEU) of continuing education credit. (UAN: 0048-9999-17-177-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

**Learning Objectives:**

1. Analyze your financials like a professional
2. Participate in a “Three Step Process” to analyze your business – and develop a specific action plan.
3. Discuss how the Financial Operating Cycle works – and how it can be managed.
5. Create a unique “Roadmap – driven” management action plan to improve performance.
6. Identify the “two absolutes” that must be managed to drive profits, cash flow – and valuation
3 pm – 5 pm

**Immunization Update 2017**

Amy Fanous, PharmD, BCACP, TTS, Director, Rural Mobile Health Clinic and Assistant Clinical Professor of Pharmacy Practice at Ohio Northern University
Jessica Hinson, PharmD. Assistant Professor of Pharmacy Practice at Ohio Northern University

This application-based activity is targeted for all pharmacists and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-190-L01-P) This course requires attendance at the entire program and completion of the program evaluation.

**Learning Objectives:**

1. Identify the most recent changes to the immunization schedules and current recommendations for adults and children in the United States.
2. Apply the immunization schedules and recommendations to clinical practice, including groups such as health care professionals, immunocompromised individuals, and pregnant women.
3. Discuss the epidemiology of outbreaks of vaccine-preventable diseases in the United States.
4. Describe strategies for increasing immunization rates in the outpatient pharmacy setting.
5. Identify current and future controversies and opportunities that may influence immunization services.

3 pm – 5 pm

**Generation Rx - How pharmacists are at the center of community collaboration in preventing prescription drug misuse**

Betsy Walker, BBA – Director of Community Relations at Cardinal Health
Dianne Radigan - Vice President, Community Relations

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-207-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

**Learning Objectives:**

1. Describe the scope, causes, and consequences of the United States prescription opioid epidemic
2. Explain how pharmacists can impact the epidemic using a multi-faceted approach that includes prevention, education, community-level collaboration, prescriber engagement, and drug take-back programs.
3. Describe how community pharmacies and health systems can partner together to implement a successful drug take-back program
3 pm – 5 pm

**Taking A Bite out of your Tax Bill - Income and Estate Tax Planning Ideas in the Post Trump Election Year**

Jeremy B. Thompson, BSBA, CFP® Adaptive Financial Consulting

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-210-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

**Learning Objectives:**

1. Describe the tax rules and regulations independent pharmacy owners face and how various strategies can help reduce their income tax liability.
2. Explain how to utilize various planning techniques to better reduce overall income tax liability along with strategies to utilize to ensure mitigation potential estate settlement costs.
3. Discuss current tax laws that impact the independent pharmacy owner and how income taxes can impact their business and personal wealth.
4. Differentiate between entity structures (such as sole proprietorships, s-corps, LLC’s, partnerships and C-corps) and how they are taxed.
5. State the impact of an asset vs. stock sale / purchase and the major considerations to think about when entering into a purchase or sale of a pharmacy.
6. Discuss what type of purchases, investments and planning strategies that help reduce income and estate tax liabilities.
7. Plan for personal wealth and estate planning through strategies to help reduce potential future or current estate taxes.

5 pm – 6 pm

**Ohio Northern University Alumni Reception**
Friday, July 28th, 2017

8 am – 12 pm

**AHA BLS/CPR Course – RBC 2017**

John Norris, EMT in Shawnee, Ohio, AHA instructor for BLS and ACLS courses

**PRE-REGISTRATION REQUIRED**

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 4 hours (0.4 CEU) of continuing education credit. (UAN: 0048-9999-17-174-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.  

_This program is a repeat of the program offered Wednesday July 26th & Thursday July 27th and will be repeated Saturday July 29th from 12:00 to 4:00 pm_

**Learning Objectives:**

1. Perform the steps of basic life support (BLS) and cardiopulmonary resuscitation (CPR)
2. Discuss the signs and appropriate actions to take for severe airway obstruction in the responsive and unresponsive victim
3. List the individual links in the Chain of Survival
4. Describe the signs and symptoms of multiple common life threatening emergencies that might require intervention

8 am – 10 am

**Breakeven 360 Plus: The Absolute Best Tool to Manage Profitability. Period.**

Rod Bristol, CFE – Executive Vice President Profit Mastery

This application-based activity is targeted for all pharmacists and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-179-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

**Learning Objectives:**

1. Discuss a better way to classify costs and why to do it.
2. Explain contribution margin – and why it’s more powerful than gross profit margin.
3. Describe how to evaluate expansion – or opening a new location.
4. Assess the level of sales necessary to achieve a given profit level.
5. Identify the specific variable expenses in a pharmacy – and know how to use this information
8 am – 10 am

**Hormone Replacement Therapy (HRT) and Women’s Health**

Sara Hover, RPh, FAARM, Pharmacist with the PCCA Pharmacy Consulting team

This application-based activity is targeted for all pharmacists and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-183-L01-P) This course requires attendance at the entire program and completion of the program evaluation.

**Learning Objectives:**

1. Discuss the basic pharmacology and physiology of the sex steroids, hormone endocrine system, and signs and symptoms of menopause
2. Discuss the different dosage forms used for HRT and the applications, advantages and disadvantages of such dosage forms
3. Describe the considerations and implications of oral and topical hormone therapies, including metabolism of the hormones and proper dosing of the hormones of compounded HRT.
4. Evaluate patient case studies including the hormonal profile with evaluation, treatment options, and follow-up.
5. Describe other women’s health issues including vaginal dryness, headaches, fatigue, and sexual health.

8 am – 10 am

**Identifying and Treating Infections in the Community Pharmacy**

Steven N. Leonard, PharmD, Associate Professor, Department of Pharmacy Practice Rudolph H. Raabe College of Pharmacy Ohio Northern University

This application-based activity is targeted for all pharmacists and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-194-P) This course requires attendance at the entire program and completion of the program evaluation.

**Learning Objectives:**

1. Assess a patient for potential influenza infection
2. Develop a therapeutic plan for a patient with influenza
3. Assess a patient for potential Streptococcal pharyngitis
4. Develop a therapeutic plan for a patient with Streptococcal pharyngitis
5. Identify appropriate patients for Helicobacter pylori screening
6. Develop an appropriate therapeutic plan for a patient with a positive screen for Helicobacter pylori.
7. Summarize the appropriate use of over the counter antibacterial and antifungal products in the treatment of infections.
8 am – 10 am

**Payer Insights & The Role for Pharmacy Partnerships to Impact Medicare Star Ratings**

Todd Sega, PharmD. Director of Payer Relations Pharmacy Quality Solutions, Inc.

*This program will be repeated Friday July 28th from 10:20 to 12:20 pm*

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-197-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

**Learning Objectives:**

1. Identify new updates from the Centers for Medicare and Medicaid Services (CMS) relevant to Medicare Advantage and Prescription Drug Plan sponsors.
2. Explain the Medicare Star Ratings and the impact they have for plans and beneficiaries.
3. Discuss performance trends associated with the medication/pharmacy-related quality measures associated with the Medicare Star Ratings.
4. Assess how quality measures are evolving the payment marketplace.
5. Recognize performance improvement strategies related to medication-related quality measures.

10:20 am – 12:20 pm

**Pharmacy Valuation – and Dealing with Bank Financing**

Rod Bristol, CFE – Executive Vice President Profit Mastery
Jimmy Neil, BA, MBA, Live Oak Bancshares, Inc. Partner, Executive Vice President – General Manager, Pharmacy National

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-178-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

**Learning Objectives:**

1. Explain what drives value in a pharmacy business.
2. Discuss how value is impacted – both positively and negatively.
3. Describe how a Junior Partnership really works – and how it can benefit both buyer and seller.
4. Apply the “Snake on the Ramp” to learn loan structure and repayment sources.
5. Review how to prepare your business for sale – and/or bank financing.
6. Discuss how working with a bank that specializes in pharmacy benefits you
7. Discuss the key financing “trigger points” for banks.
8. State the “Five C’s of Credit”
10:20 am – 12:20 pm

**Fraud Landmines: How to Recognize and How to Avoid**

Jeffrey S. Baird, Esq, Chairman of the Health Care Group at Brown & Fortunato, P.C.

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-212-L03-PT) This course requires attendance at the entire program and completion of the program evaluation.

**Learning Objectives:**

1. Discuss the multiple federal anti-fraud statutes and regulations that apply to pharmacies.
2. Explain how state anti-fraud statutes and regulations affect pharmacies.
3. Describe which marketing programs and referral source arrangements are legally acceptable.
4. Recognize those marketing programs and referral source arrangements that need to be avoided.

10:20 am – 12:20 pm

**Foot Care in Diabetes**

Michael Rush, PharmD, BCACP, CDE, TTS, Director of ONU HealthWise

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-192-L01-PT) This course requires attendance at the entire program and completion of the program evaluation.

*This program will be repeated Saturday July 29th from 2:00 to 4:00 pm*

**Learning Objectives:**

1. Review complications of diabetes mellitus type 2
2. Review the American Diabetes Association recommendations for the treatment of neuropathy
3. Demonstrate the process of performing a diabetic foot exam
4. Review reimbursement opportunities for fitting diabetic shoes and insoles
10:20 am – 12:20 pm

Payer Insights & The Role for Pharmacy Partnerships to Impact Medicare Star Ratings

Todd Sega, PharmD. Director of Payer Relations Pharmacy Quality Solutions, Inc.

This program is a repeat of the program offered Friday July 28th from 8:00 am to 10:00 am

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-197-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

Learning Objectives:

1. Identify new updates from the Centers for Medicare and Medicaid Services (CMS) relevant to Medicare Advantage and Prescription Drug Plan sponsors.
2. Explain the Medicare Star Ratings and the impact they have for plans and beneficiaries.
3. Discuss performance trends associated with the medication/pharmacy-related quality measures associated with the Medicare Star Ratings.
4. Assess how quality measures are evolving the payment marketplace.
5. Recognize performance improvement strategies related to medication-related quality measures.

10:20 am – 12:20 pm

Learning to Share: How HIE Will Transform Pharmacy Practice

Alex Hoopes, PharmD, Director, Network Performance Outcomes MTM

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-188-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

Learning Objectives:

1. Review industry trends with health information exchange (HIE)
2. Discuss technology standards and requirements that impact pharmacy including Meaningful Use, FHIR/HL7, and SNOMED CT codes
3. Evaluate alternative payment models that will be available to pharmacies through technological enhancements
4. Detail different interventions that will be coordinate with multiple providers through HIE
5. Discuss future evolutions of pharmacy practice that will be spurred through HIE
12:45 pm – 2:45 pm

“What to expect during a Board of Pharmacy inspection”

Kyle Parker, R.Ph., MBA, Assistant Professor of Pharmacy Practice Rudolph H. Raabe College of Pharmacy

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-213-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

Learning Objectives:

1. Describe basic areas of focus by regulatory agencies during pharmacy inspections
2. Describe investigation techniques used during a pharmacy inspection
3. Explain the top written warnings issued to pharmacies in Ohio in 2016
4. Describe a case review of an actual (closed) drug diversion investigation

12:45 pm – 2:45 pm

Pharmacy Ownership, Keys to Buying and Selling a Pharmacy

Brett Fortier, BBA, MBA - Director of Pharmacy Acquisition, Central
Judd Wilstead, BBA - Director of Pharmacy Acquisition, West
Chad Sanders, BS, MBA - Director of Pharmacy Acquisition, East

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-209-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

Learning Objectives:

1. Describe the current trends of Independent Pharmacy today and the pharmacy ownership demographics. What are the current demographics for the buyers and sellers?
2. Explain the steps needed to prepare for maximizing the sale of your pharmacy.
3. Explain the steps needed to prepare for purchasing a pharmacy.
4. Discuss and evaluate the variables and factors that increase or decrease the value of pharmacies. Understand how to value the pharmacy.
5. Explain which Key Performance Indicators you should measure and manage as you create your Exit Strategy and prepare for the future.
6. List the different ways to structure the purchase or sale of a pharmacy using different credit facilities.
7. Explain the financial implications of a purchase and a sale. Who are the lenders willing to finance the transaction?
8. Discuss strategies and resources available to find pharmacies for sale.
12:45 pm – 2:45 pm

**A Review and Update of OTC Products 2017**

Donald Sullivan, RPh, PhD. Director of Professional Experiential Program and Clinical Professor of Pharmacy at Ohio State University

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-181-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

**Learning Objectives:**

1. Describe the common clinical characteristics of newly introduced OTC products
2. Describe the new and updated clinical guidelines of OTC products
3. Discuss the clinical use and patient education for OTC topical products
4. Describe the clinical characteristics of selected OTC products
5. Discuss common cases regarding the proper selection of OTC products for patients

12:45 pm – 2:45 pm

**Making Money at MTM: Strategies for Implementing a Successful Business Model**

Sarah Yandell, PharmD, BCACP, Lead Clinical Pharmacist, Innovative Delivery Solutions
Erika Horstmann, PharmD, MTM Operations Manager, Cardinal Health, Innovative Delivery Solutions

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 00489999-17-200-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

**Learning Objectives:**

1. Explain the difference between service-centered and product-centered business
2. Assess proper utilization of staff
3. Describe the significance of evaluating and updating current pharmacy workflows
4. Recognize the importance of assigning MTM responsibilities
5. Initiate development of MTM responsibilities
6. Explain the keys to patient communication and how to overcome barriers
7. Perform effective questioning strategies
8. Describe the importance of health care communication
9. Identify billable opportunities within the dispensing workflow
10. List at three different ways to market MTM
1 pm – 5 pm

**Utilizing Point of Care Testing in the Community Pharmacy**

Michael Rush, PharmD, BCACP, CDE, TTS, Director of ONU HealthWise – Lead Instructor

**PRE-REGISTRATION REQUIRED**

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 4 hours (0.4 CEU) of continuing education credit. (UAN: 0048-9999-17-175-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

At the completion of this activity, the participant will be able to:

1. Demonstrate the appropriate use of point-of-care testing that can be performed in a community pharmacy for patients with dyslipidemia, diabetes, potential influenza or strep throat infections or HCV infection.
2. Describe the role a pharmacist may play in the treatment of dyslipidemia, diabetes, influenza, strep throat infections or HCV infection.
3. Compare and contrast the normal symptomatology of common respiratory infections with the ability to help rule-out certain etiologies.
4. List the appropriate steps in making a protocol for point-of-care testing.
5. Evaluate the appropriate tests to utilize within the community pharmacy setting.

3 pm – 5 pm

**Update on Federal Pharmacy Law 2017**

Donald Sullivan, RPh, PhD. Director of Professional Experiential Program and Clinical Professor of Pharmacy at Ohio State University

*This program will be repeated Saturday July 29th from 11:45 am to 1:45 pm*

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-180-L03-PT) This course requires attendance at the entire program and completion of the program evaluation.

**Learning Objectives:**

1. Identify common issues in community pharmacies regarding controlled substance dispensing and recordkeeping.
2. Discuss new federal laws and how they affect the practice of community pharmacy.
3. Describe the use of the Morphine Equivalent Dosing (MED) number/calculation and its use in detecting drug abuse and/or diversion.
4. Describe common techniques used by physicians and patients to illegally obtain controlled substances from pharmacies.
3 pm – 5 pm

Pharmacy Compliance with Medicare DME Requirements

Mary Ellen Conway, RN, BSN. President of Capital Healthcare Group and Chief Compliance Officer United States Medical Supply, LLC/US Med, LLC

This application-based activity is targeted for all pharmacists and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-184-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

Learning Objectives:

1. Describe the regulatory regulations suppliers must follow in DME
2. Articulate the current “hot button” regulatory challenges that face DME suppliers
3. Explain the regulatory requirements that must be met in order to service Medicare beneficiaries compliantly.
4. Outline tactical steps a business can take to be complaint with all requirements

3 pm – 5 pm

Understanding Health Literacy Limitations: Strategies for Improving Patient Relationships and Loyalty

Jan Kavookjian, MBA, PhD; Associate Professor of Health Outcomes Research & Policy, Auburn Univ.

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-199-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

Learning Objectives:

1. Describe the expensive patient outcomes that result from literacy limitations.
2. Differentiate between literacy limitations and health literacy limitations.
3. Recommend ways to detect literacy limitations.
4. Identify segments of the population at highest risk for limitations.
5. Describe the ‘teach-back’ method of detecting or addressing limitations.
6. Recognize medical jargon or terms that may be difficult.
7. Describe other strategies that can be used in a practice setting for addressing potential literacy limitations.
8. Recognize appropriate and inappropriate communication strategies in communicating with patients who may have literacy and/or health literacy limitations.
3 pm – 5 pm

**Strength in Numbers: Leveraging Your Back Office to Maximize Growth & Patient Care**

Ollin B. Sykes, BS Accounting, CPA, CITP, CMA
Jimmy Neil, BA, MBA, Live Oak Bancshares, Inc. Partner, Executive Vice President – General Manager, Pharmacy National

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-211-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

**Learning Objectives:**

1. Define accounting as an asset for a pharmacy
2. Describe today’s cloud based accounting back office workflow and why it’s important
3. Identify key balance sheet & profit loss metrics for a pharmacy
4. Review key tax strategies and their application in the real world for a pharmacy
5. Evaluate tax reform and what it could mean for pharmacies
6. Define the 5 criteria that Lenders use to determine if you are credit worthy
7. Define and apply the income based approach to valuing a pharmacy
8. Define the financing structure of a pharmacy acquisition, refinance, commercial real estate purchase, startup pharmacy and file buy.
9. Describe EBITDA and how to normalize earnings performing due diligence on a pharmacy acquisition target
10. Define the roles that various professionals play in buying and selling a pharmacy

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Saturday, July 29th, 2017

11:45 am – 1:45 pm

**Update on Federal Pharmacy Law 2017**

Donald Sullivan, RPh, PhD. Director of Professional Experiential Program and Clinical Professor of Pharmacy at Ohio State University

*This program is a repeat of the program offered Friday July 28th from 3 pm to 5 pm*

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-180-L03-PT) This course requires attendance at the entire program and completion of the program evaluation.

**Learning Objectives:**

1. Identify common issues in community pharmacies regarding controlled substance dispensing and recordkeeping
2. Discuss new federal laws and how they affect the practice of community pharmacy
3. Describe the use of the Morphine Equivalent Dosing (MED) number/calculation and its use is detecting drug abuse and/or diversion
4. Describe common techniques used by physicians and patients to illegally obtain controlled substances from pharmacies
11:45 am – 1:45 pm

2017 Regulatory and Legal Update for the Compounding Pharmacy

Erik Tosh, BS, RPh FIACP, FACA – Vice President for International Academy of Compounding Pharmacists

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-182-L03-PT) This course requires attendance at the entire program and completion of the program evaluation.

Learning Objectives:

1. Describe the implementation and impact of USP <800> on compounding pharmacy practice.
2. Explain the role of regulation within compounding pharmacy and the role the FDA plays in that regulation.
3. Discuss the role of advocacy at the state and national level in protecting the practice of pharmacy and pharmacy compounding.

11:45 am – 1:45 pm

Update on New Drugs 2017

Karen Kier, M. Sc, PhD, RPh, BCPS, BCACP, CTTS, Professor of Clinical Pharmacy and Director of Assessment at Ohio Northern University

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-191-L01-PT) This course requires attendance at the entire program and completion of the program evaluation.

Learning Objectives:

1. Describe the pharmacology of the drugs that were approved by the FDA in the past year;
2. List the clinical applications of the drugs presented;
3. Discuss the most relevant adverse effects and significant drug-drug interactions reported with these medications
4. Recognize important patient counseling information that should be communicated to patients.

11:45 am – 1:45 pm

Guerilla Marketing: A Simple, Effective and Affordable Way to Grow

Bruce Kneeland, B.A. in Communications, Sales and Marketing Specialist

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-203-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

Learning Objective:

1. Repeat and define the Three P’s in the Pharmacy Marketing Litmus Test
2. List the five Key Functions of advertising in rank order
3. Answer correctly two True or False Questions about guerilla marketing.
4. Choose the correct response in a multiple choice question about why health care events are an effective way to attract new patients to a pharmacy.
11:45 am – 1:45 pm

DME Audit Activity: Medicare's Arsenal of Weapons

Mary Ellen Conway, RN, BSN. President of Capital Healthcare Group and Chief Compliance Officer United States Medical Supply, LLC/US Med, LLC

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-185-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

Learning Objectives:

1. Discuss the types of audits and how to respond to them
2. Review the challenges in obtaining clean documentation
3. Ensure that all of the correct items are being collected
4. Interpret what areas of risk their Pharmacy may be exposed to

12 pm – 4 pm

AHA BLS/CPR Course – RBC 2017

John Norris, EMT in Shawnee, Ohio, AHA instructor for BLS and ACLS courses

PRE-REGISTRATION REQUIRED

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 4 hours (0.4 CEU) of continuing education credit. (UAN: 0048-9999-17-174-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

This program is a repeat of the program offered Wednesday July 26th, Thursday July 27th & Friday July 28th

Learning Objectives:

1. Perform the steps of basic life support (BLS) and cardiopulmonary resuscitation (CPR)
2. Discuss the signs and appropriate actions to take for severe airway obstruction in the responsive and unresponsive victim
3. List the individual links in the Chain of Survival
4. Describe the signs and symptoms of multiple common life threatening emergencies that might require intervention
2 pm – 4 pm

“Using the GOLD guidelines in your MTM service”

Jeffrey Allison, RPh, BSPh, PharmD, BCPS, CGP, Professor of Pharmacy Practice with Ohio Northern University

This application-based activity is targeted for all pharmacists and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-196-L01-P) This course requires attendance at the entire program and completion of the program evaluation.

Learning Objectives:

1. Describe the use of the GOLD guidelines to classify respiratory disease.
2. Identify aggravating factors and recommend control strategies for patients with respiratory disease.
3. Educate patients on inhaled drug delivery devices, and identify life style modifications to incorporate into a disease state plan.
4. Develop a therapeutic treatment plan using the GOLD guidelines for patients with respiratory diseases
5. Keep documentation of the patients’ progress in the management of their respiratory disease.

2 pm – 4 pm

Update on New Drugs 2017

Karen Kier, M.Sc, PhD, RPh, BCPS, BCACP, CTTS, Professor of Clinical Pharmacy and Director of Assessment at Ohio Northern University

This program is a repeat of the program offered Saturday July 29th 11:45 am -1:45 pm

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-191-L01-PT) This course requires attendance at the entire program and completion of the program evaluation.

Learning Objectives:

1. Describe the pharmacology of the drugs that were approved by the FDA in the past year;
2. List the clinical applications of the drugs presented;
3. Discuss the most relevant adverse effects and significant drug-drug interactions reported with these medications
4. Recognize important patient counseling information that should be communicated to patients.
2 pm – 4 pm

**Foot Care in Diabetes**

Michael Rush, PharmD, BCACP, CDE, TTS, Director of ONU HealthWise

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-192-L01-PT) This course requires attendance at the entire program and completion of the program evaluation.

*This program is a repeated Friday July 28th from 10:20 am -12:20 pm*

**Learning Objectives:**

1. Review complications of diabetes mellitus type 2
2. Review the American Diabetes Association recommendations for the treatment of neuropathy
3. Demonstrate the process of performing a diabetic foot exam
4. Review reimbursement opportunities for fitting diabetic shoes and insoles

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2 pm – 4 pm

**Pharmacy Security: Are you really prepared for the “What if?”**

Joel Jordan, BS, Global Security Director, Central United States / Canada Waukegan Campus, East

This application-based activity is targeted for all pharmacists and technicians and is acceptable for 2 hours (0.2 CEU) of continuing education credit. (UAN: 0048-9999-17-201-L04-PT) This course requires attendance at the entire program and completion of the program evaluation.

**Learning Objectives:**

1. Describe key factors in creating effective pharmacy security
2. Identify and mitigate high risk security vulnerabilities in your business
3. Find and eliminate the hidden security risks in your business
4. Identify and employ effective strategies for survival during and recovery after a robbery
5. Explain pharmacy security from a holistic perspective and systematically create a secure environment for you, your employees and your patients/customers.