



# Midwest Independent Pharmacy Expo



*Ohio Pharmacists Association*

This event is brought to you by the  
Center for Entrepreneurship

*Columbus, Ohio*  
*Sunday, September 22, 2019*

# Midwest Independent Pharmacy Expo

Sunday, September 22, 2019 Makoy Center, 5462 Center St., Hilliard, Ohio 43026



The Midwest Independent Pharmacy Expo is the event for owners, prospective owners, and pharmacists who have an interest in community pharmacy practice. You'll learn from nationally-known speakers, and enjoy interacting with exhibitors who have products and services specifically to meet your needs. The conversations with pharmacists from around the Midwest will give you insight into what your peers are doing to capture the latest in independent pharmacy services. Take advantage of this unique program built to meet the needs of independent pharmacists, and those who may one day own a pharmacy. Pharmacists can earn up to 5 hours of CPE credit from these programs selected to give you practical, applicable information. Register today to take advantage of early bird discounts!

## PSAOs: What They Do and Why It Matters to You

*Eyad Farah*  
Vice President, General Manager  
Health Mart Atlas

Independent pharmacies have contracts with third parties that are routed through PSAOs, or pharmacy services administrative organizations. But how do PSAOs work? What is their role? What should you expect from your PSAO? You'll have plenty of opportunity to ask questions in this informative session.

ACPE #0129-0000-19-075-L04-P 0.1 CEU  
*Knowledge-based activity*

## New Services for Payment — Are You Ready?

*Marc Sweeney, R.Ph., PharmD, M.Div.*  
Dean and Professor  
Cedarville University, School of Pharmacy

Ohio law made pharmacists providers, and payers are figuring out payment models. This session will discuss the reality of payment, and what you can do to be prepared to access this opportunity. This presentation will also discuss unique opportunities that are being created through expanding technology and practice models.

ACPE #0129-0000-19-076-L04-P 0.15 CEU  
*Knowledge-based activity*

## Sales — A Critical Component of Independent Pharmacy

*Owen BonDurant*  
President  
Independent Rx Consulting

You will learn sales strategies for independents, how and when to use them, and how to get started. Whether selling product or services, this session will help you focus on success.

ACPE #0129-0000-19-077-L04-P 0.15 CEU  
*Knowledge-based activity*

## Getting to Pharmacy Ownership - the Ins and Outs

*Aimee O'Reilly, R.Ph., PharmD*  
Owner  
O'Reilly Family Pharmacy

This session will provide a comprehensive review of the benefits and detriments of purchasing an existing pharmacy vs. starting one from scratch. How to maximize the benefits when expanding your store to multiple locations or how to become a pharmacy owner yourself will also be included.

ACPE #0129-0000-19-078-L04-P 0.1 CEU  
*Knowledge-based activity*



## PROGRAM SCHEDULE

- 8:00 am Registration and Continental Breakfast
- 8:30 am PSAOs: What They Do and Why It Matters to You**
- 9:30 am Break *with Exhibitor Experience*
- 10:30 am New Services for Payment – Are You Ready?**
- 12:00 pm Lunch *with Exhibitor Experience*
- 1:00 pm Sales – A Critical Component of Independent Pharmacy**
- 2:30 pm Break
- 2:45 pm Getting to Pharmacy Ownership - the Ins and Outs**
- 3:45 pm Adjournment

### OPA Sponsors GOLD SPONSORS



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### BRONZE SPONSORS



## LOCATION

**Makoy Center, 5462 Center St., Hilliard, Ohio 43026**



### Continuing Pharmacy Education Credit

This meeting is targeted to independent pharmacists. The continuing pharmacy education (CPE) portion is coordinated by the Ohio Pharmacists Foundation (OPF). To receive CPE credit, you must attend the entire session, actively participate, complete the CPE form indicating sessions attended, and return the CPE form to the OPA staff, or to the OPA office within 30 days of the meeting. CPE credit will be uploaded to the CPE Monitor at the end of each month. CPE Statements of Credit can be printed from the CPE Monitor. Learning objectives for the continuing pharmacy education programs can be found on the OPA website at [www.ohiopharmacists.org](http://www.ohiopharmacists.org). All CPE sessions are knowledge-based activities unless otherwise indicated. The Ohio Pharmacists Foundation adheres to ACPE Standards regarding industry support of continuing pharmacy education. Disclosure of faculty and commercial support relationships will be made known at the activity. The OPF trustees and other individuals responsible for planning OPF continuing pharmacy education activities have no relevant financial relationships to disclose.

The Ohio Pharmacists Foundation, Inc. is accredited by the Accreditation Council for Pharmacy Education as a provider of continuing pharmacy education.



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Name \_\_\_\_\_ Nickname for Badge \_\_\_\_\_

NABP e-Profile ID \_\_\_\_\_ Birthdate (MMDD format) \_\_\_\_\_

Preferred Address  Home  Work \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_ Employer \_\_\_\_\_

Home Phone ( ) \_\_\_\_\_ Work Phone ( ) \_\_\_\_\_

Email \_\_\_\_\_

Twitter handle @ \_\_\_\_\_

Emergency Contact \_\_\_\_\_ Phone ( ) \_\_\_\_\_

If physically impaired, please indicate any special assistance you will need \_\_\_\_\_

Dietary Allergies \_\_\_\_\_

PAYMENT OPTIONS: Online registration at: [www.ohiopharmacists.org](http://www.ohiopharmacists.org) • Fax: 614.389.4582 • Call: 614.389.3236

Make check payable to: *Ohio Pharmacists Association* Mail to: 2674 Federated Blvd., Columbus, OH 43235-4990

Registrant Type	By 8/29/19	By 9/16/19	Onsite
Pharmacist: OPA Member or Other State Pharmacy Association Member*	\$129	\$159	\$189
Pharmacist Non-member	\$239	\$269	\$299
Student Pharmacist OPA Member	\$40	\$40	\$40
Student Pharmacist Non-member with 2019-2020 OPA Student Membership <sup>®</sup>	\$65	\$65	\$65
Student Pharmacist Non-member	\$50	\$50	\$60
Non-pharmacist Guest	\$65	\$65	\$75

Pharmacist and student registrations include CPE programs, handouts, Exhibitor Experience, meals and break. Pharmacist registration includes CPE credit.

**Online Registration begins June 3**

\* Note - Any pharmacist is welcome to participate in the Midwest Independent Pharmacy Expo. If you are not an OPA member, reside in another state and belong to a state pharmacy association, select Other State Association Member registration for the special rate. Your membership will be verified with your state pharmacy association to validate the discounted rate.

<sup>®</sup> Note to student pharmacists: By joining OPA today, you qualify for membership discounts at upcoming programs – 2020 OPA Student Legislative Day and Annual Conference. The membership pays for itself if you attend this and one other OPA event. Student membership will be valid through October 31, 2020.

Total Remitted \$ \_\_\_\_\_ Promo code \_\_\_\_\_

MasterCard  VISA  American Express  Check

Acct # \_\_\_\_\_

Exp. Date \_\_\_\_\_ Security Code \_\_\_\_\_

Name on Card \_\_\_\_\_

Billing Address (if different than above) \_\_\_\_\_

## CONFIRMATION AND HOTEL INFORMATION

Upon registration, a confirmation letter or email will be sent to you along with hotel information and driving directions.

### Consent to use of photographs & images:

Registration and attendance at, or participation in, OPA meetings and other activities constitute an agreement by the registrant to OPA's use and distribution (both now and in the future) of the registrant or attendee's image in photographs, videotapes, and electronic reproduction of such events and activities.

Request for refunds, less \$15 administrative fee, will be honored if received by 09/11/19.