

Title	Session Date	Time	Presenter	Subject	Credits	Full Description	Exposoft Internal ID
Diabetic Footcare Certificate Program	7/10/2007	8:00 AM - 5:00 PM	Bob Schwartz, Lori Schwartz, Heidi Allen	NCPA Certificate	29	2 PART (PART 1 is self-study = 21 credits, PART 2 is an 8 hour live seminar = 8 credits) - This program will provide extensive education and training on the fitting of non-custom, off the shelf therapeutic shoes for persons with diabetes. Program topics include lower extremity anatomy and descriptive terminology, identification of common rear foot and forefoot disorders, proper selection of therapeutic shoes and Medicare billing basics. Participants must complete both live and home study components to achieve a certificate of achievement (29 CEU). This program track meets requirements of the American Board of Certification (ABC) and the Board of Orthotists/Prosthetists Certification (BOC) for participants to acquire the new credential for suppliers of non-custom therapeutic shoes. For more information on the new credential contact ABC/BOC directly.	552
Pharmacy-Based Lipid Management	7/10/2007	7:30 AM - 6:00 PM	J. Chris Bradberry, Carrie Foust Koenigsfeld	APhA Certificate	19	2 PART (PART 1 is self-study = 11 credits, PART 2 is an 8 hour live seminar = 8 credits). Enhances pharmacists' current knowledge of pathophysiology and treatment of dyslipidemias using Third Report of the National Cholesterol Education Program expert Panel on Detection, Evaluation, and Treatment of High Blood Cholesterol in Adults guidelines. Enable pharmacists to recommend optimal treatment strategies for patients with lipid disorders in collaboration with other healthcare professions.	549
Clinical Pharmacy Diabetes Management Program - Certificate Course - Day 1 of 2 day session	7/10/2007	7:30 AM - 6:15 PM	Jerry Meece, Teresa Pearson	Certificate	8	This two-day workshop is packed full of case studies and hands on experience combined with lectures, and practical application. It's based on best practice, evidence based, scientifically driven patient centered diabetes care. This program will prepare you to work with diabetes patients in an expanded clinical role or what we believe is the future of pharmacy. It will provide you with information and tools to fill out the necessary forms to apply for ADA recognition for your diabetes management programs enabling you to bill for your services thus generating a new revenue stream.	550
Clinical Pharmacy Diabetes Management Program - Certificate Course - Day 2 of 2 day session	7/11/2007	7:00 AM - 6:00 PM	Jerry Meece, Teresa Pearson	Certificate	8	This two-day workshop is packed full of case studies and hands on experience combined with lectures, and practical application. It's based on best practice, evidence based, scientifically driven patient centered diabetes care. This program will prepare you to work with diabetes patients in an expanded clinical role or what we believe is the future of pharmacy. It will provide you with information and tools to fill out the necessary forms to apply for ADA recognition for your diabetes management programs enabling you to bill for your services thus generating a new revenue stream.	551
SESSION CANCELED Focusing on the IN-Store Experience	7/11/2007	7:30 AM - 9:30 AM	Tom Boyer	Management	2	Real-life examples will be shared of innovative approaches to help enhance store navigation, improve customer service and generate additional revenue. The session will outline a strategy that will demonstrate new ways to convert shoppers into buyers and differentiate the shopping experience from the competition.	557
Front End Merchandising	7/11/2007	7:30 AM - 9:30 AM	Bob Candelora	Category Management	2	Front end merchandising, currently in pilot, will maximize profitability with category management and merchandise control.	
MTM Update: MTM State of the Country	7/11/2007	7:30 AM - 9:30 AM	Patty Kumbera	MTM	2	Overview/ update on Medication Therapy Management (MTM) opportunities across the country.	576
Orthopedic Supports and Bracing	7/11/2007	7:30 AM - 8:30 AM	Rosanna Bryant	HHC	1	Basic overview of today's orthopedic bracing in the pharmacy's retail environment.	573

Engaging Your Diabetic Patient: Empowering the Patient, Family and Caregivers	7/11/2007	7:30 AM - 9:30 AM	Scott Drab	Diabetes	2	Recognize vital role of patient in diabetes management. Counseling/ interviewing techniques to energize patient care involvement. Identify/ apply strategies that empower patients. Engage family and caregivers in managing patient health.	581
Medicare Part D Update and Implications of Deficit Reduction Act	7/11/2007	7:30 AM - 9:30 AM	Rick McKaig, George Saunders	Medicare	2	Thorough update on Medicare Part D and its impact on practice of pharmacy since roll-out on January 1, 2006 to date. Provide pharmacists with tools they need to communicate with beneficiaries of Medicare prescription drug benefits. Explore professional/ business opportunities that make the best of new and future Medicare benefits. Explain aspects of Deficit Reduction Act of 2005. Define AMP. List changes to Blood Pressure calculations. Analyze reductions in Pharmacy Reimbursement and its effect on business.	580
Timely Initiation of Inhaled Insulin	7/11/2007	10:00 AM - 12:00 PM	Jonathan Marquess	Disease State	2	Discuss need for Diabetes Education by pharmacists. Become familiar with ADA recommended goals for glycemic control, blood pressure and lipid management. Review various insulin products and their onset, peak, duration, pattern management and available devices.	579
MIXED BAG: Legal and Regulatory Updates - 1st of 2 offerings	7/11/2007	10:00 AM - 12:00 PM	Chris Zimmerman, Mary Fox, Shay Reid	Legal	2	To provide the pharmacist a better understanding of the state and federal legal, legislative and regulatory issues and trends that have impacted or could impact pharmacy operations; and to provide an up-to-date status report on current important initiatives that will affect both the pharmacy, as well as the pharmaceutical supply channel.	567
Eat Your Competition Alive - Advanced Marketing Strategies for Independents	7/11/2007	10:00 AM - 12:00 PM	Dan Benamoz	Management	2	This program will provide you with a proven method of attracting new customers to your business and getting existing customers to buy more and more often. This program will demonstrate some of the newest technological advances for marketing, many of which cost very little or are totally FREE of charge to use.	553
How to Create a Successful Retail Home Medical Equipment (HME) Showroom	7/11/2007	10:00 AM - 12:00 PM	Jack Evans	HHC	2	Retail home health care is one of the most profitable/ fastest growing segments in community drug stores today. Demographic shift from senior patients to adult children and family caregivers has changed the way we operate our Home Medical Equipment (HME) businesses. Savvy customers demand hands-on showrooms, product selection, educated salespeople, product demonstrations and superior customer service.	566
New Drug Update 2007	7/11/2007	1:00 PM - 3:00 PM	Deirdre Myers	Technology	2	Understand the latest drugs to enter the marketplace in 2006 - 2007 including indications, dosing and adverse reactions, etc. Learn how these new drugs compare and contrast to existing therapeutically similar agents.	582
10 Interventions That Will Make a Difference for Patients with Diabetes	7/11/2007	1:00 PM - 3:00 PM	Jonathan Marquess	Diabetes	2	Become familiar with American Diabetes Association (ADA) recommended goals for glycemic control, blood pressure and lipid management. Also 10 Pharmacists' Interventions that Will Make a Difference for Patients with Diabetes. Evaluate current blood glucose technology OR evaluate insulins OR evaluate new medications	578
Home Medical Equipment "By the Book" for Retail Pharmacies - A Step-by-Step Medicare Guide	7/11/2007	1:00 PM - 3:00 PM	Bruce Brothis	HHC	2	Session will focus on basics of documentation, billing and collections of Home Medical Equipment (HME) for the retail pharmacy. Identification, data collection, documentation and billing of Medicare covered HME and supplies traditionally found in retail pharmacies will be covered (i.e., diabetic supplies, inhalation medications, walkers, canes, bedside commodes, seat lift chairs and many more).	558
MIXED BAG - Internet Pharmacy and DEA Perspective - 1st of 2 offerings	7/11/2007	1:00 PM - 3:00 PM	Chris Zimmerman, Mary Fox, Steve Mays, Kyle Wright	Legal	2	We have arranged to have DEA Officials from DEA Headquarters in Washington DC to present a DEA perspective on internet pharmacy fulfillment; DEA's electronic Controlled Substance (schedule 2) Ordering System (CSOS); and pseudo ephedrine storage/ reporting requirements. DEA will be available to answer your questions with respect to the purchase, sale, and/ or storage of controlled substances.	569

Get Fit: New Tools and Strategies for Successful Long-Term Weight Loss	7/11/2007	1:00 PM - 2:30 PM	Scott Drab	Disease State	1.5	As the incidence of overweight and obesity grows in the US today, the need for successful weight loss programs grows. This program explores the importance of physical activity as part of a healthy weight loss regimen, as well as how pharmacists can get involved in helping patients lose weight.	591
Pharmacy Telephony / IT Synergy to Bring Business in the Door	7/11/2007	3:30 PM - 4:30 PM	Kim Dixon	Technology	1	Learn about automated input to pharmacy systems, refill automation through phone / Internet, workflow software, integration, automated doctor authorization, will-call bin management. What volume do you need to justify the expenses? What value, quantitative / qualitative, will you derive from these technologies.	563
Optimizing Your Claim Submissions	7/11/2007	3:30 PM - 4:30 PM	Lloyd Skinner	Management	1	Understand basic third party pricing formulas and what pricing information is transmitted to third party. Utilizing services such as Pre and Post Editing (PPE), a pharmacy can effectively manage submitted data to increase profitability.	584
SESSION CANCELED - Oral Health & Whole Body Wellness: What Healthcare Professionals Need to Know	7/11/2007	3:30 PM - 4:30 PM	Cindy Sensabaugh	HHC	4	Latest information on the links between oral health and systemic health conditions. Educate pharmacists on these advances, as well as provide more practical information about what can be done to prevent oral disease.	
Taking Control: Understanding Blood Pressure	7/11/2007	3:30 PM - 5:30 PM	Jack Evans	Disease State	2	Managing hypertension is a collaborative effort between physician, pharmacist and patient. This program documents how the pharmacist must work with both doctor and patient, assisting in selection of a blood pressure monitor, dispensing prescribed pharmaceuticals, if that is to be part of ongoing care, and most importantly teaching the patient how to take their blood pressure at home.	564
Clinical Respiratory Pharmacology	7/11/2007	3:30 PM - 5:30 PM	Mike West	HHC	2	Pharmacists commonly dispense an array of inhaled pharmacological agents, and the list of available agents is steadily getting longer. This lecture will provide an overview of clinical pharmacological of both existing and new inhaled drugs and devices used to treat Asthma and COPD.	588
MIXED BAG - Internet Pharmacy and DEA Perspective - 2nd of 2 offerings	7/11/2007	3:30 PM - 5:30 PM	Chris Zimmerman, Mary Fox, Steve Mays, Kyle Wright	Legal	2	We have arranged to have DEA Officials from DEA Headquarters in Washington DC to present a DEA perspective on internet pharmacy fulfillment; DEA's electronic Controlled Substance (schedule 2) Ordering System (CSOS); and pseudo ephedrine storage/ reporting requirements. DEA will be available to answer your questions with respect to the purchase, sale, and/ or storage of controlled substances.	570
GNP Member Meeting	7/11/2007	6:00 P.M. - 8:30 P.M.				The GNP Member Meeting will celebrate 25 years of Good Neighbor Pharmacy. Based on last year's overwhelming success, this promises to be a fun-filled celebration. This special evening will highlight new offerings and solutions and bring together hundreds of Good Neighbor Pharmacies to celebrate each other and the future of Good Neighbor Pharmacy. This is an invitation only event exclusive to GNP Members. RSVP REGISTRATION REQUIRED	
Pharmacy Management Made Simple - The Secret of Having Less Stress and More Time Off	7/12/2007	8:00 AM - 10:00 AM	Dan Benamoz	Management	2	Action without vision is like being a hamster on a wheel. You are constantly busy doing it but in most cases you are not much further ahead at the end of the day as you were at the start. The danger is that you are in an industry that is in the midst of profound change itself. The old ways and revenue streams are drying up. Competition is greater than ever with everyone trying to separate themselves from the rest.	554
Medicare Regulations - The Home Medical Equipment Market - A View from 30,000 feet	7/12/2007	8:00 AM - 10:00 AM	Bruce Brothis	HHC	2	Session will focus on most recent regulatory developments in Home Medical Equipment (HME) market which has direct impact on day-to-day operations of today's modern retail pharmacy. Most recent news, regulations, requirements from Medicare will be reviewed/ discussed. and most current information on Mandatory Accreditation, Competitive Bidding, corresponding legislation and changes to reimbursement of Medicare. Natural follow-up to "Home Medical Equipment - By the Book".	559

Pharmacy Shrink / Retail Theft / Premises Liability - 1st of 2 offerings	7/12/2007	8:00 AM - 10:00 AM	Chris Zimmerman, Mary Fox, Howard Dvoskin	Legal	2	To provide the pharmacist with an awareness of the overall shrinkage problem and issues concerning premises liability. After attending this program, the pharmacist will have practical methods to identify areas of shrinkage in his/ her own store with proven ways to reduce it and limit it; and the pharmacist will have practical methods for accident and claim prevention.	571
Diabetic Patient Outcomes Assessment: A Case Study Approach	7/12/2007	8:00 AM - 10:00 AM	Michael Torre	Diabetes	2	Highlights importance of diabetic patient outcomes assessment and effective provision of pharmaceutical care. Current/ acceptable clinical practice recommendations for diabetes disease state management utilizing the patient case study approach. Integration of specific patient care needs and clinical interventions will be discussed.	587
Incorporating Pain Care into Medication Therapy Management Reviews	7/12/2007	8:00 AM - 10:00 AM	Kristi Dover	MTM	2	Realizing that many patients who receive MTM will have painful conditions, the pharmacist has a crucial role to recognize, assess and advocate for appropriate care and dosing.	555
Home Medical Equipment (HME) Referral Marketing that Generates Patients & Sales	7/12/2007	1:00 PM - 3:00 PM	Jack Evans	HHC	2	Learn how to generate more referrals/ higher sales by targeting current and potential referral sources. Understand what referral sources need from you as a source of HME information and products. Identify/ develop sales tools you need to sell them. Create an on-going program to build long-term relationships.	565
Medication Therapy Management Services: Where Are We?	7/12/2007	1:00 PM - 3:00 PM	Joel Zive	MTM	2	Review origins / importance of MTMS. Describe current trends in MTMS utilization/ reimbursement. Resources a pharmacist can use to market MTMS. Work with national pharmacy organizations for billing/ information gathering.	590
MTM Panel Discussion	7/12/2007	3:00 PM - 4:00 PM	Gary Albers, David Kohll, Jim Cherry	MTM	0	Following the Medication Therapy Management Services: Where Are We?, there will be a follow-up panel discussion including pharmacists who will share their experiences with MTM services in their stores. This real-life learning will be very enlightening and educational. Come and learn from your peers.	
COPD - Chronic Obstructive Pulmonary Disease	7/12/2007	1:00 PM - 3:00 PM	Dan Liberatore	Disease State	2	Participant will have greater understanding of assessment/ management of Chronic Obstructive Pulmonary Disease (COPD).	577
Pharmacy Shrink / Retail Theft / Premises Liability - 2nd of 2 offerings	7/12/2007	1:00 PM - 3:00 PM	Chris Zimmerman, Mary Fox, Howard Dvoskin	Legal	2	To provide the pharmacist with an awareness of the overall shrinkage problem and issues concerning premises liability. After attending this program, the pharmacist will have practical methods to identify areas of shrinkage in his/ her own store with proven ways to reduce it and limit it; and the pharmacist will have practical methods for accident and claim prevention.	572
Diabetes and Pharmacists: Opportunities and Challenges Pharmacy Based Diabetes Care and Education:— Developing a Program	7/12/2007	1:00 PM - 3:00 PM	Condit Steil	Diabetes	2	Update of diabetes classification and diagnostic guidelines. Current trends of prevalence/ growth of clinical problems of diabetes are highlighted followed by update of drug therapy. Newly released products are included with view of their place in therapy. Description of development of diabetes care and education program in pharmacy practice setting. Specific components are reviewed and a suggested timetable for implementation of program, concluding with some financial trending of diabetes care in pharmacy practice.	585
Introduction to Long Term Care Pharmacy:	7/12/2007	1:00 PM - 3:00 PM	TBA	Alt Care	2	The program is developed for the retail pharmacy owner or pharmacy manager considering Long Term Care Pharmacy. It will identify opportunities, define key operating requirements, highlight regulatory differences, and explain the role of the pharmacist in this exciting industry.	
Current Events in Long Term Care Pharmacy	7/12/2007	3:15 PM - 5:15 PM	TBA	Alt Care	2	This session will provide an update on critical topics in Long Term Care Pharmacy including a Medicare Part D update, changes to the State Operations Manual (SOM), and proposed reimbursement changes to Average Manufacturer Price (AMP) for drugs under Medicaid.	
Update on Asthma Management	7/13/2007	7:30 AM - 9:30 AM	Joel Zive	Disease State	2	Promote benefits on maintaining near normal pulmonary function. Review drugs used to treat asthma. Increase your pharmacy's bottom line through asthma management.	589

Improving Pharmacy Profitability: Pursuing the Elusive Dollars of Success - 1st of 2 offerings	7/13/2007	7:30 AM - 9:30 AM	John Bruce, Dave Creecy	Management	2	Navigating through pitfalls of failure in managed care environment. Banding together to face past, new and emerging challenges. Learn how to manage your own dilemmas / fiscal problems.	560
MIXED BAG: Legal and Regulatory Updates - 2nd of 2 offerings	7/13/2007	7:30 AM - 9:30 AM	Chris Zimmerman, Mary Fox, Shay Reid	Legal	2	To provide the pharmacist a better understanding of the state and federal legal, legislative and regulatory issues and trends that have impacted or could impact pharmacy operations; and to provide an up-to-date status report on current important initiatives that will affect both the pharmacy, as well as the pharmaceutical supply channel.	568
Mandatory Accreditation is Here! Are You Ready?	7/13/2007	7:30 AM - 9:30 AM	Tom Cesar	HHC	2	Overview/ understanding of accreditation and CMS Quality Standards. Update to CMS rules/ announcements. Practical steps for preparing for site-visit and typical activities and what to expect during survey.	562
Developing Pharmacy Services for Diabetic Patients: Working Hand and Foot to Prevent Lower Extremity Complications	7/13/2007	7:30 AM - 9:30 AM	Bob Schwartz	Diabetes	2	Diabetes and complications to the Foot is one health condition that impacts not only Patients themselves, but also family, friends, caregivers and health care systems. The number of patients who suffer from Diabetes is exploding. 1 in 3 Americans born in 2000 will develop Diabetes. Statistics show that 25% of all hospitalizations due to Diabetes are foot related, causing enormous personal and economic costs.	583
Accreditation and Competitive Bidding Symposium	7/13/2007	12:15 PM - 1:45 PM	Tom Cesar, Sandy Canally, Bruce Brothis	HHC	1.5	This Symposium will cover all aspects of Accreditation for Home Healthcare providers and how it has become part of all medicare supplied items. It will also include current information on the Competitive Bidding aspect of Home Healthcare and how this plays into the marketplace in specific area's and also how Accreditation is a key function of Competitive Bidding. There will also be an overview of the current Home Healthcare marketplace and the pulse of the industry. The 3 speakers involved in this symposium are all actively involved and participate in many aspects of these topics.	
e-Prescribing - 1st of 2 offerings	7/13/2007	3:30 PM - 5:00 PM	Luis Diaz		1.5	Define true electronic prescribing connectivity and describe bi-directional nature. Potential benefits of e-prescribing connectivity to patients, pharmacists, prescribers, and other important stakeholders. Identify obstacles preventing widespread adoption of e-prescribing and how being overcome.	
Therapeutic Review: Calcitonin - Salmon Nasal Spray	7/14/2007	7:30 AM - 8:30 AM	Greg Wedin	Disease State	1	Provide healthcare professionals general overview of mechanism of action, pharmacokinetics, safety and role of calcitonin therapy in treatment of osteoporosis, thereby enhancing quality of patient care.	592
How to Start a Pharmacy Based Home Health Care Department	7/14/2007	7:30 AM - 8:30 AM	Chris Kennedy	HHC	1	Provide pharmacists an understanding of the value of Home Health Care to their business.	574
The Impact of Automation and Technology on Pharmacist-Delivered Patient Care Services	7/14/2007	7:30 AM - 9:30 AM	Christopher Thomsen	Technology	2	Grappling with one of the most significant changes to Medicare in more than four decades, this session will provide an overview of advanced prescription filling automation/ technology currently being applied to standardize prescription filling process, enhance efficiency, improve productivity and increase patient safety. "Real life" examples how community pharmacies implement automation and technology to meet demands and how "automated" pharmacies proceed from prescription filling commodity to respected/ recognized health care destinations.	586
Pharmacy Safety and Security	7/14/2007	7:30 AM - 9:30 AM	Marc Gonzalez	Management	2	A review of a pharmacy security checklist, how to improve store conditions and deter robberies. It could also include what pharmacists can do to protect medications and enhance safety, as well as how to be a good witness in the unfortunate event of a robbery or theft.	556

2007 Diabetes Drug & Device Update	7/14/2007	7:30 AM - 9:30 AM	David Joffe	Diabetes	2	Pharmacists are often the medical professional that patients reach out to for the latest in drug and device information. With all the new products available for diabetes, it is very difficult for the pharmacist to keep up with the latest advances in medication and devices for Diabetes Care. In addition, the newer medications require more explanation than in the past, and the best way to take advantage of glucose testing devices has changed. This program gives the pharmacist a solid knowledge base to enlighten the patients on these new therapies. Special emphasis will be placed on methods to help the patient control post-prandial glucose through the use of glucose monitoring.	
e-Prescribing - 2nd of 2 offerings	7/14/2007	8:30 AM - 10:00 AM	Luis Diaz		1.5	Define true electronic prescribing connectivity and describe bi-directional nature. Potential benefits of e-prescribing connectivity to patients, pharmacists, prescribers, and other important stakeholders. Identify obstacles preventing widespread adoption of e-prescribing and how being overcome.	
Osteoporosis: Clinical Presentation and Treatment Options	7/14/2007	10:00 AM - 11:00 AM	Greg Wedin	Disease State	1	Provide healthcare professionals general overview of clinical presentation and available treatment modalities for osteoporosis, thereby enhancing patient quality of care.	593
How to Grow Your Pharmacy Based Home Health Care Business	7/14/2007	10:00 AM - 11:00 AM	Chris Kennedy	HHC	1	Explain insight into Merchandising and Marketing to your Home Health Care department to improve sales and profit.	575
Thyroid Dysfunction: Clinical Review	7/14/2007	10:00 AM - 11:30 AM	Dr. Michael Katz	Disease State	1.5	This course will begin with an introduction to thyroid pathophysiology before moving to a summary of the clinical effects of hypothyroidism. Finally, we will offer insight into the pharmaceutical considerations that impact thyroid disease management with special attention to the assumption that current bioequivalence standards translate into therapeutic equivalence.	
Improving Pharmacy Profitability: Pursuing the Elusive Dollars of Success - 2nd of 2 offerings	7/14/2007	10:00 AM - 12:00 PM	John Bruce, Dave Creecy	Management	2	Navigating through pitfalls of failure in managed care environment. Banding together to face past, new and emerging challenges. Learn how to manage your own dilemmas / fiscal problems.	561
Pharmacist Care: Is It Pointing You to Pharmacy's True North?	7/14/2007	10:00 AM - 12:00 PM	Marsha Millonig, William Tindall	MTM	2	Goal setting and being motivated to turn your goals into realities are keys to achieving personal/ professional success. Throughout this workshop, we will be using a 6 step "learning map" developed from a research process involving pharmacists. This workshop will provide insights into what these pharmacists did to reach their goals and achieve success.	
Mentoring	7/14/2007	1:30 PM - 3:00 PM	Mike Rudolph, Raffi Svadjian	Management	1.5	Developed by pharmacy students, several business models which can be used in the community pharmacy, will be reviewed. Also, hear what the USC Pharmacy School teaches: exit strategies for pharmacy owners, buying/ selling agreements including sales upon death, stock vs. asset sales and methods of valuating a pharmacy.	