

**Learning Objectives**  
**2018 Midwest Independent Pharmacy & Compounding Expo**

**ACPE #0129-0000-18-078-L04-P/T**

**How Pharmacies Can Capitalize on a New Revenue Game**

*Marc Sweeney, R.Ph., PharmD, CEO, Profero Team, LLC; Chris Antypas, PharmD and Samantha Pitzarella, PharmD, Asti's South Hills Pharmacy*

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

1. describe the current landscape for pharmacy reimbursement;
2. discuss new and evolving revenue streams afforded to pharmacies; and
3. develop an action plan for implementing new reimbursement strategies.

**ACPE #0129-0000-18-079-L04-P/T**

**Navigating the 340B Prescription Program for Pharmacy**

*John Bretz, Director Strategic Relations, SunRx and Mike Puccini, President, 340B Contract Pharmacy Consulting, LLC*

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

1. describe 340B programs and contract pharmacies ;
2. define the covered entity and data administrator participants;
3. outline the process and outcomes involved in 340B programs;
4. list the benefits to the participants and program limitations;
5. describe the pharmacy contract; and
6. outline the virtual inventory flow and claims/inventory payment.

**ACPE #0129-0000-18-080-L04-P/T**

**Navigating Audits – Key Information to a Successful Outcome**

*Eric Hartkopf, PharmD, Pharmacist Analyst, PAAS National<sup>®</sup>*

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

(Pharmacists)

1. list three provisions of Ohio's Audit Law that protect pharmacies against abusive audits;
2. identify three common audit discrepancies and how to avoid them;
3. describe prevention strategies that pharmacists can incorporate into daily workflow to decrease audit risk; and
4. discuss how pharmacists can use pharmacy management software reports to perform self-audits.

(Technicians)

1. list three provisions of Ohio's Audit Law that protect pharmacies against abusive audits;
2. identify three common audit discrepancies and how to avoid them;
3. describe prevention strategies that pharmacy technicians can incorporate into daily workflow to decrease audit risk; and
4. discuss how pharmacy technicians can use pharmacy management software reports to perform self-audits.

**ACPE #0129-0000-18-081-L04-P/T**

**New Opportunities in Medicare Part B**

*Mary Stoner, President, Electronic Billing Services, Inc.*

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

1. list pros and cons of Medicare Part B involvement;
2. describe how to get compliant documentation;
3. use educational tools to assist staff;
4. explain the Medicare Fee Schedules and new IFR rates; and

5. identify what items can drive pharmacy profits.

**ACPE #0129-0000-18-082-L04-P/T**

**Building Your Pharmacy's Brand with Social Media Opportunities**

*Patti Storey, R.Ph., FACA, Owner, Storey Marketing*

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

1. discuss the value of verifying a business Facebook page and using Facebook Insights.
2. identify the difference between GMB and Google+ and the significance of the split.
3. describe the proper use of Instagram.

**ACPE #0129-0000-18-083-L04-P/T**

**Social Media – Key to Expanding Your Compounding Business**

*Angie Svoboda, PharmD, FIACP, Co-Owner, Good Life Health Services, Inc.*

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

1. discuss the importance of establishing a social media “brand” across multiple platforms for your pharmacy (webpage, Facebook, twitter, Instagram, google and you-tube);
2. explain how to maximize your pharmacy practice in google searches by adding a content manager to your web-page (i.e., the importance of a blog and newsletter sign-up on your site);
3. discuss the importance of a Facebook Fan page for your pharmacy and how to utilize Facebook Live videos, boost Facebook posts, Facebook Events and the importance of comments and shares vs Facebook likes; and
4. outline a simple plan to get started.

**ACPE #0129-0000-18-084-L07-P/T**

**To Be or Not to Be...A Compounding Pharmacist**

*Erik Tosh, DPh, FIACP, FACA, Vice President, Professional Services, Letco Medical*

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

1. review why compliance with USP chapters is essential and how compliance is an opportunity to ensure patient access and grow compounding;
2. describe proposed changes to USP <795> and <797> and how they impact the current practice of compounding; and
3. recognize how the implementation of USP <800> protects employees (and business owner) and represents potential business opportunity.

**ACPE #0129-0000-18-085-L03-P/T**

**Ohio Compounding Law**

*Sheri Zapadka, R.Ph., PharmD, Compliance Specialist, State of Ohio Board of Pharmacy*

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

1. identify policies, procedures, and training requirements for non-sterile and sterile compounding;
2. state how to evaluate proper component selection, storage, handling, and use for non-sterile and sterile compounding;
3. describe appropriate use and maintenance of the compounding environment and equipment for non-sterile compounding;
4. discuss procedures for evaluating container closures and assigned beyond-use dates for non-sterile compounds;
5. identify the requirements of a sterile compounding environment and discuss environmental certification, sampling and monitoring;
6. explain how to maintain compounding equipment, certifications and calibrations for sterile compounding;

7. employ proper methods of cleaning and sanitation of the sterile compounding environment;
8. explain end-product checks/testing, sterilization and beyond-use dating for sterile compounds; and
9. describe how to comply with proper record keeping and documentation requirements for non-sterile and sterile compounding.

**ACPE #0129-0000-18-086-L07-P/T**

**Hot Topics in Compounding**

*Jim Paoletti, FAARM, FIACP, Clinical Consultant*

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

1. discuss the use of Low Dose Naltrexone, including indications, dosage and side effects;
2. discuss the use of compounded Ketamine including dosage routes, dosing, and side effects;
3. explain the advantages and concerns with compound thyroid medications;
4. discuss various dosage routes used for hormone therapy as far as advantages of each, and appropriate monitoring; and
5. discuss how nutritional supplements partner with compounding.