

JUNE 24–26, 2005

long-term community care

BALTIMORE, MD

EDUCATION PROGRAM



NIPCO-Accredited NCPA Long-Term Community Care Education Program

This course focuses on how to implement or expand long-term care services in your community. Financial benchmarking data indicate that a long-term care pharmacy niche can achieve gross profits of up to 26–30% as compared to 18% in a community pharmacy prescription department. Both novices and seasoned long-term care providers will benefit from this course.

This 2.5 day course will focus on the business side of long-term care:

- Market growth potential
- Creating an appropriate business plan
- ABC's of long-term care operations
- Contracting and pricing guidelines
- Automation and technology
- Clinical protocols to control patient drug costs and improve health outcomes
- Preparedness for January 1, 2006 LTC resident transition challenges resulting from the Medicare Modernization Act (MMA)
- How to market patient care services to long-term care facilities
- Collaborative care partnerships and their impact on business
- New NCPA Long-Term Community Care Network (LTCCN)

Faculty

Patty Crawford, President, Long Term Care Solutions, Rodney Burton, Senior Vice President, Long Term Care Solutions, Mechanicsville, VA; John Schutte, President, GeriMed, Louisville, KY; Gary Schoettmer, RNA Health Information Systems, Englewood, OH; Richard B. Jensen, President, Rx Systems Inc., St. Charles, MO; Sharlea Leatherwood, Owner, Great Oak Pharmacy, Gladstone, MO.

Room Reservations

Wyndham Baltimore – Inner Harbor
101 West Fayette Street, Baltimore, MD
Room rate: \$139/night before June 1, 2005
For reservations, call 410.385.6700



Program Registration

NCPA Members: \$750

Nonmembers: \$1,200

To register, call 800. 544.7447

NCPA Program Cancellation Policy

Cancellation requests accepted in writing only and must be received on or before June 15, 2005. A \$100 cancellation fee per registration will be charged. Please allow 60 days for processing. Refunds will not be issued for "no shows." Your written request must be sent to:

NCPA/NIPCO
Attn: Lois Davis
100 Daingerfield Road
Alexandria, VA 22314



The National Institute for Pharmacist Care Outcomes (NIPCO) is the disease education division of the National Community Pharmacists Association (NCPA®). To learn more about NIPCO's educational opportunities, link to www.ncpanet.org/nipco. This program is sponsored by:



Rx Systems, Inc.



HEALTH
INFORMATION
SYSTEMS

**NIPCO-ACCREDITED
LONG-TERM COMMUNITY CARE EDUCATION PROGRAM**
WYNDHAM BALTIMORE – INNER HARBOR
JUNE 24–26, 2005 (FRIDAY, SATURDAY, AND SUNDAY)

Participant Name: ☐ male ☐ female

Pharmacy Name

Address: ☐ home ☐ business

City

State

ZIP

Telephone: ☐ home ☐ business

Fax: ☐ home ☐ business

E-mail

Hotel Reservation:

☐ \$139/night room rate, if reserved before June 1, 2005.

Call Wyndham directly at 410.385.6700 and ask for the special NCPA room block rate.

Program Registration Fee:

☐ \$750 NCPA Member (includes \$100 network website access)

☐ \$1,200 Non-Member (includes \$200 network website access)

Credit Card Number: ☐ Visa ☐ MasterCard ☐ American Express ☐ Discover

Exp. Date

Authorized Signature

Title

Date

