

2023 Owner Summit - Point Clear, AL

Event Date	Start Time	End Time	Event / Program Name	Speakers / Sponsor
SUNDAY				
3/26/23	12:00 PM	3:45 PM	APC Board of Directors Meeting	–
3/26/23	2:00 PM	3:30 PM	Exhibitor Set-up	–
3/26/23	2:00 PM	4:00 PM	Registration Hours	–
3/26/23	3:30 PM	4:15 PM	Welcome, Exhibits, Afternoon Snacks	
3/26/23	4:15 PM	5:15 PM	1 Opening Session: Keynote: Trust-Busting is Back, and That's Good for Your Small Business	1 hour, Stacy Mitchell
3/26/23	5:15 PM	6:15 PM	Welcome Reception	
3/26/23	–	–	DINNER ON YOUR OWN	
3/26/23	7:00 PM	9:30 PM	APC Board of Directors Dinner	Generously sponsored by Topi-CLICK, Tim Phipps and Kyle Northcott
MONDAY				
3/27/23	7:30 AM	8:30 AM	Registration opens	–
3/27/23	7:30 AM	8:00 AM	Exhibit	
3/27/23	7:30 AM	8:30 AM	Breakfast	
3/27/23	7:45 AM	8:30 AM	Kickoff and APC Briefing	Chair Anthony Grzib, Immediate Past Chair Dave Miller, and CEO Scott Brunner
	8:30 AM	8:45 AM	Patron Showcase (PCCA 15-minute)	
3/27/23	8:45 AM	9:30 AM	1 Pharmacy Culture is the (HEPA-Filtered?) Air You Breathe	45 min, Wayne Ottum
3/27/23	9:30 AM	10:00 AM	2 PRO Showcase: How Outcome MD is Working for Compounders	30 min, Philip Smyth to facilitate; showcase members using the platform
3/27/23	10:00 AM	10:30 AM	3 What You See is Seldom What You Get: How Asking the Right Questions in the Interview Can Help You Avoid a Lot of Heartache Later On	30 min, Wayne Ottum
3/27/23	10:30 AM	11:00 AM	Exhibit Break	30 min
3/27/23	11:00 AM	11:30 AM	4 In Case You Get Hit by a Bus: Getting (and Keeping) Your Pharmacy Affairs in Order	30 min, Michelle Moser and Kevin Borg
3/27/23	11:30 AM	12:15 PM	4 Coming In, Going Out: Mentoring as Business Succession Strategy	45 min, Jason Jerusik and Owner Bondurant
3/27/23	12:15 PM	1:00 PM	2 Grow Your Business with Doctor Detailing	45 min, Nicolette Mathey
3/27/23	1:00 PM	1:45 PM	Lunch (15-minute Medisca showcase)	
3/27/23	1:45 PM	2:15 PM	2 OTC Sales Are Not a Side Hustle	30 min, TW Taylor
3/27/23	2:15 PM	2:45 PM	4 Properly Qualifying Your Vendors: How and Why	30 min, Alexander Pytlarz
3/27/23	2:45 PM	3:15 PM	Exhibit Break	30 min
3/27/23	3:15 PM	4:15 PM	1 On the Business End of an FDA Inspection: A Case Study	1 hour, Anthony Grzib
3/27/23	4:15 PM	5:00 PM	5 Everybody's Favorite Session: Question Time with Tara Thompson	45 min, Tara Thompson
3/27/23	–	5:00 PM	Exhibits close for the day	–
3/27/23	5:15 PM	6:15 PM	APC CompPAC Fundraiser*	
3/27/23	–	–	DINNER ON YOUR OWN	–
3/27/23	9:00 PM	10:00 PM	President's Reception	
TUESDAY				
3/28/23	7:45 AM	8:30 AM	Exhibits open	–
3/28/23	7:45 AM	8:30 AM	Registration opens	–
3/28/23	7:45 AM	8:30 AM	Breakfast + Fagron Showcase (15 min)	
3/28/23	8:30 AM	9:15 AM	2 ROLL-OUT: APC's Credit Card Processing GPO	45 min, CMSPI's Christian Johnson and Joshua Pynn
3/28/23	9:15 AM	10:00 AM	4 Valuation: Should I Stay or Should I go Now?	45 min, KC Smith, Henssler Financial
3/28/23	10:00 AM	10:30 AM	Exhibit Break	30 min
3/28/23	10:30 AM	11:00 AM	2 Services Showcase: 4 that Deserve Your Attention	30 min, HealNow, APMS, Shipment Trackers, RxAdvisors
3/28/23	11:00 AM	11:45 AM	2 Closing 483 Files: You have to ask, Dude	45 min, Lee Rosebush, BakerHostetler
3/28/23	11:45 AM	12:30 PM	1 Closing Session Keynote: "The Untapped Value of Human Connection"	45 min, Rob Lawless, Robs10KFriends
3/28/23	12:30 PM	12:45 PM	Send off	Board Chair Grzib and CEO Scott Brunner
3/28/23	12:45	1:30 PM	Exhibitor Tear-Down	–
		*	Separately ticketed event for the APC CompPAC	<i>Times subject to change.</i>
		1	Leadership & Strategy	<i>Current as of 1/3/2023</i>
		2	Growth	
		3	Staffing & Retention	
		4	Operations & Planning	
		5	Tara (a category unto herself)	