

2024 Owner Summit - La Jolla, CA

| Event Date | Start Time | End Time | Event / Program Name | Invited Speaker(s) | Description |
|-----------------|------------|----------|---|--|--|
| THURSDAY | | | | | |
| 4/4/24 | 8:00 AM | | Golf at Torrey Pines | | Please arrive by 7:45 AM for check-in |
| 4/4/24 | 12:00 PM | 3:45 PM | APC Board of Directors Meeting | — | |
| 4/4/24 | 2:00 PM | 3:30 PM | Exhibitor Set-up | — | |
| 4/4/24 | 2:00 PM | 4:00 PM | Registration Hours | — | |
| 4/4/24 | 3:30 PM | 4:15 PM | Welcome, Exhibits, Afternoon Snacks | | |
| 4/4/24 | 4:15 PM | 5:15 PM | KEYNOTE: Unveiling Influence – Harnessing the Power of Your Story | Lemzel Johnson, Lifeversation generously sponsored by Revelation Pharma | Embark on a transformative journey at this year's conference, tailored for pharmacy owners by the Alliance for Pharmacy Compounding. Our Motivational Keynote with international speaker, Lemzel Johnson, promises an insightful exploration of personal narratives, empowering you to unleash the full potential of your story. |
| 4/4/24 | 5:15 PM | 6:15 PM | Welcome Reception | Generously sponsored by PCCA | |
| 4/4/24 | — | — | DINNER ON YOUR OWN | | |
| 4/4/24 | 7:30 PM | 10:00 PM | APC Board of Directors Dinner | Generously sponsored by Topi-CLICK | |
| FRIDAY | | | | | |
| 4/5/24 | 7:15 AM | — | Registration and Exhibits open | | |
| 4/5/24 | 7:30 AM | 8:45 AM | Breakfast | | |
| 4/5/24 | 7:45 AM | 8:30 AM | Kickoff and Briefing | | |
| 4/5/23 | 8:30 AM | 8:45 AM | Corporate Patron Showcase: Bridging the Gaps in Healthcare: from Facilities to the Digital Experience | Medisca | |
| 4/5/24 | 8:45 AM | 9:30 AM | PHARMACY CARE: Eliminating Barriers to Patient-Reported Outcomes | Philip Smyth, Scott Brunner, Jack Korbutov | <p>BLURB A: How do you know that the compounded meds you prepare actually do for the patient what they're prescribed to do? And how do you use that info in both your quality assurance and sales and marketing efforts? The way to do that is via a patient-reported outcomes platform like OutcomeMD. At Owner Summit, we'll be launching new integrations with compounding softwares and enhancements to OutcomeMD itself that reduce workflow interruptions and may the platform a much better investment for you.</p> <p>BLURB B: Until compounders can demonstrate objectively that the medications they prepare do for patients what they are prescribed to do, your practice will continue to be negatively portrayed by FDA, the media, and big pharma. Recent programming enhancements to APC's OutcomesMD patient-reported outcomes platform have improved integration and eliminated workflow hurdles to make using the platform much more efficient – so that you can collect the sort of PROs FDA can't reject. We'll tell you about it in this session.</p> |
| 4/5/24 | 9:30 AM | 10:00 AM | PAIN POINTS: Billing for Compounded Meds: Best Practices | Trent Thiede, PAAS National | Lots of compounding pharmacies don't do it, deciding the juice isn't worth the squeeze. But if you decide billing for compounds is something you want to try, you need to know the right way to do it. In this session, PAAS's Trent Theide will share best practices for getting blood from those turnips. |
| 4/5/24 | 10:00 AM | 10:30 AM | PROFITABILITY: There's No Such Thing as a Marketing Rep: How Sales and Marketing are Two Different Things ... and Why it Matters | Peter Koshland, Koshland Pharm | Do you know the difference between marketing and sales? As a compounding pharmacy owner or manager, you should. Sales and marketing are different in function, measurement and outcome, and impact on staff and business revenue. Put the wrong person in the wrong position with the wrong expectations, and you're destined to be frustrated ... and you may ultimately fail at growing your business. Join this session with owner Peter Koshland to gain a better understanding of the two functions, plus some tips for structuring and managing them. |
| 4/5/24 | 10:30 AM | 11:00 AM | Exhibit Break | 30 min | |
| 4/5/24 | 11:00 AM | 11:30 AM | PAIN POINTS: What Not to Say (or Show) about Compounded Medications: A Marketing Claims Primer | Erin Michael, PCCA | Don't miss this eye-opening presentation to discover the types of images and statements you SHOULD include on your social media pages, as well as posts that you definitely SHOULD NOT. Led by PCCA Director of Member Engagement Erin Michael, the session also covers how to avoid making claims on your website and social media channels. |
| 4/5/24 | 11:30 AM | 12:00 PM | PROFITABILITY: Compounding and Clinical Trials: Opportunity, Red Tape, and Reality | Panel: Alexander Pytlarz, Facilitator; Joseph P. Navarra, John Herr, and Randy Davis | Intrigued by the possibility of participating in a clinical trial of compounded meds but concerned about red tape, compliance headaches, and privacy concerns? In this session, you'll hear a discussion from three owners who've found opportunity in research clinical trials. |

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| 4/5/24 | 12:00 PM | 12:30 PM | PROFITABILITY: 503B Wholesaling Guidance: Trick or Treat? | Panel: Marcy Bliss, facilitator: Shawn Hodges, Shaun Noorian, and Lee Rosebush | It's draft guidance from FDA that, when finalized will reshape the business of compounding as we know it. Or maybe it won't. Will sterile 503As become a thing of the past? Will the big box behemoths begin to dispense compounded meds sourced from 503Bs? In this panel discussion we'll hear from APC members who operate both a 503A pharmacy and a 503B outsourcing facility about what they think is coming – and what it means for compounding. |
| 4/5/23 | 12:30 PM | 1:00 PM | PHARMACY CARE: What to Expect When You are Expecting... To Run a Stability Study | Dr. Tom Kupiec, ARL | This presentation will familiarize compounders with the steps involved when conducting a stability study. A special emphasis will be given to timelines, to include planning steps, execution steps, reporting steps, and milestones for each. The presentation will explain what services and tests compounders should incorporate into their studies and how to estimate the amount of finished product sample required. Information about potential delays, wait times, and friction points that may occur in the stability study process will also be provided. |
| 4/5/24 | 1:00 PM | 1:30 PM | Lunch and BRIEFING: 2023 Snapshot of Pharmacy Compounding | Joey Mattingly, Scott Brunner, Lunch generously sponsored by KalChem | Enjoy lunch and a first peek at APC's new 2023-2024 Snapshot of Pharmacy Compounding – a demographic profile of all things compounding. |
| 4/5/24 | 1:30 PM | 1:45 PM | Corporate Patron Showcase | Empower Pharma | |
| 4/5/24 | 1:45 PM | 2:00 PM | 15 minute break | 15 min | |
| 4/5/24 | 2:00 PM | 2:15 PM | PHARMACY CARE: Why You Need A Patient Follow-Up Program | Joseph P. Navarra, Town Total Compound Center | An effective patient follow-up program is not just about patient medication adherence. Done correctly, it's also a revenue generator for your business. Learn the how, what, and why in this session with compounding pharmacy owner |
| | 2:15 PM | 2:45 PM | PROFIABILITY: Your True Cost of Compliance: Do you Know It? | Amy Summers | You can't afford to miss this session! Learn from compounding industry consultant, Amy Summers, PharmD, BCSCP, as she discusses the cost of compounding pharmacy compliance. Topics covered include: Elements of compliance Correlation of increasing regulations and the cost of compliance Most common results of state audits and FDA inspections Referencing literature and cases of cost of USP compliance cost of quality, adverse events, and recalls cost savings from reducing errors |
| 4/5/24 | 2:45 PM | 3:30 PM | Exhibit Break | 45 min, Generously sponsored by NasoNeb Nasal Delivery Systems | |
| 4/5/24 | 3:30 PM | 4:00 PM | PROFITABILITY: The Economics of Quality | Ross Caputo, Eagle Analytical | This presentation explores the intricate relationship between quality standards and economic considerations in the context of compounding pharmacy. Compounding pharmacies play a crucial role in tailoring medications to meet specific patient needs, emphasizing personalized care. Maintaining high-quality standards in compounding practices is essential for ensuring patient safety, regulatory compliance, and long-term business success. |
| 4/5/24 | 4:00 PM | 4:15 PM | PAIN POINTS: You Can't Manage What You Don't Measure | Owen Bondurant, Independent Rx | Essential financial/inventory performance measures for compounding pharmacy owners |
| 4/5/24 | 4:15 PM | 5:00 PM | Question Time with Tara Thompson | Tara Thompson, Revelation Pharma | How many times a week do you find yourself with a question – find yourself needing to know something you don't exactly know, wondering how others handle thorny problems related to their pharmacy business. Most of us have these questions daily. During the course of the conference, you will see index cards on your table and a fishbowl at the front of the room. Place your embarrassing, taboo, or most burning pharmacy questions on a notecard (anonymously!) and they will be read and answered via crowdsourcing – because 'All of us' is definitely smarter than any one of us. |
| 4/5/24 | – | 5:00 PM | Exhibits close for the day | – | |
| 4/5/24 | 5:15 PM | 6:15 PM | APC CompPAC Fundraiser* | Special guests Rep. Buddy Carter and Rep. Jay Obernolte This is a separately ticketed fundraising event. Please attend: \$1,000 RPh/\$250 Technician | |
| 4/5/24 | – | – | DINNER ON YOUR OWN | – | |
| 4/5/24 | 9:00 PM | 10:00 PM | The Board Chair's Reception | Generously sponsored by Pharma Source Direct | |

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| SATURDAY | | | | | |
| 4/6/24 | 7:30 AM | 8:45 AM | A Conversation with NABP's Al Carter, Breakfast, and Exhibits | Breakfast generously sponsord by International Filter Products | |
| 4/6/24 | 7:45 AM | 8:00 AM | Corporate Patron Showcase: Key Considerations When Renovating, Expanding, or Building a New Pharmacy | Mike DeLisio, PCCA (15-minutes) | |
| 4/6/24 | 8:45 AM | 9:30 AM | Compounding Cases: A Survey of Legal Action By and Against Compounding Pharmacies | Jay McEniry, generously sponsored by Fagron | On issues ranging from regulatory overreach to intellectual property rights, compounding pharmacies and facilities are finding themselves in the courts – and what’s happening there can be instructive for you as a pharmacy owner. Don’t miss this survey of recent cases with Fagron’s Jay McEniry, JD. |
| 4/6/24 | 9:30 AM | 10:30 AM | Best Practices for Ketamine Compounding | Panel: Tenille Davis, Facilitator; Gina Besteman, Peter Koshland, Jack Korbutov | APC has created a Best Practices Work group to discuss and draft some briefing documents for members about certain compounding topics. Please join us for a panel discussion about best practices for dispensing compounded ketamine with Gina Besteman, Peter Koshland, Jack Korbutov and moderator Tenille Davis. |
| 4/6/23 | 10:30 AM | 11:15 AM | Exhibit Break | 45 min, Generously sponsored by Medisca | |
| 4/6/24 | 11:15 AM | 12:00 PM | PAIN POINTS: There Goes My Baby: Selling My Pharmacy and What I Learned | Panel: Michelle Moser, Facilitator; Doug Yoch, Lloyd Levidow | Thinking about “transitioning out,” as they say? In this session, you’ll hear from owners who’ve sold ... and are or aren’t glad they did ... and what they learned in the process. |
| 4/6/24 | 12:00 PM | 12:45 PM | PAIN POINTS: How FDA Thinks | TBD, generously sponsored by Hyman, Phelps & McNamara PC | |
| 4/6/24 | 12:45 PM | 1:00 PM | Send off | Board Chair Navarra and CEO Scott Brunner | |
| 4/6/24 | 1:00 PM | 1:45 PM | Exhibitor Tear-Down | – | |
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| | | | * Separately ticketed event for the APC CompPAC | <i>Times subject to change.</i> | |
| DISCLAIMER: The information presented in these sessions does not constitute legal advice from APC or the sponsored presenters. Instead, all information prepared, displayed, and/or presented at this event is for general informational purposes only. For legal advice regarding these issues, you should promptly consult with an attorney. | | | | | |