

2027 Owner Summit: Call for Presenters

Long Beach, California
March 21–23, 2027

We're seeking practical, substantive presentations for compounding pharmacy owners. **Meaty, no fluff, and no sales pitches.** Proposals should address one of the sessions below. Durations include questions.

Session	Duration	Focus
Should We Be in This Business?	30 min	Evaluating emerging opportunities, using peptides as the case study
From Idea to Product Line: The Go/No-Go Checklist	30 min	What must be true before launching a new product line
AI That Actually Saves You Time	45 min	Useful owner workflows at the micro level, with privacy safeguards
Automate This, Not That	30 min	Choosing compounding pharmacy automation that delivers measurable value
503A + 503B: I Got You, Babe?	30 min	Partnership economics, responsibilities, and liability when partnering with e 503B
We've Outgrown the Place. Now What?	30 min	Expansion and relocation costs, hurdles, and surprises
The \$500,000 Question: Will This Equipment Actually Pay for Itself?	30 min	Equipment ROI, utilization, and hidden costs
Congratulations on the Machine. Now Make It Work.	15 min	Installation, validation, training, and productive use
They're Calling. Are You Actually Ready to Sell?	30 min	Sale readiness, exit alternatives, and retirement goals
The Colonoscopy: What Quality of Earnings Will Find	45 min	Deep dive into financials, including weaknesses buyers will uncover
Dueling Banjos: The Buyer, the Seller and the Deal Between Them	30 min	Real buyer and seller perspectives on deal terms
I'm Moving Out — Not Up	30 min	Retaining and empowering talented employees without inventing promotions
Would You Buy From Your Own Pharmacy?	30 min	Fixing friction in the patient experience
Your New Business Partner Has a Website	30 min	Telehealth partnerships, control, and accountability

Real examples, worked cases, and usable tools are encouraged. Sales pitches are never permitted. **Preference will be given to APC members and corporate patrons.**

APC generally does not compensate presenters. Presenters often gain business through the expertise they demonstrate, but sessions must remain educational.

**Submit by
Nov. 1, 2026**