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:
NIPCO-ACCRREDITED
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

Authorized Signature  Title  Date

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