



Retail Pharmacy Track

Thursday, July 15

- 7:30 – 8:30 Continental Breakfast
- 8:15 Welcome & Announcements
- 8:30 – 9:30 Molding Today's Marketing Concepts into Your Business Strategy
Wayne Adams, The ADAMS Group (1.0 CE)
- 9:30 – 10:00 Break
- 10:00 – 12:00 Word from the Hill: Regulatory Update, Brad Kile, Ph.D.
Dumbarton Group LLC (1.5 CE)
- 12:00 – 1:00 Lunch
- 1:00 - 5:00 Expo Open
- 1:00 – 2:00 NRx Enhancements 19.1.3-5
- 2:00 - 3:00 IVR/Automation/Web Refills
- 3:00 – 3:30 Break in Expo
- 3:30 – 4:30 QS/1 Healthcare Services

Friday, July 16

- 7:30 – 8:30 Continental Breakfast
- 8:30 – 10:00 AWP & Pricing, Patrick Lupinetti
First DataBank (1.5 CE)
- 10:00 – 10:30 Break
- 10:30 – 12:00 Successful Pharmacy Management: What Others are Doing that Really Works, Bruce Kneeland, R.Ph.
PharmacyConnections (1.5 CE)
- 12:00 – 1:00 Lunch
- 1:00 - 5:00 Expo Open
- 1:00 – 2:00 RxCare Plus Enhancements 19.1.3-5
- 2:00 – 3:00 Drug Enforcement Administration (DEA) Update, Claudia Schlosberg, J.D. (1.0 CE)
- 3:00 – 3:30 Break in Expo
- 3:30 – 5:00 Workshop: Point-of-Sale (POS)

Saturday, July 17

- 7:30 – 8:30 Continental Breakfast
- 8:30 - 3:00 Expo Open
- 8:30 – 10:00 New Business Associate Requirements Mary Jo Carden, R.Ph., J.D. Carden & Associates (1.5 CE)
- 10:00 – 10:30 Break
- 10:30 – 12:00 HME Update for Pharmacy, Sarah Hanna, ECS Billing (1.5 CE)
- 12:00 – 1:00 Lunch
- 1:00 – 2:00 Workshop: Best Practices for Tickler
- 2:00 – 3:00 Multi-Site Management (MSM) Update
- 3:00 PM Conference Adjourned

LTC Track

Thursday, July 15

- 7:30 – 8:30 Continental Breakfast
- 8:15 Welcome & Announcements
- 8:30 – 9:30 Molding Today's Marketing Concepts into Your Business Strategy
Wayne Adams, The ADAMS Group (1.0 CE)
- 9:30 – 10:00 Break
- 10:00 – 12:00 Word from the Hill: Regulatory Update, Brad Kile, Ph.D.
Dumbarton Group LLC (1.5 CE)
- 12:00 – 1:00 Lunch
- 1:00 - 5:00 Expo Open
- 1:00 – 2:00 PrimeCare Enhancements 19.1.3-5
- 2:00 – 3:00 Multi-Site Management (MSM) for PrimeCare
- 3:00 – 3:30 Break in Expo
- 3:30 – 4:30 Interfaces for PrimeCare

Friday, July 16

- 7:30 – 8:30 Continental Breakfast
- 8:30 – 10:00 AWP & Pricing, Patrick Lupinetti
First DataBank (1.5 CE)
- 10:00 – 10:30 Break
- 10:30 – 12:00 WebConnect V3.1
- 12:00 – 1:00 Lunch
- 1:00 - 5:00 Expo Open
- 1:00 – 2:00 Workshop: Best Practices for Workflow
- 2:00 – 3:00 Drug Enforcement Administration (DEA) Update, Claudia Schlosberg, J.D. (1.0 CE)
- 3:00 – 3:30 Break in Expo

Saturday, July 17

- 7:30 – 8:30 Continental Breakfast
- 8:30 - 3:00 Expo Open
- 8:30 – 10:00 New Business Associate Requirements Mary Jo Carden, R.Ph., J.D., Carden & Associates (1.5 CE)
- 10:00 – 10:30 Break
- 10:30 – 12:00 PrimeCare Billing (Invoice, Rebill, Billing Matrix)
- 12:00 – 1:00 Lunch
- 1:00 – 2:00 Facility Record Review
- 2:00 – 3:00 Miscellaneous Topics
- 3:00 PM Conference Adjourned

HME Track

Thursday, July 15

- 7:30 - 8:30 Continental Breakfast
- 8:15 Welcome & Announcements
- 8:30 - 9:30 Molding Today's Marketing Concepts into Your Business Strategy — Wayne Adams, The ADAMS Group (1.0 CE)
- 9:30 - 10:00 Break
- 10:00 - 12:00 HME Industry Update – Sarah Hanna, ECS Billing
- 12:00 - 1:00 Lunch
- 1:00 - 5:00 Expo Open
- 1:00 - 2:00 Turning Objections into Opportunities - Session #1
- 2:00 - 3:00 SystemOne Enhancements
- 3:00 - 3:30 Break
- 3:30 - 4:30 SystemOne IVR

Friday, July 16

- 7:30 - 8:30 Continental Breakfast
- 8:30 - 10:00 Making a Difference in HME by Staying Involved
- 10:00 - 10:30 Break
- 10:30 - 12:00 Lean Mean Billing Machine Sarah Hanna, ECS Billing
- 12:00 - 1:00 Lunch
- 1:00 - 5:00 Expo Open
- 1:00 - 2:00 SystemOne Enhanced Features & Functionality
- 2:00 - 3:00 Managing Medical Documentation, Kit Shellhouse, ECS
- 3:00 - 3:30 Break
- 3:30 - 5:00 POS Workshop - RX and HME Integration - General Session

Saturday, July 17

- 7:30 - 8:30 Continental Breakfast
- 8:30 - 3:00 Expo Open
- 8:30 - 10:00 Improving Inventory Control and Reducing Costs
- 10:00 - 10:30 Break
- 10:30 - 12:00 Essential Reporting Tools for Optimal Efficiency
- 12:00 - 1:00 Lunch
- 1:00-2:00 Electronic Claims Submission & Payment Posting
- 2:00 – 3:00 Turning Objections into Opportunities - Session #2
- 3:00 PM Conference Adjourned