

# 2012 ANNUAL CONFERENCE

## AMERICAN COLLEGE OF APOTHECARIES AND AMERICAN COLLEGE OF VETERINARY PHARMACISTS



**APRIL 18 -21, 2012**  
**HOTEL MONTELEONE**  
**NEW ORLEANS, LOUISIANA**

*The American College of Apothecaries*  
*~ bringing quality educational programs to pharmacists & other health care professionals ~*

## WEDNESDAY, APRIL 18

8:00 a.m. – 10:00 a.m. Executive Committee Meeting  
**PRESBYTERE ROOM**

10:00 a.m. – 3:00 p.m. Board of Directors Meeting  
**BONNET CARRE ROOM**

3:30 p.m. – 4:30 p.m. Committee Meetings  
**BONNET CARRE ROOM**

6:00 p.m. – 6:30 p.m. First Timers' Opening Reception  
**RIVERVIEW ROOM**



6:30 p.m. – 7:30 p.m. Opening Reception

## THURSDAY, APRIL 19

**JOINT PROGRAMMING – ACA/ACVP**  
**VIEUX CARRE ROOM**

8:30 a.m. – 9:30 a.m.

**Understanding Entrepreneurship and Using it to Your Advantage**

Ed Hesterlee, PharmD, FACA

Program #0201-9999-12-013-L04-P – 1.0 CE Hour

Knowledge Based Activity

At the conclusion of the session, the participant will be able to:

- Define entrepreneurship.
- Identify entrepreneurial characteristics.
- Recognize and overcome potential weaknesses by utilizing the principles of “Social Styles” and “Personality Types.”

9:30 a.m. – 11:00 a.m.

**A New Learning Approach to Developing Business Leadership**

Kha Le

Program #0201-9999-12-014-L04-P – 1.5 CE Hours

Application Based Activity

At the conclusion of the session, the participant will be able to:

- Define the new ACA Professional Development & Business Training Program and how it is an essential tool for developing and improving business leadership.
- Discuss various business leadership and entrepreneurial gaps or problems faced by independent community pharmacies.
- Explore three business leadership and independent community pharmacy case studies.
- Practice applying three related solutions or tools to manage customers, employees and suppliers.



11:00 a.m. – 11:15 a.m. Refreshment Break



11:15 a.m. – 12:15 p.m.

**Exit Strategy and Succession Planning for a Compounding Pharmacy**

Bill Letendre, MS, RPh, MBA, FACA

Program #0201-9999-12-015-L04-P – 1.0 CE Hour

Knowledge Based Activity

At the conclusion of the session, the participant will be able to:

- Describe the steps to prepare an exit strategy.
- Describe the pool of prospective buyers.
- Discuss the best time to sell.
- Review the valuation process for a compounding pharmacy.



12:15 p.m. – 1:45 p.m. Awards Luncheon  
**RIVERVIEW ROOM**

**JOINT PROGRAMMING – ACA/ACVP, CONT'D**  
**VIEUX CARRE ROOM**

1:45 p.m. – 3:15 p.m.



**Ignite Your Pharmacy's Growth Through Marketing**

Liz Tiefenthaler

Program #0201-9999-12-016-L04-P – 1.5 CE Hours

Knowledge Based Activity

At the conclusion of the session, the participant will be able to:

- Identify who their target market is and how best to engage with this market.
- Write a marketing plan that involves use of multiple media to reach their intended market.
- Determine how they will measure their return on investment.
- Identify ways a compounding niche will help their market.

3:15 p.m. – 3:30 p.m.

Refreshment Break



3:30 p.m. – 5:00 p.m.

**Quality in Compounding: QA/QC/CQI with USP <1163> and Practical Applications**



Tom Kupiec, PhD

Program #0201-9999-12-017-L04-P – 1.5 CE Hours

Knowledge Based Activity

At the conclusion of the session, the participant will be able to:

- Explain the differences between quality control, quality assurance and continuous quality improvement.
- Identify three different continuous quality improvement techniques that pharmacists can use in their compounding processes.
- Assess the reasonable and appropriate quality control testing frequency based on your specific compounding process.
- Discuss examples of continuous quality improvement, technical for compounding pharmacies.

**FREE EVENING TO ENJOY NEW ORLEANS**

---

## PROGRAM FOR SPOUSES AND GUESTS

---

*Begin the ACA/ACVP Annual Conference by renewing friendships and planning activities for the week.*

### WEDNESDAY, APRIL 18

6:00 p.m. – 6:30 p.m. **First Timers' Opening Reception**

6:30 p.m. – 7:30 p.m. **Opening Reception**

**RIVERVIEW ROOM**

### FRIDAY, APRIL 20

7:00 p.m. – 11:00 p.m. **President's Reception & Banquet**

**QUEEN ANNE,**

**DJ with Dancing**

**QUEEN PARLOR & BONNET CARRE**

## FRIDAY, APRIL 20

### ACA PROGRAMMING VIEUX CARRE ROOM

9:00 a.m. – 10:00 a.m.

#### **Pediatrics and Geriatrics - Oh How Much They Are Alike!**

Lisa Ashworth, BS Pharm, RPh

Program #0201-0000-12-018-L04-P – 1.0 CE  
Hour

Knowledge Based Activity

At the conclusion of the session, the participant will be able to:

- Describe pediatric compounding needs.
- Describe geriatric compounding needs.
- Explain challenges in choosing a vehicle and stability issues.
- Highlight their (pediatric and geriatric) likes and dislikes.



10:00 a.m. – 11:00 a.m.

#### **USP<795>: A Review of this Revised Standard for Nonsterile Compounding**

Lisa Ashworth, BS Pharm, RPh

Program #0201-0000-12-019-L04-P – 1.0 CE Hour

Knowledge Based Activity

At the conclusion of the session, the participant will be able to:

- Explain why this chapter was revised.
- Highlight the history of USP Standards setting and <795>.
- Describe the new and revised sections.
- Describe how they may affect your practice.



11:00 a.m. – 11:15 a.m.

Refreshment Break



11:15 a.m. – 1:15 p.m.

#### **“This Works for Me”**

Scot Maitland, BAAS

Linda McElhiney, PharmD, RPh, FIACP, FASHP

Program #0201-0000-12-020-L04-P – 2.0 CE Hours

Knowledge Based Activity

At the conclusion of the session, the participant will be able to:

- Compare the strengths and weaknesses of at least two innovative practice techniques when applied to their own practice.
- Discuss recent developments in pharmacy practice and how pharmacy practitioners implemented changes to take advantage of several new opportunities.
- Identify innovative practice techniques not being utilized in their own practice.



## FRIDAY, APRIL 20

### ACA/ACVP CONFERENCE PARTICIPANTS VIEUX CARRE ROOM



1:15 p.m. – 5:00 p.m.

#### **Lunch and Roundtable**

Deril Lees, PharmD, FACA

7:00 p.m. – 11:00 p.m.

#### **QUEEN ANNE, QUEEN PARLOR & BONNET CARRE**

11:00 p.m.

ACA and ACVP members are some of the most entrepreneurial pharmacists in our profession. This will be your opportunity to hear from some of these entrepreneurs as they describe innovative ideas that have resulted in expanded business and professional opportunities for their practices. It will also provide you with an informal setting where you can ask questions and explore whether or not these ideas might have application to your practice. It should be a fun, relaxed interactive way to enjoy lunch, and perhaps come away with an idea or two that you can “take to the bank”!

#### **President’s Reception & Banquet - DJ with Dancing Larry Wamble - Guest Speaker & Banquet MC**

**Adjournment of ACA/ACVP Conference**

## SATURDAY, APRIL 21

### SALON D

8:00 a.m. – 10:00 a.m.

**Breakfast**

## ACVP PROGRAMMING

### CONCURRENT PROGRAMMING RIVERVIEW ROOM

9:00 a.m. – 11:00 a.m.

#### **Pharmacy Essentials for Non-Traditional Pets and Zoo Animals**

Dinah Jordan

Program #0201-9999-12-021-L01-P – 4.0 CE Hours

Knowledge Based Activity

At the conclusion of the session, the participant will be able to:

- Describe the unique aspects of dispensing and compounding medications for these species.
- Identify useful drugs and formulations.
- Discuss ways to avoid compounding and dispensing disasters.



11:00 a.m. – 11:15 a.m.

Refreshment Break



11:15 a.m. – 1:15 p.m.

#### **Pharmacy Essentials for Non-Traditional Pets and Zoo Animals, Cont’d**

Dinah Jordan

Program #0201-9999-12-021-L01-P

Knowledge Based Activity

At the conclusion of the session, the participant will be able to:

- Describe the unique aspects of dispensing and compounding medications for these species.
- Identify useful drugs and formulations.
- Discuss ways to avoid compounding and dispensing disasters.



# FACULTY

**Lisa Ashworth, BS Pharm, RPh**  
Clinical Pharmacist and Compounding Specialist  
Children's Medical Center Dallas  
Dallas, Texas

**Ed Hesterlee, PharmD, FACA**  
Executive Vice President  
American College of Apothecaries  
Memphis, Tennessee

**Dinah Jordan, BS Pharm, PharmD, DICVP, FACVP**  
Chief of Pharmacy Services/Associate Clinical Professor  
College of Veterinary Medicine  
Starkville, Mississippi

**Tom Kupiec, PhD**  
CEO  
Analytical Research Labs  
Oklahoma City, Oklahoma

**Kha Le**  
Principle Consultant  
Revolution Advisors  
Louisville, Colorado

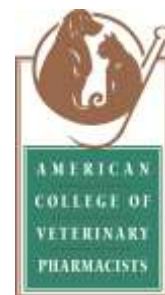
**Bill Letendre, MS, RPh, MBA, FACA**  
Vice President Pharmacy Management Services  
Professional Compounding Centers of America  
Houston, Texas

**Liz Tiefenthaler**  
President  
Pharm Fresh Media  
West Port, Wisconsin

## THANKS TO OUR CORPORATE SPONSORS & PARTNERS



formerly GALLIPOT®



### CONTINUING EDUCATION CREDIT

The ACA/ACVP Annual Conference has been approved for a maximum of 10.5 contact hours (1.05 CEUs) of continuing education credit. Pharmacists will be required to provide their NABP e-Profile ID and complete evaluations for each session to receive credit for an ACPE CPE session. All sessions carrying the ACPE program number are approved for continuing education credit. The American College of Apothecaries, Inc. is accredited by the Accreditation Council for Pharmacy Education as a provider of continuing pharmacy education. The American College of Veterinary Pharmacists' programming is co-sponsored by the American College of Apothecaries and is designed for Pharmacists specializing in veterinary pharmacy practice.

