REGISTRATION FOR SUPPLIERS & SPONSORS

PROVIDER REGISTRATION
This special Provider Registration is for all Hospital Pharmacy Directors and GPO Executives. Relax and enjoy a light meal & networking with your peers as you register for the conference. Lunch will be served between noon and 3:00 pm.

SUPPLIER SHOWCASE
Select Suppliers will showcase their products, services and technology. Showcases are designed to provide a limited number of supplier attendees with an opportunity to demonstrate their products, services and solutions for the provider executives. To maximize this experience for everyone, only Providers and Supplier attendees from companies with a showcase exhibit will be permitted into the showcase area. Please contact us to learn how you can participate.

SUPPLIER ORIENTATION
All Suppliers are welcome to attend this orientation meeting. This informational orientation meeting is an excellent opportunity for first time Supplier attendees to gain a clear understanding of our conference, specifically the Reverse EXPO and how it works.
4:15 pm – 5:30 pm

**PROVIDER ORIENTATION & SPONSOR SPOTLIGHT**
All Hospital Pharmacy Directors and GPO Executives are required to attend this orientation meeting, which will provide important information pertaining to the conference and introduce a few of our sponsors.

5:30 pm – 6:30 pm

**WELCOME RECEPTION & NETWORKING EVENT - ALL ATTENDEES**

6:30 pm – Late

**EVENING SUITES HOSTED BY OUR SPONSORS**
TUESDAY, OCTOBER 18

7:00 am – 6:00 pm
REGISTRATION DESK OPEN
Our Registration Desk will be staffed throughout the conference. If you have questions or need assistance with anything, please stop by and let us know. We are happy to help.

7:00 am – 8:00 am
BREAKFAST - ALL ATTENDEES

8:00 am – 9:30 am
OPENING REMARKS AND KEYNOTE ADDRESS

Mastering the Tornado
Speaker: Michael Hoffman, CSP

Effective training combines the right informational tools with the right amount of motivation. Motivation alone is fleeting, but the right tools without motivation are lifeless. In this powerful keynote presentation, Michael Hoffman, CSP, provides both motivation and the right tools, enabling attendees to get results that matter.

With a highly interactive style, Michael’s unique delivery cements his expertise in the minds of attendees to ignite the tactics and techniques necessary to approach their jobs “on purpose” with an attitude of ownership and professionalism. Michael uses his rich background to drive home his message that business is and will always be about people.

“How we approach our customers, both internal and external, will set us apart from all our competition,” Michael explains. “The tornado impacts your attitudes and the quality of your communication when it’s most critical. When the tornado rises, that’s when you need to be a master of the situation. Learning how the tornado of business and life impacts our communication and the skill sets necessary to be an agent of influence can be a game-changer in equipping and igniting your people to be the catalysts of progress.”

Michael is president of Igniting Performance, a Dallas based company that specializes in the skills of sales, customer loyalty and leadership. For more than 20 years Hoffman has thrived not by focusing on motivation, but by balancing motivation with information tools people can use to purposefully approach their jobs with an attitude of ownership and professionalism.

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**Learning Objectives:**
After attending this presentation, attendees will be able to:
- Communicate with their organization to ignite an engaged culture
- Describe and implement the secret to building involvement for commitment
- Get the most done in any coaching situation
- Understand secrets to nailing both the personal and any practical needs
- Identify when you need more than a team
- Create loyalty with staff through conversations
- Develop the #1 skill that creates sought-after coaches
- Manage their interactions to have more impact and influence

9:30 am – 9:45 am  **COFFEE BREAK**

9:45 am – 10:45 am  **EDUCATIONAL SESSION**

**USP 797**  
Lou Diorio, RPh, FAPhA

Lou Diorio is a principal of LDT Health Solutions, Inc. (LDT) a medication safety & quality management consulting company with over 70 years of pharmacy expertise serving clients nationwide. Lou is a graduate of Long Island University’s Schwartz College of Pharmacy. Lou is an adjunct Professor of Pharmacy Practice for the college and a preceptor of pharmacy students.

Lou has extensive experience in IV and extemporaneous compounding, and lectures, writes, and consults on these topics; Lou lends his expertise to many State Boards of Pharmacy and is a nationally recognized subject matter expert on compounding. Mr. Diorio regularly proctors the NYS Board of Pharmacy Licensure Exam (Part III) for Sterile Compounding. He has managed an FDA-registered cGMP manufacturing operation for Coram Healthcare (SoluNet™ LLC). An active APhA member, Lou is a past Chair of APhA’s APPM Academy of Practice and Management, an APhA Fellow, and was the Chair of APhA’s Compounding Special Interest Group (SIG). He is also a current member of the Kappa Psi Pharmaceutical Fraternity Foundation Board of Directors.

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Since 1985 Lou has practiced in many clinical settings fulfilling many clinical & operational roles, including Chief Operating Officer of Hebrew Hospital Corporate Services, a multi-centered sub-acute and LTC hospital system in New York. He has also managed & practiced in home-care, hospital, and community settings. Mr. Diorio lectures and develops educational materials for Pharma companies on technical, regulatory, and marketing topics.

Learning Objectives
After attending this presentation, attendees will be able to:
• Summarize USP797 Chapter requirements, including key proposed changes
• Describe the key attributes of a comprehensive personnel training program for the handling and compounding of CSPs
• Outline the overlapping regulatory agencies with oversight of sterile compounding practices
• Identify the major characteristics of a comprehensive compounding room cleaning process
• Understand the major physical characteristics of a modern compliant compounding location / pharmacy / physical plant
• Recognize the differences between the three compounding RISK-levels when compounding CSPS

11:00 am – 12:00 pm EDUCATIONAL SESSION

USP 800
Lou Diorio, RPh, FAPhA

Learning Objectives
After attending this presentation, attendees will be able to:
• Describe the components and strategies available which can protect all compounding and administration personnel in handling HDs
• Outline three major characteristics of a fully compliant HD compounding location / pharmacy / physical plant
• Implement the critical characteristics of a compliant HD drug storage plan
• Identify the role of closed system transfer devices (CSTDs) in the compounding & administration of hazardous drugs
11:30 am – 1:00 pm

LUNCH - ALL ATTENDEES

1:30 pm – 3:30 pm

REVERSE EXPO SESSION I
The Hospital Pharmacy Directors and GPO Executives host the exhibit booths in this very unique Reverse EXPO.

4:00 pm – 5:00 pm

EDUCATIONAL SESSION

How to Integrate Pharmacist into Primary Care
Speaker: Lindsay Conway

Lindsay has been with the Research & Insights division of The Advisory Board Company since 2006. As a Managing Director, she conducts and oversees research for the Oncology Roundtable and the Pharmacy Executive Forum. During her tenure with the Oncology Roundtable, she has led research studies on the implications of health care reform for cancer patients and providers, growth strategy, care transformation, patient-centered care, cost control strategies, and revenue cycle operations. She has also worked with several other Advisory Board memberships including the Cardiovascular Roundtable, Nursing Executive Center, Philanthropy Leadership Council, and IT Insights. Lindsay’s interests in pharmacy include the hospital-owned specialty pharmacy business, retail pharmacy strategy, cost containment strategies, and elevating the role of pharmacists in patient care. Lindsay received her M.S.Ed. in Higher Education Management from the University of Pennsylvania. She received her bachelor’s degree magna cum laude from Cornell University.

Learning Objectives
After attending this presentation, attendees will be able to:
• Describe how five progressive health systems have integrated pharmacists into primary care in order to improve cost and quality performance
• Identify the six critical components of an integrated pharmacy program
• Implement action steps to help your organization apply these best practice models
DINNER & ENTERTAINMENT
On Tuesday night, join us for an unforgettable Oktoberfest celebration at Hofbräuhaus Chicago, the first and only German micro brewery, beer hall, restaurant and beer garden to call Chicago home. As a replica of the legendary Hofbräuhaus in Munich, Germany, they take pride in providing an experience as authentic and unforgettable as the 400-year-old original. From the traditional Beer Hall bursting with nightly live entertainment, to the King Ludwig Room and excellent German fare, everything has a bold touch of Bavaria you won’t forget any time soon. Come prepared to eat, drink and dance the night away!
7:00 am – 12:00 pm
REGISTRATION DESK OPEN
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7:00 am – 8:00 am
BREAKFAST - ALL ATTENDEES

8:00 am – 9:00 am
EDUCATIONAL SESSION

Diversion by Healthcare Personnel: The Role of Pharmacy Leadership in Protecting Patients and Staff
Speaker: Kimberly S. New, JD, BSN, RD

Kimberly New is the founder of Diversion Specialists, a consulting firm that specializes in the prevention, detection and response to drug diversion by healthcare personnel. Kim consults on issues of controlled substance security and DEA regulatory compliance, and helps healthcare facilities set up and expand their drug diversion programs with the goal of protecting patients, staff and facilities from the harm frequently associated with diversion.

Kim is a nurse and an attorney. She has extensive clinical experience and has worked for many years as a healthcare lawyer and as a Compliance Officer for a large long-term care company and an academic medical center. Kim is a frequent author and national speaker on the subject of health facility diversion. She works as the Executive Director of the International Health Facility Diversion Association and is a former executive board member of the National Association of Drug Diversion Investigators. Kim has been featured in USA Today and the Wall Street Journal, and has served as a guest author for the CDC Safe Healthcare and DHHS aids.gov blogs.

Learning Objectives
After attending this presentation, attendees will be able to:
• Describe the impact of diversion by healthcare personnel on patient safety and quality of care
• State the essential components of a diversion prevention, detection and response program
• Implement a diversion program that will help protect patients and staff from the risks of diversion
• Identify methods for increasing security and accountability of controlled drugs in the pharmacy and hospital setting
9:30 am – 11:30 am

REVERSE EXPO SESSION II
The Hospital Pharmacy Directors and GPO Executives host the exhibit booths in this very unique Reverse EXPO

FOR INFORMATION ON SUPPLIER REGISTRATION AND SPONSORSHIPS PLEASE CONTACT:
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