



Day-by-Day Schedule

2012 Regional Chain Conference
It's who we are. And what we do.

February 5 - 7, 2012
The Ritz-Carlton Naples
Naples, FL

Day-by-Day Schedule

Sunday, February 5

12:00 noon – 5:00 p.m.

Registration/Conference Lounge

Artisans

Supported by:



4:30 p.m. – 5:00 p.m.

First-Timer's Orientation

Estuary II

5:00 p.m. – 6:00 p.m.

NACDS-PAC Reception

(By Invitation Only)

Plaza I

6:00 p.m. – 10:30 p.m.

Super Bowl XLVI Party

Ritz-Carlton Ballroom

Supported by:



Monday, February 6

7:30 a.m. – 5:00 p.m.

Registration/Conference Lounge

Artisans

Supported by:



7:30 a.m. – 8:00 a.m.

Breakfast

Ritz-Carlton Ballroom

Day-by-Day Schedule

Monday, February 6 (continued)

8:00 a.m. – 9:45 a.m.

Opening General Session

Ritz-Carlton Ballroom

Supported by:

REXAM



Welcoming Remarks

Tim Erdle

Executive Vice President Store Operations

Thrifty White Pharmacy

Regional Chain Conference Chairman



State of the Industry

Robert D. Loeffler

Chief Administrative Officer

H-E-B

NACDS Chairman of the Board



State of the Association

Steven C. Anderson, IOM, CAE

President and Chief Executive Officer

NACDS

Day-by-Day Schedule

Monday, February 6 (continued)



Government Affairs and Public Policy Update: Looking forward to 2012

Carol A. Kelly
Senior Vice President, Government Affairs and
Public Policy
NACDS



Sandra Kay Guckian, M.S., R.Ph.
Vice President, State Government Affairs,
Government Affairs and Public Policy
NACDS

This program will review briefly key accomplishments in 2011 for the pharmacy community, using that information to spring board into the challenges and opportunities that confront the industry for 2012. We are facing another major and important election cycle, for both the federal government and the states. Those attending this session will hear an overview of the state of healthcare reform for the nation, with a focus on the key issues confronting pharmacy such as Medicaid reimbursement for generic drugs, opportunities to participate in providing Medication Therapy Management for patients, fraud and abuse regulation, and Medicare Part B issues of concern to industry. In addition, the upcoming elections will be examined with an eye towards what they tell us for the future.

ACPE #: 0206-0000-12-500-L03-P (.075 CEU)

9:45 a.m. – 10:00 a.m.

Refreshment Break
Ritz-Carlton Ballroom Foyer
Supported by:



Day-by-Day Schedule

Monday, February 6 (continued)

10:00 a.m. – 10:45 a.m.

General Session
Ritz-Carlton Ballroom



Pharmaceutical Trends, Issues and Forecasts
Doug Long
Vice President, Industry Relations
IMS HEALTH

Get an expert's view of what lies ahead in the 2012 pharmaceutical market. This session will highlight trends, issues and forecasts in demographic sales, markets and more. Find out which industry segments are growing/declining and how evolving trends may impact your business.

ACPE #: 0206-0000-12-501-L04-P (.075 CEU)

10:45 a.m. – 11:00 a.m.

Refreshment Break
Ritz-Carlton Ballroom Foyer
Supported by:



11:00 a.m. – 12:00 noon

Chain Member Interactive Idea Exchange
(Retailers Only)
Aqualane Shores, Coquina Sands, Estuary I,
Estuary II, Pelican Bay, Port Royal II

12:15 p.m. - 1:00 p.m.

Lunch
Ritz-Carlton Ballroom

1:00 p.m. – 2:45 p.m.

General Session
Ritz-Carlton Ballroom
Supported by:



Day-by-Day Schedule

Monday, February 6 (continued)



The New Shopping World Emerges - What It Means for You

Candace Corlett
President
WSL/STRATEGIC RETAIL

Shoppers have moved onto their new shopping world. They have moved beyond the economic and social turmoil, and embraced a shopping world that is being reshaped by technology. In this presentation you will learn the 5 simple truths you need to follow in order to stay ahead of your shoppers, including how to re-define convenience, re-invent service, re-asses "value" and cope with shrinking aisles.



Social Media - What Is It and How to Use It

Kathleen Bystrom
Director of Client Services, Retail & Portals Lead
NM Incite - A Nielsen McKinsey Company

Learn how to implement social media listening in your business - and how to better understand the value and take advantage of the rich insights made possible by social media.

2:45 p.m. – 3:00 p.m.

Refreshment Break

Ritz-Carlton Ballroom Foyer
Supported by:



3:00 p.m. – 4:00 p.m.

Chain & Associate Member Interactive Idea Exchange

(Chain and Associate Members Only)
Aqualane Shores, Coquina Sands, Estuary I,
Estuary II, Pelican Bay, Port Royal II

Day-by-Day Schedule

Monday, February 6 (continued)

5:00 p.m. - 6:00 p.m.

Reception
Center Court
Supported by:



Bayer HealthCare

Evening Open

Tuesday, February 7

7:30 a.m. – 5:00 p.m.

Registration/Conference Lounge
Artisans
Supported by:



7:30 a.m. – 8:00 a.m.

Breakfast
Ritz-Carlton Ballroom

8:00 a.m. – 9:45 a.m.

General Session
Ritz-Carlton Ballroom

Day-by-Day Schedule

Tuesday, February 7 (continued)

Your Survival - How to Leverage Your Corporate Citizenship

Supported by:



Mark J. Gregory, R.Ph.
Vice President of Pharmacy & Government
Relations
Kerr Drug, Inc.



Tim Weippert, R.Ph.
Executive Vice President of Pharmacy
Thrifty White Pharmacy



Representative Tom Murry (R)
North Carolina House of Representatives

This session will provide tested strategies and common sense techniques for all attendees and companies to identify and leverage their respective relationships and strengths with key decision and policy-makers. No matter how large or number of stores you operate you have the ability as well as an obligation to make a difference and promote your company and industry. Your future is within your control!

ACPE #: 0206-0000-12-502-L04-P (.075 CEU)

Day-by-Day Schedule

Tuesday, February 7 (continued)



Strategic Secrets For Growing Your Front End Business

Chris Skelly
Director of Sales, Mass Markets
McLane Company, Inc.

Join this session to hear the latest successful trends and techniques in front-end merchandising from Chris Skelly of the McLane Company, a highly successful \$28 billion supply chain services company, providing grocery and foodservice supply chain solutions for thousands of convenience and drug stores.

9:45 a.m. – 10:00 a.m.

Refreshment Break

Ritz-Carlton Ballroom Foyer
Supported by:



10:00 a.m. – 10:45 a.m.

General Session

Ritz-Carlton Ballroom
Supported by:



Day-by-Day Schedule

Tuesday, February 7 (continued)

Labor & Employment: What Trends You Need to Know



Deborah Kelly
Partner and Deputy General Counsel
Dickstein Shapiro LLP

Deborah Kelly will focus on the latest employment land mines, including social media issues, that can make a legal difference for your company. Practical advice and a list of do's and don'ts will be provided during this presentation that can be shared with your management team back home.

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10:45 a.m. – 11:00 a.m.

Refreshment Break
Ritz-Carlton Ballroom Foyer
Supported by:



11:00 a.m. – 12:00 noon

Chain & Associate Member Interactive Idea Exchange
(Chain & Associate Members Only)
Aqualane Shores, Estuary I, Estuary II, Pelican Bay, Port Royal I, and Port Royal II

12:15 p.m. – 1:00 p.m.

Lunch
Ritz-Carlton Ballroom

1:00 p.m. – 5:00 p.m.

Chain & Associate Member One-to-One Business Conferences
Vanderbilt Ballroom

Day-by-Day Schedule

Tuesday, February 7 (continued)

7:00 p.m. – 10:00 p.m.

Reception, Dinner & Entertainment

Ritz-Carlton Ballroom & Foyer

Supported by:



Featuring:

Jon Stetson

Join us for an evening of inspiration and imagination!

