



**BOI Pharmacy Mastermind Alliance  
Meeting Agenda  
October 5 and 6, 2011**

Tuesday, October 4, 2011

Arrival and check-in:

**HoteLumiere  
999 North 2<sup>nd</sup> Street  
St. Louis, MO 63102  
314-881-7803**

- As everyone will be arriving at different times by plane and car, (and several local), we will do our usual informal meet and greet. The hotel bar is in the lobby and is called “Cascade” – this will be the place to mingle as you arrive and settle in. They also have several good restaurants right outside the front door on “The Landing” – a historic area full of bars and restaurants on the downtown riverfront.
- David will have his van ready and will coordinate with anyone he can for pick up at the airport
- If possible, please let us know your projected arrival time.
  - Bill Chionio cell: 314-960-9686
  - David Chionio cell: 314-304-3824

Wednesday, October 5, 2011

Please plan to eat breakfast prior to the meeting’s start. The HoteLumiere offers an “early bird” breakfast buffet at their Kitchen Buffet. Price is \$5.99/person.

*\* Both Groups Combined for this first session – everyone will report to the same room. We will get the room name/number to you soon.\**

**8:00am – Welcome and Brief Introductions of New Members**

- Complete our Company Profiles
- Using your private BOI Group Web-page
- Review confidentiality agreements
- Review two-day agenda



**8:45am – 340B Update**

- Several of our members made this their number-one action item after our last meeting. We will ask them to give an update of progress made since then. Scott, Mike, Steve, Amy, Frank, and John - - all have been involved in 340B.
- Maxor's 340B program – Angela will have some significant and useful information to share with us as a result of years working in the 340B business sector
- Other service-oriented opportunities (560, 330 programs) – Frank

**10:00am – Update on Action Items (S.M.A.R.T. Goals)**

- Staff meetings (Programs, Policies, Operations) – Mike
- Cost-saving plan based on scheduling & payroll analysis – Dave
- Cash Pricing plan – Tony
- Refer-a-Friend Program – Rick
- "Prescription Savings Club" (loyalty program) – Larry
- Children's Vitamin program – Bruce, Gary
- Buying a new store – Mike
- Implement 340B Plan – Scott, Dave, Steve, Amy, Frank
- Mail Order Education Forum for local employers currently losing to mail order – Mark
- Implement Returned / Outdated merchandise return service – Mark

**10:45am – Break**

**11:00am – Technology / Software discussion**

- We will have Jim Rosenberg, president of NEO3 Business Software Solutions, with us for this portion of the meeting to contribute to this discussion and share information. Jim comes recommended to us by fellow member, Garry.
- We had several members express interest in learning more about this topic and discussing among the group

**12:00pm – Lunch** in room (Open Discussion) – *Lunch is graciously sponsored by Jim Rosenberg and NEO3.*

**1:00pm – Group Break Out (Separate Groups)**

- Best Ideas – This session has proven time and time again to produce take-aways of quantifiable value from the meeting (10 to 15 minutes per person)
- Salary Surveys – testing for hiring
- Round-table Discussion – Strategic topics requested by members

**3:00pm – Break**



**3:20pm – AmeriSource Bergen Presentation: Strategic Positioning Opportunities & Present/Future Pharmacy Market Research (Groups combined)**

- Rick Goebel (VP, Managed Care), Jay Sepanski (Director, Chains), Mike Cantrell (President, Good Neighbor Pharmacy).
- We look forward to getting AmerisourceBergen’s perspective of what they think the future of the industry will be like.
- This will be a good opportunity to ask some tough questions of these folks

5:00pm – End of day

6:30pm – Dinner at **Kemoll’s Italian Restaurant**, located at 211 North Broadway.

- Dinner is included. BOI chose Kemoll’s Italian, one of the finest local restaurants in St. Louis. Kemoll’s is on the 42<sup>nd</sup> floor of the Metropolitan building downtown and provides an amazing view of the riverfront – enjoy!

Thursday, October 6, 2011

**8:00am – Presentation by Brian Vossler with DataRx: PBM Market Future & Combating Mail Order (Combined Group Discussion)**

- PBMs: We considered the current PBM industry to be the greatest threat to independent pharmacy at our recent Strategic Planning meeting. But where there is turbulence, there is opportunity, so this session is all about how to take advantage of the turbulence. We are very fortunate that member, John S., has already done a significant amount of work in this area and he will be sharing some of his experience and success in this regard. And our presenter will add good perspective of the PBM market, what it consists of, its future, strategic action, etc.
- David vs. Goliath – Tom C. has an interesting story to tell (in Tom C. fashion, we will keep you in suspense)
- Mail Order Threat: Combat update from the front lines – John Smith, Tom C., Mark. Again, our presenter will add perspective by delivering a power-point presentation that we have been told by several members is “a big eye opener.”

**10:30am – Interactive Discussion (Combined Groups)**

- New Specialty / Designer drugs coming on the market – Tom C. has another very interesting story to share
- McKesson’s RelayHealth program
- From scripts to services
- From 50% generics five years ago, to 80% today - - impact on independent pharmacy and what we are doing about it

12:00pm – Lunch in Room (Continue Discussion Topics)

*1:00pm – Group Breakout (Separate Groups)*

- Continue Best Ideas session
- Performance Matrix benchmarking
  - Steve S., Lead
- New market segment opportunities – Long Term Care
  - Gary and Mike, Lead
- Open Discussion: Any outstanding topics we have not yet covered

*3:45pm – Break*

*4:00pm – Meeting Wrap Up*

- Meeting assessments
- Final words
- Choose Spring 2012 meeting date

*5:00pm – Meeting adjourns*