



MGM National Harbor  
Oxon Hill, MD  
OCT. 15 – 17, 2018

## Workshop Announcement

### The State Regulatory Environment: Full Disclosure

Presented by  
**Tom Lederer**  
Merck & Company  
and  
**Brian Van Hoy & Mark Adams**  
G&M Health, LLC

There's lots of talk these days about the state regulatory environment and how to stay on top of all the information. This new workshop is brought to you by three veteran compliance experts who spend their days in this complicated arena: Tom Lederer from Merck and Mark Adams and Brian Van Hoy from G&M Health.

Their presentation will focus on the proliferation of state regulations that currently exist, highlighting those which were recently passed; those most impactful on industry; and, those with legislative action pending. Topics to be discussed include disclosure reporting (transfer of value, samples), price reporting, employee licensing and registration requirements, compliance program requirements, and at a micro level, the emergence of jurisdictional requirements. A sampling of recently passed regulations will also be addressed from implementation and operational perspectives.

Conversation will also include state sample distribution regulations and the complexity their uniqueness creates, with special attention on loss reporting requirements and the variation of what—and when—reporting is required.

The complexity of these regulations hinges on the distinct and subtle differences that exist from one requirement to the next. At a minimum, the pharmaceutical industry should prepare itself for this trend to continue, and how you manage these emerging issues will be key to remaining compliant. Don't miss this fast-paced, chock-full learning session!

#### Already registered?

Pass this email along to a colleague or friend. And don't forget when three people from the same pharmaceutical, medical device or biotech company attend, one more may attend for **FREE**.

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Sharing Conference™ Signature Sponsor G&M Health is proud to announce their participation in this year's Case Study Program with their submission:

### Successfully Managing a FAST Changing Regulatory Environment

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