



The 24th Annual  
**Sharing  
Conference™**  
Compliance | Transparency | PDMA | OIG  
October 7 – 9, 2026  
Princeton Marriott at Forrestal, NJ

## WORKSHOP ANNOUNCEMENT

### License to Operate: Decoding the Complexities of Pharmaceutical State Licensing

If your company operates in the United States, you know that no two states approach pharmaceutical distribution licensing exactly the same way. Navigating those differences and understanding how they apply to your specific business model can be challenging.

In this workshop, we'll decode the differences between various license types — such as distributor, wholesaler, and virtual manufacturer — and offer practical guidance to help you determine which licenses may be relevant for your organization's structure and activities

This is a highly interactive session that offers a valuable forum for discussing challenges and exchanging ideas. Bring your questions and experiences, and leave with practical tips and real-world perspectives. Whether you're new to licensing or looking to broaden your knowledge, this workshop will give you clearer insight into the complexities of pharmaceutical state licensing.

Presented By



**Lisa Butler**

Director of State Licensing & DEA Compliance, US Supply Chain Management at Novartis Pharmaceuticals Corporation, and President of the Sharing Alliance

[Register for the Conference Now](#)

#### About the Sharing Conference

The Sharing Conference is the life science industry's premier compliance-focused event, uniting professionals across the pharmaceutical, biotech, and medical device sectors to exchange insights, uncover ideas, and strengthen their expertise. We are committed to helping our community stay ahead of the industry's ever-evolving regulatory landscape, ensuring compliance professionals are well-prepared to play their part in securing a safe and effective drug supply.

[Learn More](#)

We're pleased to offer a discounted room block rate of \$199/night (plus tax) at the Princeton Marriott at Forrestal. This special rate is available 2 days before and 2 days after the conference. Book your room by Monday, September 21, 2026 to lock in the rate and make the most of your time at the conference.

[Book Your Room](#)

Or call 1-800-228-9290 and mention the 2026 Sharing Conference.

#### Bring Your Team

When three people from the same pharmaceutical, medical device, or biotech company register, a fourth may register for **FREE**. Pass this along to your colleagues to maximize your team's training budget and conference experience. Contact [mail@sharingalliance.org](mailto:mail@sharingalliance.org) for details.



**Vendors that provide commercial operations and/or compliance services to the life sciences industry must purchase a booth package to participate in the Sharing Conference. Please visit the [exhibitor page](#) on our site for more information.**



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