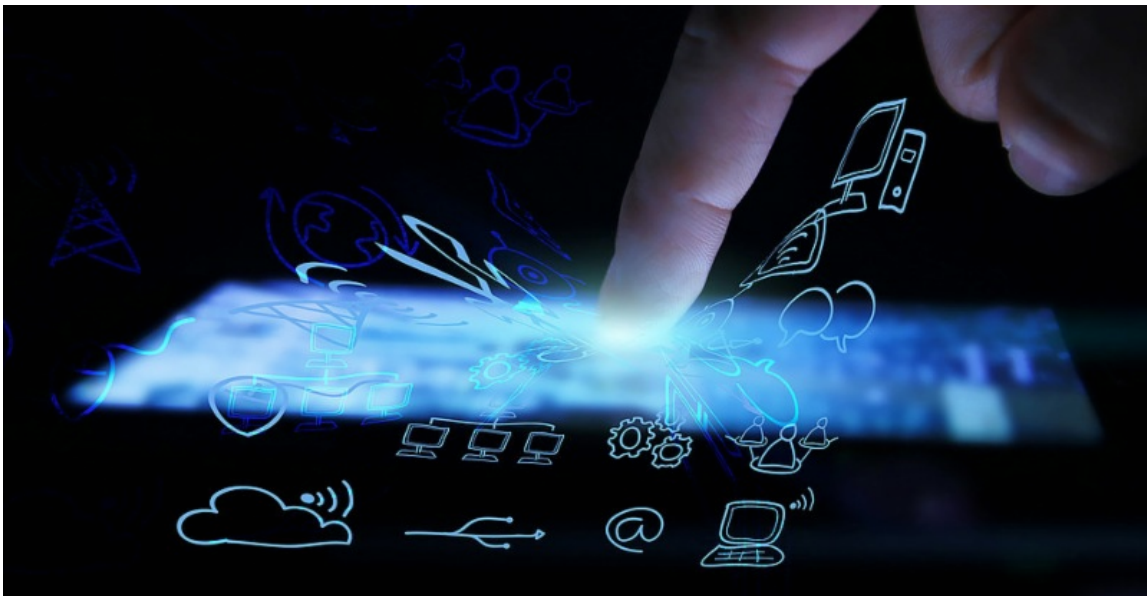




**MedSales Advisor:
Distributors**

October 2018



**One-stop for National MedSales Products...
News to help you carry the bag successfully.**

Brought to you by National MedSales Associates (NMS), a national rep group that covers every state in the contiguous United States.

We will be assisting you in sales support for Infinitem,
ZOLL defibrillators*, Novarix,
Rx Warmth, Prevent G, SafeHands, Seiler, Solaris and more.

Whether it's an equipment demonstration, sales meeting, training or an in-service, we will be there to help you sell.

Between the Manufacturer Representatives and our team, you have 40+ reps supporting you in the medical market.

Find your [National MedSales Rep](#) and get started today.

***Florida only**

Science of SafeHands

It's the most extensively tested and leading alcohol free hand sanitizer. The company



meets all FDA recommended testing protocols for Microbiological Testing, Stability Testing, Preservation Efficacy Testing, Kill Rate Efficacy Testing, Three Year Bench Testing, Repeat Insult Dermal Testing (Certified by a Board Certified Dermatologist). Each production run has one test for the active, one for the batch and one from the production run.

[Free dispenser promo](#)
[Request samples](#)
[Visit FMS for collateral](#)



Sound Familiar?

We all have those customers we have called on forever and for some reason or another, we just can't recall their name. Since you can't call them darling, honey or love, [read some tips](#) on how to help you recall names and faces for customers and other important contacts!



Obesity set to overtake smoking as the biggest preventable cause of cancer...

Currently, 12% of cancers in women are linked to smoking, and 7% to being overweight and obese. But with the number of smokers falling and obesity rates projected to rise, the charity estimates that gap will disappear in 25 years time. [Read more.](#)

Prevention is key and California Medical Weight Management has a solution. You should have accounts that already offer retail products to their patients. These accounts should be your first stop. Make sure you understand the program and that it could potentially add an additional \$500K annually in revenue. Contact your [NMS Rep](#) to review the business model **prior** to your meeting as you only have a few minutes to outline the turnkey opportunity.

Target:

- Dr's that currently offer vitamins/supplements for sale in their business as they understand the value
- Urgent Care Centers are looking for more services that give

- patients a reason to return
- FP/IM/GP/Gyn
- Endocrinologists to help diabetics lose weight

[View video](#)
[Visit FMS for collateral](#)



Solaris Demo Units Coming Soon

Solaris Medical Technology will be our go-to manufacturer for Pulse Oximeters moving forward. If you are not currently set up and ready to sell, contact your [NMS Rep](#) to get set up. These products will be set up under Florida Medical Sales (FMS).

[View price list](#)
[Visit FMS for collateral](#)

NEW Infinium Monitors



These are great monitors for physician offices, surgery centers and hospitals but be aware, there are no EMR interfaces. There are plenty of opportunities that don't require this option. This should be a simple sale that gives the customer a robust platform.

3 models offered:

- Omni Express: Full features with optional CO2
- Omni Express VS: Simalar features without ECG
- Cleo: SPO2, BP, temperature and Co2

[Visit FMS for collateral](#)

Post the Most for SCA Month



Ensure EVERY customer is prepared! A readily available AED can help save an SCA victim's life, but sadly, an AED with expired batteries or pads is of no use at all.

How can you help? Simply ask your customers, "Can I check your AED today?" You will likely find a few AEDs with expired batteries or pads. Suggest an upgrade to a cost-effective AED Plus! **This contest will allow you to find opportunities for upgrades!**

- [Quick Check Guide](#)
- [Trade-In](#)
- [Sales support](#)

One Lucky Winner Per Market Every Week In October



Steps:

- [Check the AED](#)
- Leave sticky note reminders to check their AED year-round
 - [Order more](#)
- Take a picture of yourself/customer w/the AED you checked
 - Any model, or manufacturer
- [Upload your photo](#) to your group
- Automatically entered for a prize valued <\$100
- Grand Prize: Final drawing at month end for an AED to donate to the charity of your choice



IV-Eyes are Moving

Customers are looking for devices to make them more efficient in drawing blood or starting IVs. One Distributor sold it's first three Iv-Eye's in September. Don't miss this opportunity!

[Visit Novarix](#)

[Visit FMS for collateral](#)



Rx Warmth is Locked and Loaded

Rx Warmth is now set up and ready to order for all your doctors patient warming solutions.

[Part #s and Price list](#)

[Visit FMS for collateral](#)



Colposcope/Microscope Promo

Buy a new colposcope receive a free Seilerscope. Flyer coming soon.

[Visit FMS for collateral](#)

The Most Interesting Man in Medical Sales

In honor of Halloween, let's talk about bones. When you were born, you had 300 bones. Now you have 206, if you are an adult. The rest of the bones have not disappeared – they have merely fused together.

* Source: The People's Almanac 2, compiled by David Wallechinsky and Irving



Wallace.

National MedSales Quick Links



[California Medical Weight Management](#)
[FMS collateral](#)
[Infinium](#)
[National MedSales](#)
[NMS Rep list updated](#)
[Novarix](#)
[RxWarmth](#)
[SafeHands](#)
[Seiler](#)
[Solaris](#)
[Zoll](#)



Want to Make Sure You Get Credit for a Sale?

Ask your NMS Rep to [Enter leads](#) in the CRM.