



**MedSales Advisor:**  
Internal Use Only

January 2021

*MedSales Advisor...your go to place for  
materials you need on a daily basis.*



“What the new year brings to you will depend a  
great deal on what you bring to the new year”

Vern McLellan



**What is Regenerative Medicine?**

From the young model to the aging retiree, from the elite athlete to the weekend warrior, clinicians are turning to regenerative medicine as a treatment option for their patients. Regenerative medicine is a form of tissue-engineering and molecular biology that builds on the body's regenerative powers. Sounds impressive but confusing, right? Well in layman's terms, it means our bodies were designed to heal themselves! Makes sense... you cut yourself, it heals.

The components found in regenerative medicine products include cytokines that fight inflammation, growth factors that promote cell proliferation, proteins to build and repair, collagen to stimulate new tissue growth and much more.

- Being loaded at Henry Schein

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### recharg<sup>™</sup>

Recharg is a cryopreserved non-particulate allograft derived from umbilical cord blood. As a biological healing matrix, Recharg contains growth factors, cytokines, proteins, hyaluronic acid, extracellular...

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### reviv<sup>™</sup>

Reviv is comprised of amniotic fluid and micronized placental membrane, which is rich in anti-inflammatory properties and considered to have anti-microbial and anti-adhesion capabilities. To...

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### renyte<sup>™</sup>

Renyte is an acellular product derived from the Wharton's Jelly of the umbilical cord. Wharton's Jelly is a clear, gel-like tissue that contains up to...

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### restor<sup>™</sup>

Sourced from the Wharton's Jelly of the umbilical cord, Restor contains numerous components needed to help regenerate tissue. Restor may be the ideal choice for...

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### rexo<sup>™</sup>

Rexo is an innovative extracellular vesicle product that offers advanced healing properties. Extracellular vesicles are found in all bodily fluids and are primarily used in...

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### relev<sup>™</sup>

Relev is amniotic fluid with proven regenerative potential. The amniotic fluid protects the fetus during development and is capable of providing the same protection to...

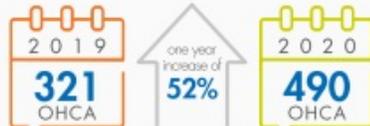
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# 5 REASONS

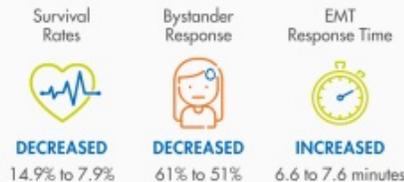
## You Need an AED During COVID-19

Since February 2020, sudden cardiac arrests (SCA) have increased across the globe. Here's why it's more important now than ever before to have an automated external defibrillator (AED) available.

### 1 There is an **increase** in out-of-hospital cardiac arrest (OHCA) events.<sup>1</sup>



### 2 Deaths from OHCA events **increased**<sup>2</sup>



### 3 Cardiac damage linked to COVID-19<sup>3</sup>

OUT OF 100 PATIENTS WITH MILD ILLNESSES AND A MEDIAN AGE OF 59



### 4 Myocarditis is a risk factor for SCA in young athletes.<sup>4,5</sup>



### 5 One in three people with COVID-19 in the U.S. has heart disease.<sup>7</sup>



Ensure that you're prepared to respond with CPR and an AED for any cardiac emergency. ZOLL® AEDs offer real-time, guideline driven CPR feedback. Having an AED visible and accessible can mean the difference between life and death.



<sup>1</sup> Baldi E, et al. *European Heart Journal*. 2020;41:32-3045-3054.

<sup>2</sup> Uy-Evanado A, et al. *JACC: Clinical Electrophysiology*. 2020;Oct 28. Doi: 10.1016/j.jacep.2020.08.010

<sup>3</sup> Kuznetsov VO, et al. *JAMA Cardiol*. Published online 27 July 2020. Doi:10.1001/jamacardio.2020.3557

<sup>4</sup> ESPN website, Aug. 10, 2020. <https://espn.pr/39Q3FD>. Accessed 28 Oct. 2020.

<sup>5</sup> Walsh B. *ABCOS website*, Aug. 15, 2020. <https://bit.ly/391OjPK>. Accessed 28 Oct. 2020.

<sup>6</sup> *Diagnostic and Interventional Cardiology website*, <https://bit.ly/39v1jnt>. Accessed 28 Oct. 2020.

<sup>7</sup> *American Heart Association website*, Aug. 10, 2020. <https://bit.ly/3pWNRG3>. Accessed 28 Oct. 2020.

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# ZOLL®

## Build Your Bob: Powerheart G5

- **Objective:** Build your Book of Business (BOB)
- **When:** 2021 calendar year
- **Qualify:** Fill out entry form and email to [wallace@zoll.com](mailto:wallace@zoll.com) and ZOLL Territory Manager (basic information and opportunity details).
- **Quantity:** Five forms a quarter, and close one to qualify for entry.
- **Exceptions:** Leads from ZOLL Sales Development or Territory Manager.
- **Points:** 1 for each qualified form and closed sale. Top 3 Reps with highest qualified points per quarter
- **Cash:** \$2500 a Qtr.; 1st \$1500, 2nd \$750, 3rd \$250. Unpaid monies will carry over.

Entry Form  
Program Info

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## Easy, Effective Remote Patient Monitoring

Let RemetricHealth help you generate increased revenue and improve patient care in 2021.

### How can RPM help physicians?

- ✔ Collect an extra \$100,000 per physician per year in net revenue
- ✔ Provide better quality care for patients with chronic health conditions
- ✔ Increase patient engagement and access to care, avoiding unnecessary hospital visits

### Choose RemetricHealth.

We've been in the remote patient monitoring business since 2010. Our services are more affordable than our competitors, without sacrificing quality.



**RemetricHealth**  
bringing healthcare home

Kickoff meeting scheduled with McKesson coming soon. New software only platform to be introduced later this month.

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## Improving efficiency in the Ankle-Brachial Index...

What are we going to talk about? Lower extremity arterial disease (LEAD), a chronic progressive disease, is characterized by multiple risk factors, such as advanced age, ethnicity, genetics, smoking/tobacco consumption, and diseases, such as...

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## Bioesque Botanical Disinfectant



**Kills 99.99% of:**

- viruses in one minute
- bacteria in two minutes
- fungi and molds in three minutes

**Kills Mycobacterium tuberculosis in three minutes.**

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## National MedSales Associates on LinkedIn: Homepage

National MedSales Associates is excited to be partnering with New Life Regenerative Medicine in expanding the impact of regenerative medicine!  
<https://...>

Read more  
[www.linkedin.com](http://www.linkedin.com)



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