

# INCENTIVE PLAN

This Plan Goes into effect 10/06/2020—This replaces all other (past) plans

**Gross sales** —Once the branch reaches 100K revenue the **all staff** will get **\$ 100** each and a percentage of above (1%) once we get 150K with give that amount plus another **\$ 50** bonus

**Denial** —once we get below 10% denial each **intake** member gets **\$ 100**

**DSO**—once we reach 45 days are less then each member in **intake** receives **\$ 100**

**Retail** - once store reaches

\$ 5,000	in sales payout is <b>1% (\$ 50)</b>
\$7,500	in sales payout is <b>2 % (\$ 150)</b>
\$ 10,000	in sales payout is <b>3 % (\$ 300)</b>
\$15,000	in sales payout is <b>4 % (\$ 600)</b>
\$20,000	in sales payout is <b>5 % (\$ 1,000)</b>

**Overnight Pulse Oximetry**—3 outcomes—

- 1) Sleep Apnea
- 2) Nocturnal Desaturations
- 3) Did not Qualify but call again in 3 months

Bird Dog— \$ 5      Discover the need for Cpap or Oxygen

Complete—\$ 20      Send for orders and get completed

***All payouts happen 31st day past billing (once we get paid you get paid)***

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## PMD

- 1) Convert Manual Wheelchairs
- 2) Call on patient who are due a New Power Wheelchair
- 3) Social media or ask friends

Bird Dog— \$ 25 Discover the need for PMD

Complete—\$ 75 Send for orders and get completed

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## TRILOGY

- 1) Discover in notes need for Trilogy—Respiratory Failure, Blood Gas, Difficulty using BIPAP, Neuromuscular diseases
- 2) Call on Oxygen Patients with COPD to see how they are doing—recommended every 3 months—if trouble with breathing, headaches, tired etc.
- 3) People you may know in your circle

Bird Dog— \$ 50 Discover the need for Trilogy

Complete—\$ 100 Send for orders and get completed

***All payouts happen 31st day past billing (once we get paid you get paid)***

## AFFLOVEST

- 1) Discover in notes need for Afflovest especially bronchiectasis diagnosis
- 2) Call on patients using oxygen and nebulizers—look for chronic cough, antibiotics not working , bronchiectasis and chronic bronchitis/neuro like cystic f
- 3) People you know with these problems—notice people using other brands

Bird Dog— \$ 50 Discover the need for PMD

Complete—\$ 100 Send for orders and get completed

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## **PMD SERVICE**

- 1) Only for PMD Chairs we sell
- 2) Call existing customers once they are due service (batteries)
  - Bird Dog— \$ 5      Discover the need for Batteries
  - Complete—\$ 15    Send for orders and get completed

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**Patient Portal —**

**Auto Pay—**

**once you reach 5 either combination—name goes into bucket to be drawn on November 11th—for every one you submit name goes in that many times—winner gets choice of \$ 50 gift card or \$ 50 cash**

## **HOME RUN**

**GET MORE THAN 3 of the Following during the same month—**

**(PMD, Trilogy and or Afflovest)**

**what ever your incentive was going to be—it will be doubled—**

***also no holding deliveries are tickets to push orders into a different month***

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POC (Portable Oxygen Concentrator), Power Wheelchairs, Scooters, and Lift Chairs

These items have a MAP (Minimum Advertised Price) and  
a MSRP (Manufacturers Suggested Retail Price

*If your sale is approved (even if it is below MAP) you will receive at least \$ 25  
and anything you sell above the MAP price we will give you 50 % of that amount*

Intake - Oxygen Orders - (Completed CMN in Doc)  
Once complete \$ 5 (new, start over and recertification

From Time to TIME

We will offer a special incentive those will only be valid during that month and if the  
incentive works like these incentives—you will be paid whichever gives you the best  
bonus but you can not stack

GOOD LUCK and LET's ALL PROSPER \$\$\$\$