

Putting All the Pieces Together

How to prosper selling a new patented cost containment program

Agenda

- **Introductions and Seminar Objectives** – Gerry Blaum
- **MedEncentive Overview** – How the program works - Jeff Greene
- **MedEncentive Results** – How easy is it to install and maintain, how well it actually works, and what the users think about the program – Gerry Blaum
- **The Program Offering Value Propositions** – How can the program offering specifically benefit the customer and the consultant/broker – Jeff Greene, Gerry Blaum and Ken Gumbiner
- **Putting All the Pieces Together** - Selling the program offering – Gerry Blaum and Jeff Greene
- **What Are the Next Steps** – Gerry Blaum and Jeff Greene
- **Q&A**



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Seminar Objectives: Attendees will learn the key points of the Loomis/MedEncentive/IHC employee benefit program offering in order to introduce it to employers. Attendees will know what to do next in order to generate business using the program offering.

