

# Pre-Sales Targeting Plan

Resources Needed	Action Plan						
<b>Sales</b> <input type="checkbox"/> Executive Sales Management <input type="checkbox"/> Regional Sales Management <input type="checkbox"/> Sales/product Training <ul style="list-style-type: none"> <li>• Hip</li> <li>• Knee</li> <li>• USTARII               <ul style="list-style-type: none"> <li><input type="checkbox"/> Hinge</li> <li><input type="checkbox"/> Oncology Salvage</li> </ul> </li> </ul> <input type="checkbox"/> Tech support Case coverage	<b>Principle Agent/Location Target</b> <table border="1"> <tr><td> </td></tr> <tr><td> </td></tr> </table>						
<b>Marketing</b> <input type="checkbox"/> Collateral's packet <ul style="list-style-type: none"> <li>• <u>Hip</u> <ul style="list-style-type: none"> <li><input type="checkbox"/> Conformity</li> <li><input type="checkbox"/> UTS</li> <li><input type="checkbox"/> UTF</li> <li><input type="checkbox"/> U2Matrix</li> <li><input type="checkbox"/> U2 Hip Revision</li> </ul> </li> <li>• <u>Knee</u> <ul style="list-style-type: none"> <li><input type="checkbox"/> AiO`</li> <li><input type="checkbox"/> MDT (Modular Disposable Trials)</li> <li><input type="checkbox"/> PSA Revision</li> <li><input type="checkbox"/> USTAR II</li> </ul> </li> </ul> <input type="checkbox"/> Executive Marketing Management <input type="checkbox"/> Product management <ul style="list-style-type: none"> <li><input type="checkbox"/> Knee</li> <li><input type="checkbox"/> Hip</li> </ul> <input type="checkbox"/> Sawbones Lab <input type="checkbox"/> Cadaver Lab	<b>Surgeon Target</b> <table border="1"> <tr><td> </td></tr> <tr><td> </td></tr> <tr><td> </td></tr> </table>						
	<b>Date</b> <table border="1"> <tr> <td>Initial Contact</td> <td> </td> </tr> <tr> <td>Completion</td> <td> </td> </tr> </table>	Initial Contact		Completion			
Initial Contact							
Completion							
	<b>Plan Created By:</b> <table border="1"> <tr> <td>Name</td> <td> </td> </tr> <tr> <td>Signature</td> <td> </td> </tr> <tr> <td>Date</td> <td> </td> </tr> </table>	Name		Signature		Date	
Name							
Signature							
Date							
<b>Clinical</b> <input type="checkbox"/> KOL Visitation/Meeting <input type="checkbox"/> Visitation to KOL Training Site <input type="checkbox"/> Principle Agent Meeting							
<b>Corporate</b> <input type="checkbox"/> Access Hospital/ASC contracting <ul style="list-style-type: none"> <li>• VAC Packet</li> </ul> <input type="checkbox"/> Corporate Irvine Visitation							