

Message

From: Kampfl, Christian H [Christian.Kampfl@mallinckrodt.com]
Sent: 2/27/2015 3:55:36 PM
To: McDaniel, Neal O [Neal.Mcdaniel@mallinckrodt.com]
Subject: RE: District Meeting Build Out

Tried. I'll talk to them.

From: McDaniel, Neal O
Sent: Friday, February 27, 2015 7:53 AM
To: Kampfl, Christian H
Subject: RE: District Meeting Build Out

I wish I did. I am chasing my tail today in another direction. Have you talked to Jay or Kim? I know the emails I read gave very little direction on her expectations.

From: Kampfl, Christian H
Sent: Friday, February 27, 2015 9:52 AM
To: McDaniel, Neal O
Subject: RE: District Meeting Build Out

OK and one more thing. Now that our Region time had been eliminated, do you know what slides Stacy wants from the 3 of us? I'm a little confused about that.

From: McDaniel, Neal O
Sent: Friday, February 27, 2015 6:51 AM
To: Kampfl, Christian H; Gwart, Kimberly; Rago, Jay M
Subject: RE: District Meeting Build Out

You are correct.

From: Kampfl, Christian H
Sent: Friday, February 27, 2015 8:47 AM
To: Gwart, Kimberly; McDaniel, Neal O; Rago, Jay M
Subject: RE: District Meeting Build Out

Neal, I forwarded a deck to my team that your task force was nice enough to put together. Stacy attached the blank NSM slides.

I just want to make sure that I have this right:

- DSMs are to adjust the previous developed slides with these changes. They are not going to be getting an updated slide deck from you.

Do I have that right?

From: Gwart, Kimberly
Sent: Thursday, February 26, 2015 2:14 PM
To: Chick, Stacy A; McDaniel, Neal O; Rago, Jay M; Kampfl, Christian H
Cc: Jordan, Tamara L
Subject: RE: District Meeting Build Out

Thanks Stacy.....Will we have region breakout time or is the time for that being added to the DM time?

Do we have an agenda yet for the NSM...just want to make sure I have this all straight.....

Thanks,
Kim

From: Chick, Stacy A
Sent: Thursday, February 26, 2015 3:11 PM
To: McDaniel, Neal O; Rago, Jay M; Kampfl, Christian H; Gawart, Kimberly
Cc: Jordan, Tamara L
Subject: FW: District Meeting Build Out

With recent changes, progress and plans underway please see suggested edits below and let's allow DSMs through end of business Monday to send their final decks to RSDs & Wilson Dow for review (Neal – please check with Jason if that's reasonable?)

DSMs have 3 hours for their Break-Out sessions, thanks to your generosity, Jay, Christian and Kim!

From: McDaniel, Neal O
Sent: Thursday, January 29, 2015 1:02 PM
To: Davies, Denise; Jones, Paul C (Sales); Degen, Karen; Palmer, Todd; Paranjothi, Krishnan
Cc: Chick, Stacy A; #MKG - Dos Prod - RSDs
Subject: District Meeting Build Out

All,

Thanks for your participation in the call today. I think we came up with a very good list of topics during the call. As we discussed on the call, we need to build out the specifics underneath each topic. Please work together on building on this deck out with the attached PowerPoint template.

Topics

- Sales Results and Recognition
- Significant Service Anniversaries (Tamara to provide list to Stacy) – 5, 10, 15 years, etc....
- Team Building Exercise
- District Manager Expectations
 - Pre-Call Planning
 - General Expectations
 - Use of CRM – call entry, synching, etc....
 - Create a Unified District Goal & send to RSD & Stacy Friday 3/6/15
 - RSDs -- We will discuss next steps on this.....by 3/13/15
I'd like to see a specific OFIRMEV and XXR goal for each District with details on which accounts are going to most contribute to achieving in 3Q15
- Territory Action Plans – Out-Patient / ASC (OFIRMEV & XXR)

- Hospital Account Plans & Wiring Document – for Hospital Accounts
- Credentialing Process (this will be covered on our NSM call Friday with approved slides provided to DSMs next week)
- OFIRMEV
 - Best Practice Sharing
 - ~~Team training needs~~
 - HSS Partnership
 - ~~In-Service Expectations~~
 - OFIRMEV Objection Handling/Addressing Field Challenges
- Overview and Maximizing SICP plan (pending approved documents)
- ~~Expectations around Account Planning~~
 - ~~Importance of the Surgical Profile Sheet~~
- ~~Bridging~~
- Key Takeaways from the Meeting
 - Action Planning
 - Training Calendar (to follow....)
- Maximizing XARTEMIS in ASC setting
- Execution Excellence (note: awaiting Inteplex follow-up / enduring materials and will forward ASAP)