

Message

From: Fuhrman, Richard W [Richard.Fuhrman@mallinckrodt.com]
Sent: 11/3/2013 11:39:22 PM
To: Donalty, Brian T [Brian.Donalty@mallinckrodt.com]
Subject: Re: Vacation Day

Thanks

Rick Fuhrman | Sales Specialist
Mallinckrodt Pharmaceuticals
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On Nov 3, 2013, at 6:24 PM, "Donalty, Brian T" <Brian.Donalty@mallinckrodt.com> wrote:

No problem. Enjoy!

Brian Donalty
District Manager, Virginia
Mallinckrodt Pharmaceuticals
Sent from my iPhone

On Nov 3, 2013, at 5:29 PM, "Fuhrman, Richard W" <Richard.Fuhrman@mallinckrodt.com> wrote:

Brian

I would like to take vacation day tomorrow, if that's okay with you. Sorry for short notice.

Rick Fuhrman

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On Nov 1, 2013, at 3:56 PM, "Donalty, Brian T" <Brian.Donalty@mallinckrodt.com> wrote:

Team,

Not a very good week. We went down below 400 scripts as a team for Exalgo and that's certainly below what our goal will be. To close out this

product strong, we will need to pick up the pace. We are entering the final stretch with this product. Let's use what we learned at the NSM. Tell an Influential Story and make sure it relates to your Dr's practice and their patients. Don't just Gain Commitment to use in the future. Get them to agree to use it now. There is no tomorrow! As my old manager and old friend used to say, "Run it up and leave no doubt!"

Exalgo

District	-23	389	We are better than this
Jamie	+11	58	Way to go!
Najeem		+10	28 Awesome!
Kevin	+13	39	The comeback kid! One off year
finishing at 60 and this kid said never again			
Rick	+6	24	Ricky is on a tear over the last few weeks! Keep it up!
Martin	+1	53	That's more like it! I was sick of seeing 40's. Keep closing!

Brian Donalty | District Manager, Virginia

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