

When you cannot change the direction of
the wind – adjust your sails.

H. Jackson Brown Jr.

Welcome to the new NBBi!



Welcome to the January 28, 2020 National Call

Your host:

Michael Attardo, SVP Operations & Administration

MONTHLY RANKINGS

1/28/2020

Nov. 2019 ADC TOP PRODUCERS

1. Russ H.
2. Steve M.
3. Ruth & Johnny G.
4. Darryl A.
5. Larry M.
6. Mary Pat W.
7. Kennon L.
8. Kim D.
9. Jerry S.
10. Allen L.

1/28/2020

Nov. 2019 ADC TOP SPONSORS

1. Mary W.
2. Kim D.
3. Charles W.
4. Todd L.
5. Mark M.
6. Ainsworth M.
7. Virgie M.
8. Pamela W.
9. Richard A. Sr
10. Benjamin S.

TEAM AND
NATIONAL CALL
PRIZE WINNERS

1/28/2020



Team Call Winners

Nov. 2019

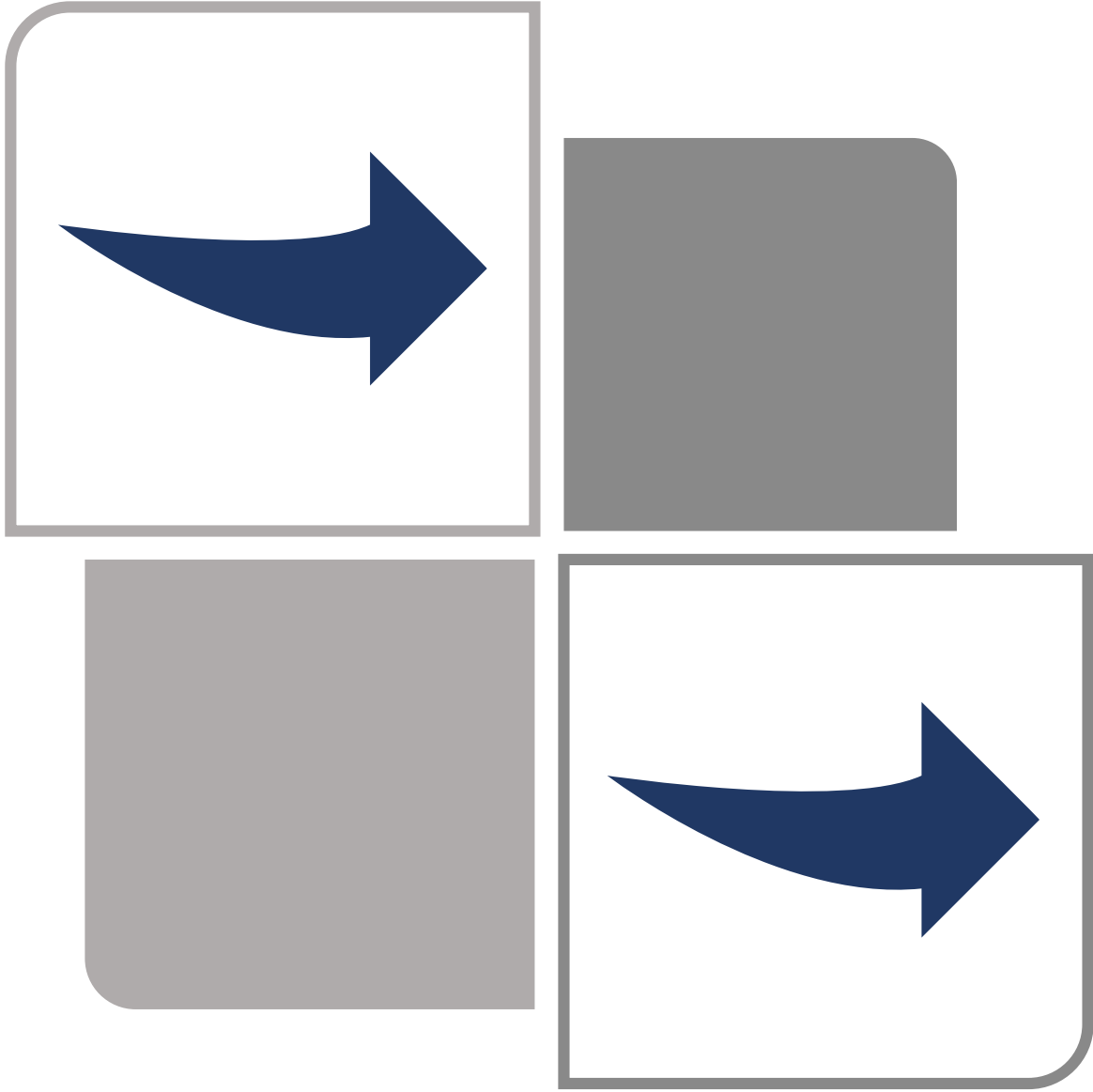
Bob S., TN
Joanne H., IN
James M., IN
Nicky M., AL
Lilly M., KY
Sue S., AL
Jim G., FL
William C., NJ

Dec. 2019

Russ H., TN
Todd H., IA
Kim M., OH
Phil R., FL
Greg M., NJ
Drindy B., IN
Lona W., MS
Gail S., AL
Maryjo A., KY
Sharon B., NC

Jan. 2020

Marjorie R., IL
Ed W., TX
Emma P., MS



NOVEMBER 2019
NATIONAL CALL WINNERS

DANNY P., FL
STEVE R., FL

FUTURE RANKINGS

- MOST PLATINUM SALES FOR MONTH
- MOST CBD SALES FOR MONTH
- MOST MGI SALES FOR MONTH
- MOST NEW RECRUITS FOR MONTH

PRIZES FOR EACH CATEGORY

FREE CARDS PRIZE WINNER #1

Congratulations to: 820 194 020

You are a winner of our 10,000 card package!

To claim your prize you can either call Diane at:
888-311-6224 x119 or send email to: dburgos@nbbicard.com

Please get back to Diane by 4pm - tomorrow!

2020 The Year of the Transition

Guess who
came to visit!

Ainsworth – Kim – Joanne – Ruth – Danny - Johnny



Year of Transitioning

- For many years our focus has been on giving away the prescription savings card and we were able to help millions of people save almost **2 Billion Dollars** and make a good commission. But as time has gone by and other players have come into the arena, we have seen script counts gradually decrease and, while the card is still being used, it is time to shift focus to other avenues of income to take us into the future.
- Today, we will take you into the future that we foresee and we will ask you to consider how you fit into that future.
- It is our sincerest wish that you will take the journey with us!

New Year... New Titles

- In accordance with the transition, we have decided to give you new titles. Henceforth, you shall be referred to as _____ and the Program Advisors shall be referred to as _____

Flipping the switch

- Whereas our focus was on the distribution of the prescription savings card, a function that did not involve “selling”, our new programs require that a monetary sale be made.
- We realize that for many of you, making an actual sale may be out of your comfort level, however, this should not be a deterrent to your getting in the game! Just think, the commissions alone are worth the effort!
- Certainly the products we are asking you to vend are good and worth even more than the price we are asking.
- Let’s start with the Platinum Rx Plus program.

Platinum Rx
Plus
\$13.95/Month
\$139.00/Year

The PRxPlus Program is a wonderful healthcare savings program made up of 14 components. They are:

1. Human Rx Card
2. International Mail order
3. Dental discounts
4. Vision discounts
5. Pet savings
6. Diabetic supplies
7. 24/7 Nurse Help Line
8. Imaging savings
9. Hearing savings
10. Chiropractic savings
11. Laboratory savings
12. Medical supplies
13. Vitamin savings
- 14. CBD savings**

Platinum Rx
Premier
\$23.90/Month
\$239.00/Year

The Platinum Program is an even better healthcare savings program made up of 15 components. They are:

1. Human Rx Card
2. International Mail order
3. Dental discounts
4. Vision discounts
5. Pet savings
6. Diabetic supplies
7. 24/7 Nurse Help Line
8. Imaging savings
9. Hearing savings
10. Chiropractic savings
11. Laboratory savings
12. Medical supplies
13. Vitamin savings
14. CBD savings
- 15. Behavioral / Mental Health and Telemedicine**

Behavioral / Mental Health and Telemedicine

Telemedicine

Access to Care When You Need it Most

Doctors can be hard to reach, illnesses can occur in the middle of the night, and sometimes you just have a question. In all of those circumstances, NBBI Telehealth is a convenient and affordable solution. As a member you now receive access to a national network of U.S. board-certified doctors who are available 24/7/365 to treat many of your medical issues.



Mental & Behavioral Health

Most people experience some personal or family distress in the course of their lives. Professional assistance helps to ensure successful management of personal challenges. Telephonic Counseling is a convenient first step in getting such support. Reasons current members use Telephonic Counseling includes:

- Death of a loved one
- Relationship issues
- Parenting issues
- Traumatic accident
- Major illness
- Substance abuse
- Depression
- Stress and anxiety
- Workplace issues
- Change & transition
- Financial stress

Consult Fee:

There is a \$0 consult fee for Telemedicine

There is a \$0 consult fee for Mental/Behavioral Health

Cost of Platinum Programs

Platinum Rx Plus

\$13.95 Monthly
\$139.00 Yearly

Groups of 100 or more
\$3.95 Monthly

Rep Commissions
\$3.60 Monthly
\$36.00 Yearly

Rep Commission on groups of 100 or more
\$1.00 Monthly

Platinum Rx Premier

\$23.90 Monthly
\$239.00 Yearly

\$6.95 Monthly

\$6.20 Monthly
\$62.00 Yearly

\$1.80 Monthly

CBD Professional Line

Drug Stores
Medical Offices
Dental Offices
Chiropractors
Local Grocery Stores
Beauty shops and Spas

Supplier	TYPE	INGREDIENTS	DESCRIPTION	FORM	UNIT SIZE	VENDOR COST	MSRP	REP COM
NAKED	TINCTURE	FULL SPECTRUM CBD OIL	300MG	ML	15	\$29.50	\$43.90	\$2.25
NAKED	TINCTURE	FULL SPECTRUM CBD OIL	600MG	ML	30	\$46.50	\$69.10	\$3.50
NAKED	TINCTURE	FULL SPECTRUM CBD OIL	1000MG	ML	30	\$60.50	\$90.10	\$4.75
NAKED	TINCTURE	FULL SPECTRUM CBD OIL	1500MG	ML	30	\$89.00	\$132.10	\$7.00
NAKED	TINCTURE	FULL SPECTRUM CBD OIL	3000MG	ML	30	\$103.50	\$153.10	\$8.00
NAKED	BALM	FULL SPECTRUM CBD BALM	500MG	OZ	2			
NAKED	BALM	FULL SPECTRUM CBD BALM	1000MG	OZ	2			
NAKED	CAPSULES	FULL SPECTRUM CBD CAPSULES	750MG	CT	30			
NAKED	PET SALMON TINCTURE	FULL SPECTRUM CBD OIL	300MG	ML	30			
NAKED	ORGANIC PET BISCUITS	FULL SPECTRUM CBD OIL	10MG	CT	30-32			
HEMP HEALTH	TINCTURE	FULL SPECTRUM CBD OIL	500MG	ML	30	\$34.50	\$55.00	\$3.00
HEMP HEALTH	TINCTURE	FULL SPECTRUM CBD OIL	1000MG	ML	30	\$48.50	\$110.00	\$4.25
HEMP HEALTH	TINCTURE	FULL SPECTRUM CBD OIL	1500MG	ML	30	\$86.00	\$165.00	\$7.25
HEMP HEALTH	TINCTURE	FULL SPECTRUM CBD OIL	3000MG	ML	30	\$137.50	\$235.00	\$11.75
HEMP HEALTH	TOPICAL LOTION	FULL SPECTRUM CBD LOTION	500MG	OZ	2	\$41.50	\$80.00	\$3.50
HEMP HEALTH	TOPICAL LOTION	FULL SPECTRUM CBD LOTION	1000MG	OZ	2	\$53.50	\$110.00	\$4.50
HEMP HEALTH	RELIEF SALVE	FULL SPECTRUM CBD SALVE	500MG	OZ	2	\$41.50	\$80.00	\$3.50
HEMP HEALTH	GEL CAPSULES	FULL SPECTRUM GEL CAPSULES	750MG	CT	30	\$48.50	\$80.00	\$4.25
HEMP HEALTH	TINCTURE	THC FREE CBD OIL	500MG	ML	30	\$34.50	\$55.00	\$3.00
HEMP HEALTH	TINCTURE	THC FREE CBD OIL	1000MG	ML	30	\$48.50	\$110.00	\$4.25
HEMP HEALTH	TINCTURE	THC FREE CBD OIL	1500MG	ML	30	\$86.00	\$165.00	\$7.25
HEMP HEALTH	TOPICAL LOTION	THC FREE TOPICAL LOTION	500MG	OZ	2	\$41.50	\$80.00	\$3.50
HEMP HEALTH	GEL CAPSULES	THC FREE GEL CAPSULES	1000MG	CT	40	\$52.00	\$110.00	\$4.50
HEMP HEALTH	GUMMIES	THC FREE GUMMIES	750MG	CT	30	\$48.50	\$80.00	\$4.25
HEMP HEALTH	PET SALMON TINCTURE	FULL SPECTRUM CBD OIL	300MG	ML	30	\$30.00	\$50.00	\$3.75

MedAfford Global

We can now get insulins with MGI

Lantus Solostar 5x3ML Pens (100U/ML)	\$428.00	\$228.00
Toujeo Solostar 5x1.5ML Pens (300U/ML)	\$638.00	\$279.00
Novolin 70/30 5x3ML Pens (100U/ML)	\$754.00	\$151.00
Humulin 70/30 5x3ML Pens (100U/ML)	\$813.00	\$151.00

**Expedite shipping and packed with ice packs
\$40.00 per shipment
Only from Canada**

What NBBI will do to help you market these programs

We are currently working on developing a marketing strategy for all our reps.

This will include social media ads that will be customized for each rep

Also a step by step formula that will include multiple marketing pieces for you to send out to prospective clients

As this process is developed over the next couple of weeks we will keep you updated.

When the process is complete we will have a webinar to show you how the system works and what you need to do and what we will do for you

RECRUITING

Brokers, both individuals and broker groups

Home health care companies

FREE CARDS PRIZE WINNER #2

Congratulations to: 820 193 755

You are a winner of our 10,000 card package!

To claim your prize you can either call Diane at:
888-311-6224 x119 or send email to: dburgos@nbbicard.com

Please get back to Diane by 4pm - tomorrow!

NOVEMBER QUIZ RESULTS

1/28/2020

November Quiz #1

Winner: Kim D., NV

- One winner gets to choose from the 5,000 card package
- What is the price if **one** person buys the Platinum Rx Program from your site: 13.95
- What is the price **per family** if a group of 9 people buy the platinum program: 13.95
- What is the price **per family** if 126 people from one company paid account buys the program: 3.95
- **Do not include the processing fee if any.**

November Quiz #2

Winners: Ruth G., Nicky M., Marjorie R.,
Dan P., & Todd H.

- **5 winners will each receive 25 - 2020 ADC calendars**
- If a customer purchased the following medications from your MGI site, what would your total commission be?
 - Januvia 100mg 84 tabs – New Zealand lowest price: 154.66
 - Crestor 10mg 84 tabs – New Zealand lowest price: 117.26
 - Xarelto 20mg 84 tabs – New Zealand lowest price: 208.94
- Total Commissions: 18.50

November Quiz #3

Winner: Sue S.

- **One winner gets to choose from the 5,000 card package**
 - Please give me 3 reasons out of many why our CBD products are superior to most
 - CBD products you can purchase on the internet or most local stores.
1. Compliant with Farm Bill Act of 2018
 2. Multi-stage 3rd Party Lab Tested
 3. QR codes linked to lab results on every package
 4. Highest quality pharmacist formulated full-spectrum CBD
 5. Purity and potency of product

Agreements

The way the company structures are organized Medafford Global and CBDAfford are separate entities from NBBI. Same ownership different corporations.

Therefore the original agreement signed when you became reps is only good for the Drug Card Program.

You will need to sign new agreements for MGI + CBD

These forms will either be sent out to you or there will be a button added to your website where you would read the agreements, click to accept and sign.

January 2020 Quiz #1

Explain what \$0 co-pay means when using the new Platinum Rx Premier Programs Behavioral Health / Telemedicine option

1 winner 5,000 cards or equivalent

**Send answer to Diane by end of day Eastern time Thursday 1/30/2020
888-311-6224 x119 or send email to: dburgos@nbbicard.com**

January 2020 Quiz #2

We are thinking about changing the names of the Program Advisors and the reps

Submit your recommendations. The winner if we go with your suggestion will win 5,000 cards or the equivalent (cannot use the words marketing or director**)**

Program Advisor change to: _____

Program Coordinator change to: _____

Or if you want us to leave the titles as is, please let us know

Send answers to Diane by end of day Eastern time Thursday 1/30/2020

888-311-6224 x119 or send email to: dburgos@nbbicard.com

Your Thoughts...

What are your thoughts on the new NBBI?

Do you see the value in these programs?

Do you see yourself making the transition with us?

What opinions do you have to offer to help us make the transition more easily?

January 2020 Quiz #3

**What would you like to see NBBI do moving forward.
There is no right or wrong answer to this question.
We want you as a rep and PA to give us your thoughts.**

**We will randomly pick 1 winner from all that send in their thoughts
and that winner will get 5,000 cards or the equivalent.**

Send answer to Diane by end of day Eastern time Thursday 1/30/2020
888-311-6224 x119 or send email to: dburgos@nbbicard.com

USA Pet Meds

Changes coming soon

Bonuses

To encourage and motivate the field force the NBBI/MGI/CBD/PRxP programs will have a bonus structure.

We are in the process of determining how that structure will work and what the numbers will be to achieve different bonus levels.

Stay tuned, as soon as we come up with a workable financial plan for the bonuses we will let you know.

Training Schedule

Jacksonville, Florida, March 10, 2020

Houston + Dallas TBD

Scottsdale, Arizona TBD

Las Vegas, Nevada, May 26, 2020

Articles to read

<https://www.msn.com/en-us/news/us/the-pharmacist-is-out-supermarkets-close-pharmacy-counters/ar-BBZl2Br?ocid=spartandhp>

<https://www.beckershospitalreview.com/healthcare-information-technology/15-things-to-know-about-amazon-s-healthcare-strategy-heading-into-2020.html>

<https://stopthehit.com/press-release/new-poll-shows-voters-across-party-lines-want-congress-take-action-health-care-affordability-suspend-health-insurance-tax/>



1/28/2020

FREE CARDS PRIZE WINNER #3

Congratulations to: 820 195 547

You are a winner of our 10,000 card package!

To claim your prize you can either call Diane at:
888-311-6224 x119 or send email to: dburgos@nbbicard.com

Please get back to Diane by 4pm - tomorrow!

CONGRATULATIONS

Trudy who is expecting, this is her last week before maternity leave.

We will miss you while you are on maternity leave.



For your convenience, a copy of this ppt and recording of this call will be posted in the Back Office.

We wish everyone a good night and thank you for attending the call.

Many blessings to all of you.

Michael, Diane, Claudia & Chris

1/28/2020