

WELCOME TO YOUR OCTOBER 2017 NATIONAL CALL

YOUR HOST: MICHAEL (BOO) ATTARDO

PPT BY: DIANE (BOO-BOO) BURGOS

Happy Halloween!

AUGUST TOP SPONSORS

ADC

1. Kim D.
2. Pat W.
3. Todd L.
4. Mark M.
5. Charles W.
6. Pamela W.
7. Ainsworth M.
8. Richard A.
9. Virgie M.
10. Michael H.

CAP

- Charles W.
- Mark M.
- Mark F.
- Ainsworth M.
- Kim D.
- Chris W.
- Ruth G.
- Benjamin S.
- Mary W.
- Todd L.

AUGUST TOP PRODUCERS

ADC

1. Russ H.
2. Ruth G.
3. Steve M.
4. Pat W.
5. Darryl Al.
6. Larry M.
7. Kim D.
8. Jerry S.
9. Patsy W.
10. Allen L.

CAP

- Doug W.
- Rex B.
- Chris W.
- Charles W.
- Kim D.
- Pat W.
- Darryl A.
- Mary J.A.
- Ruth G.

TEAM CALL WINNERS:

SEPTEMBER

Randy D.
Cathy P.
Nicky M.
Ed W.
Allen L.
Tina M.
Andrew F.
Tandra F.
Delano R.
Juanita B.
Walt L.

OCTOBER

Gail S.
Charles S.
Lorna B.
Cheryl D.
Phil R.
Diane H.
Pat W.
Greg M.
Jackie W.

SEPTEMBER NATIONAL CALL CARD WINNERS

Reggie M.

Curtis B.

820 193 799

**IF THE ID # ABOVE IS YOURS,
PLEASE CALL DIANE AT (888) 311-6224 X119
TO CLAIM YOUR PRIZE BY 4PM TOMORROW.**



SEPTEMBER CONTEST RESULTS

*WHAT IS THE NAME FOR A MASS OF H₂O COURSING
SWIFTLY OVER A DOWNWARD PATH?*

Answer: A Water FALL

Winner: Phil R.

UNEXPECTED GOOD FORTUNE, TYPICALLY ONE THAT INVOLVES RECEIVING A LARGE AMOUNT OF MONEY.

Answer: A Wind FALL

Winner: Patsy W.

ADDCO BOOKLET QUESTION

HOW MANY FREE CARDS DO WE SEND TO A CUSTOM BRANDED ACCOUNT?

Answer: 1,000 Cards

LISA G.

MARK F.

SAM T.

JOHN I.

DIANE H.

820 194 299

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ALLERGY PROGRAM UPDATES

MOBILE APP CORRECTIONS

NEW MARKETING POSTCARD

Help your patients save
money on their Rx costs.



America's Drug Card (ADC)

Discount Rx for Your Patients

Receive discounts up to 85%, with average savings of 15% on brand-name and 55% on generic drugs.

Highlights of the prescription drug discount card

- ADC discount drug card has saved our cardholders over \$1 Billion.
- Card is pre-activated and never expires.
- Patients can use the card immediately.
- Covers entire household, with no exceptions.
- Personal information is never collected from the card user.
- Can be used on medications not covered by insurance.
- Cards can be customized to your office at no charge to you.



Your Name
Your Address
Your City - State - Zip



1000 = \$100
2500 = \$195

TO:

Learn more today by calling
Your Name at: (888) 888-8888
or go to: Your website



Increase your practice revenue.

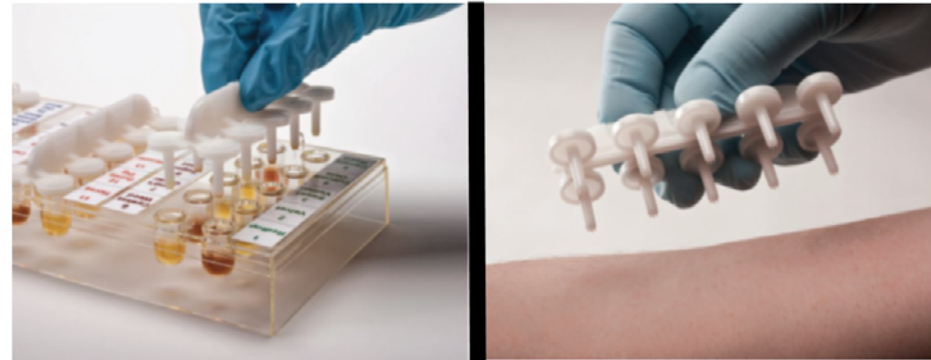
OnSite Allergy Center

Increase revenue for your practice

Americas Drug Card Program can establish and train your staff in creating an allergy center in your practice

The Benefits Include:

- Accurately diagnose your patients' allergies
- Compliance with all government regulations
- Reimbursed by Medicare and most insurance carriers
- Practice retention
- Practice earns revenue through testing and treatment



Estimated Monthly Income Per Provider

• 5 Allergy tests per day: 5 tests x 20 days = 100 patient tests per month	\$12,900
• \$129 Net Revenue per test: 100 tests x \$129 = \$12,900 per month	per month
• 25% of patients receive immunotherapy per month: 25 patients	\$19,800
• \$792 Net Revenue for therapy: 25 patients x \$792 = \$19,800 per month	per month



Learn more today by calling
Your Name at: (888) 888-8888
or go to: Your website



PET PROGRAM

National Benefit Builders, Inc.



™



COULD YOUR HEALTH INSURANCE BE COSTING YOU MONEY AT THE PHARMACY?

MAGNOLIA, TEXAS — In February, Dave Jensen, a 46-year-old firefighter from Phoenix, got an antibiotic prescription from his usual pharmacy through his Cigna health insurance. When he got home and told his wife he'd paid \$71 for a 15-day supply of Doxycycline, she thought the price sounded high. Later the couple realized Dave had been charged double what he would have paid if he hadn't used his insurance. Like many Americans, Jensen was charged a copay that was actually more expensive than the pharmacy's cash price for his prescription.

Source: <https://www.nbcnews.com/health/health-care/could-your-health-insurance-be-costing-you-money-pharmacy-n811171>

4TH QUARTER CHALLENGES

FROM 10/1/2017 – 12/31/2017

1. All Reps:

2. Established Reps:

3. New Reps:



Most Allergy program
sign ups (doctors).
3 MIN.



Most increase in ADC
scripts with a
minimum starting of
500 scripts as of
9/30/17.
200 MIN.



Most ADC script
increase during this
period.
100 MIN.

WATCH THIS...

THIS WAS A GIFT FROM DANIEL PADGUG

[HTTPS://BIGGEEKDAD.COM/2017/10/WISEST-MAN-EVER-MET/#.WD4FK-K3TUO.EMAIL](https://biggeekdad.com/2017/10/wisest-man-ever-met/#.WD4FK-K3TUO.EMAIL)

Historically speaking, November (with the Thanksgiving Holiday) & December (Hanukah & Christmas) are usually down months for scripts.

HOW ARE YOU PREPARING FOR THIS?

Make
follow up
calls for
Re-orders!

Distribute
twice as
many
cards!

Seek new
places to
distribute
your
cards!

ACTION IS A BY PRODUCT OF MOTIVATION

When you are motivated, you plan better
and you execute with **PASSION**

visit your BACK OFFICE!

REVIEW THE MARKETING
MATERIALS
AVAILABLE TO YOU IN THE
BACK OFFICE

RESEARCH NEW
PLACES
TO DISTRIBUTE YOUR
CARDS

WATCH OLD
TRAINING
PPTS & LISTEN TO
THE RECORDINGS

That being said, January is usually an up month for scripts.

Will you be ready by giving out more cards in November and December?

Will you be ready by researching and contacting places to distribute your cards in November and December?

Will you be ready by having your marketing materials ready, cards ordered and a plan of action in place that you will follow?



THE STATE OF POVERTY

More than 46 million Americans live in Poverty USA.

It's one impossible choice after another—between food and medicine, getting to work or paying the heating bill. But there are ways out. Tour Poverty USA below and find out what life is like at the poverty line—and how you can help.

VISIT THE POVERTY MAP

<http://www.povertyusa.org/the-state-of-poverty/poverty-map-state/#>

[Home](#) > [The State of Poverty](#) > [Poverty Map](#)

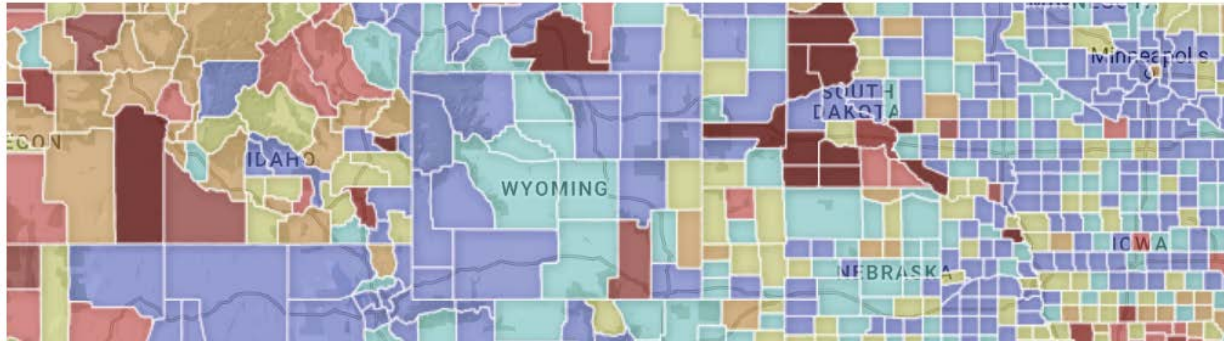
Poverty Map

This map can help bring to life the statistics and scope of Poverty USA. Use the **National Overview** to compare poverty levels of states. Use the County Level View for detailed info at a local level. The **County Level View** also shows places of hope where people are making a difference with the help of CCHD grants.

National Overview

County Level View

[PRINT THE MAP](#) | [full screen county map](#)



CLICK ON COUNTY LEVEL VIEW

CLICK ON THE POVERTY RATE COLOR

When you click on a Poverty Rate Color – it will tell you the name of the county in that state

Now you can search for clinics, doctors, social services and other organizations to offer your cards to.

More than 46 million Americans live in Poverty USA. Lets see how many we can reach.



CONTEST QUESTION #1

How often should you direct mail to pharmacies?

CONTEST QUESTION #2

Upon signing up, each Rep is assigned a person who will guide you through the business and help maximize your earning potential... what is the title of that person?



BONUS QUESTION #1

5 WINNERS OF 50 TESTIMONIAL BOOKLETS

WHAT IS THE NAME OF THE PROGRAM WE OFFER TO PERSONS WHEN THEY CAN'T AFFORD THE DRUGS THEY NEED EVEN WITH THE DISCOUNT RX CARD?



BONUS QUESTION #2 – 5,000 CARDS

Question:

I am the beginning of the end, the end of every place. I am the beginning of eternity, the end of time and space. What am I?

Format Answers

QUESTION #1 _____

QUESTION #2 _____

BONUS #1 _____

BONUS #2 _____

EMAIL DIANE IN THIS FORMAT BY THURSDAY
11/2 BY 4PM EST.



NOVEMBER CALL

**MAJOR ANNOUNCEMENT.
BE THE FIRST TO HEAR ABOUT IT.
BE ON THE CALL!!!**



NOVEMBER CALL

**BE ON THE CALL FOR A SPECIAL
CHRISTMAS BONUS!!!**



2018 LEADERS CONFERENCE

- April 26-29/2018



What is included for you and your guest:

- Airfare up to \$500.00 single, \$1000.00 for a couple.
- 3 nights hotel room paid.
- Tickets to a show.
- Welcome / Karaoke dinner.
- Gala Dinner.
- Breakfast Friday and Saturday.

2018 LEADERS
CONFERENCE

2018 LEADERS CONFERENCE

- **Who gets invited?**
- Top Reps / Sponsors /
- Rising Stars / Honorable Mention

- **How to get invited?**
- Production / personal and down line
- Enthusiastic feel for the business
- Attending and participating on national and team calls

- **How selections are made.**
- Internal office review of script numbers and participation
- Nominated by sponsors or PA
- Self nomination

WE WILL START PICKING ATTENDEES NEXT MONTH

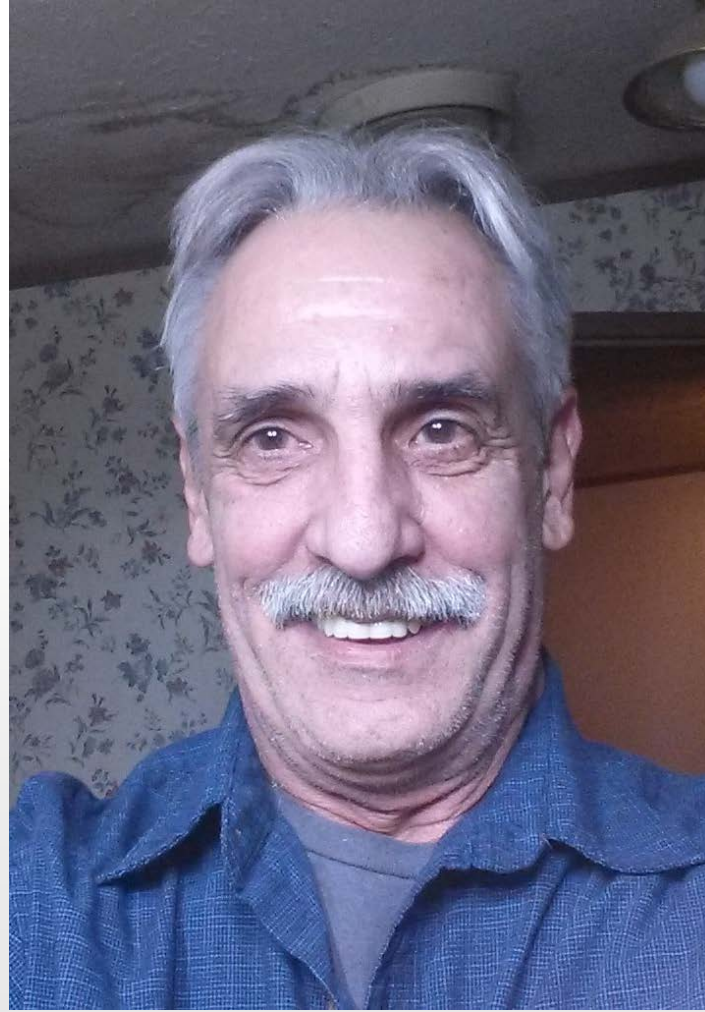
1. SELF NOMINATE
2. SPONSOR NOMINATION
3. PA NOMINATION
4. PERSONAL SCRIPT COUNT PRODUCTION
5. SPONSOR PRODUCTION

NEED YOUR NOMINATION BY 11/10 END OF DAY
DON'T WAIT, SPEAK TO YOUR SPONSOR, PA OR GET THOSE SELF
NOMINATION EMAILS IN TO EITHER DIANE, DBURGOS@NBBICARD.COM
OR ME, MATTARDO@NBBICARD.COM



820 195 488

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IN MEMORIAM -
ANDREW
FORTIER
4/1958 – 9/2017

Our next call will be on Tuesday 11/28 at 9pm Eastern time.
We will be skipping the December call.

Thank you for joining us this evening. On behalf of Kevin, Barry, Ray, myself and the rest of the staff, we wish you a very Happy Thanksgiving and we thank you for being a part of our family.

Good night and as always, may God bless you and yours,
Michael, Diane, Mary, Claudia and Chris.