

“Start now. Start where you are. Start with fear. Start with pain. Start with doubt. Start with hands shaking. Start with voice trembling, but start. Start where you are, with what you have. Just start. Start and don’t stop.”



WELCOME TO YOUR NATIONAL CALL APRIL 3, 2018

YOUR HOST

MICHAEL ATTARDO,

SVP OPERATIONS AND ADMINISTRATION

PPT BY MICHAEL ATTARDO



**MIKE IN THE
BOX?
WE ARE DONE!**

NEW OFFICE



OUR NEW ADDRESS

**NATIONAL BENEFIT BUILDERS, INC. (NBBI)
25 HANOVER ROAD, SUITE A-200
FLORHAM PARK, NJ 07932**

JANUARY / FEBRUARY TOP PRODUCERS

Jan - ADC

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

Feb - ADC

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

Jan - CAP

1. Doug W.
2. Rex B.
3. Chris W.
4. Charles W.
5. Kim D.
6. Pat W.
7. Darryl A.
8. Mary Jo A.
9. Ruth G.
10. Richard F.

Feb - CAP

1. Doug W.
2. Rex B.
3. Chris W.
4. Charles W.
5. Kim D.
6. Pat W.
7. Darryl A.
8. Mary Jo A.
9. Ruth G.
10. Richard F.

JANUARY / FEBRUARY TOP SPONSORS

Jan - ADC

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

Feb - ADC

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

Jan - CAP

1. Charles W.
2. Mark M.
3. Mark F.
4. Ainsworth M.
5. Kim D.
6. Chris W.
7. Ruth G.
8. Benjamin S.
9. Pat W.
10. Daniel P.

Feb - CAP

1. Charles W.
2. Mark M.
3. Mark F.
4. Ainsworth M.
5. Kim D.
6. Chris W.
7. Ruth G.
8. Pat W.
9. Benjamin S.
10. Daniel P.



CONGRATULATIONS TO THE JANUARY NATIONAL CALL CARD WINNERS...

1. NEHEMIAH T., MI
 2. GAIL S., AL
 3. JOYCE K., NY
- 

FEB. TEAM CALL WINNERS

Karen O.

Dean D.

Glenn P.

Marjorie R.

Chris P.

CONGRATULATIONS

820 195 281

please call or email Diane at: (888) 311-6224 x119
dburgos@nbbicard.com
to claim your prize by 4pm tomorrow.

“

JANUARY CONTEST QUESTION

WINNER: WILSON M., NC

UPON REACHING 200 SCRIPTS IN ONE MONTH, WHAT DISCOUNT PROGRAM WILL YOU RECEIVE AT NO CHARGE TO YOU?

”

ANSWER: FREE HOUSEHOLD DENTAL PLAN

JANUARY BONUS QUESTION
PRIZE: 5,000 CARDS OR EQUIVALENT

Winner: Mike K., NC

QUESTION: THIS MORNING WE HAD A SPECIAL MOON.
WHY WAS IT SPECIAL. HINT: IT HAD 3 NAMES.

ANSWER: SUPER, BLUE, BLOOD MOON

JANUARY SPECIAL BONUS CONTEST

WINNERS: LILLY M., KY

ROGER G., AZ

BOB S., FL

TRY TO STUMP MICHAEL. SEND ME IN A QUESTION RELATING TO OUR BUSINESS.

PRIZE: 100 ADDCO + 100 TESTIMONIAL BOOKS

SPECIAL ENROLLMENT PRICING FOR:

IF YOU ARE CURRENTLY PARTICIPATING OR HAVE PREVIOUSLY PARTICIPATED IN THE MILITARY, LAW ENFORCEMENT, FIRE FIGHTING OR EMT – ENROLLMENT PRICE IS \$49.95

SPECIAL PRICING FOR MILITARY AND LAW ENFORCEMENT PERSONNEL

THE SPECIAL PRICING INFORMATION IS ON YOUR .ORG SITE.

1. GO TO YOUR .ORG SITE
2. CLICK ON BECOME A REP
3. CLICK ON THE BECOME A REP – LEARN MORE BUTTON
4. CLICK ON SIGN UP TODAY
5. AGREE TO TERMS AND INITIAL / CONTINUE BUTTON
6. 3RD LINE DOWN HAS THE MILITARY ETC. QUESTION, ONCE YOU CLICK YES THE PRICE WILL BE ADJUSTED AUTOMATICALLY UPON CHECK OUT

IF PRES. TRUMP WANTED, HE COULD TAKE STEPS TO LOWER SOARING DRUG PRICES

The answer, surprisingly, is yes.

- He could expand federal funding to universities for research into promising new drugs, rather than rely primarily on profit-hungry pharmaceutical companies that price their pills at whatever the market will bear.
- Legislation known as the Bayh-Dole Act was adopted in 1980 to address just this issue. If a private-sector patent holder isn't making good use of publicly funded research, perhaps by not bringing a product to market quickly enough, the government can kick-start competition by handing the patent to somebody else. Some have argued that the "reasonable terms" provision, because of its vagueness, also could be used by federal officials to demand lower prices for insanely expensive prescription meds — which is basically what Pres. Trump promised to do before and after the election.

Source: <http://www.latimes.com/business/lazarus/la-fi-lazarus-drug-price-caps-20170801-story.html>

NEW REP INCENTIVE PROGRAM

Any new Rep that reaches

- *25 scripts within their first 3 months in any one month will get 5,000 free cards.*

- *50 scripts within the first 4 months in any one month will get an additional 5,000 free cards.*
- *Sponsor wins choice of \$50.00 postage or 5K Free cards.*

- *100 scripts within the first 5 months in any one month will get an additional 10,000 free cards.*
- *Sponsor wins choice of additional \$50.00 postage or 5K Free cards.*

How difficult are these numbers to hit?

We want to congratulate Jason P., NC. Jason hit over 100 scripts in his first month. Jason received all 3 bonuses at one time, 20,000 cards.

CONGRATULATIONS

820 192 629

please call or email Diane at: (888) 311-6224 x119
dburgos@nbbicard.com
to claim your prize by 4pm tomorrow.

WHO CAN BENEFIT FROM AN RX DISCOUNT CARD?

Generally speaking patients who are at the lowest income levels, middle income levels, high income levels, un-insured, under insured, self insured, disabled, and seniors generally over the age of 50.

High prescription costs can affect anyone, including your Mom, Dad, Grand Parents, Aunts, Uncles, Brothers, Sisters, Children, Friends and you're Neighbors. Everyone knows someone who could benefit from your Rx Card.

One out of 3 Americans (100 Million) fall into these categories and therefore benefit by having access to your Rx Cards.

BELOW ARE SOME WAYS TO GET THE RX CARD OUT

- Ask your Healthcare community leaders to take ownership of your Rx Card to help their patients by giving access to the cards via the internet or printed cards.
- Contact the hospitals. Ask the business office or discharge office to distribute access to cards when a patient is sent home. It could be given in the discharge paper work.
- Contact your local Physicians and Dentists to help patients with access to your Rx Cards.
- Contact your local not for profit associations.
- Contact your local Public governmental facilities to give the public access via their websites.

Pet Drugs

The updated website is currently being tested. It will be rolled out at the convention and made available to the entire field force right after the convention around May 15, 2018

PLATINUM DRUG CARD UPDATE

AS WITH THE PET DRUG CARD THIS IS IN THE APPROVAL STATE. AS A COMPANY WE HAVE ATTORNEYS THAT REVIEW ALL OUR PRODUCTS AND MAKE SURE THE PROPER PAPERWORK IS FILED IN ALL STATES. THIS WILL ALSO BE ROLLED OUT AT THE CONVENTION AND MADE AVAILABLE TO ALL RIGHT AFTER.

PLATINUM DRUG CARD UPDATE

A SAMPLE OF WHAT THE CARD LOOKS LIKE IS ON YOUR .ORG SITE.

THE PRICE FOR THIS PLATINUM CARD IS \$13.99 PER MONTH FOR A HOUSEHOLD PLAN.

REPS WILL GET 30% COMMISSIONS.

MEDAFFORD GLOBAL

- A **60-PILL BOTTLE** OF THE DRUG COMBO, VIMOVO, COST \$138 IN 2013 WHEN ASTRA-ZENECA SOLD IT TO HORIZON. THE BOTTLE NOW COSTS \$2,979 AFTER HORIZON RAISED THE PRICE ON 11 OCCASIONS.
- WITH OUR DRUG DISCOUNT CARD THE COST IS \$2441.00
- WITH MEDAFFORD GLOBAL THE COST IS \$125.20

Source: <https://arstechnica-com.cdn.ampproject.org/c/s/arstechnica.com/science/2018/02/price-of-2-in-1-drug-spikes-to-3000-separately-the-two-drugs-cost-36/?amp=1>

MEDAFFORD GLOBAL MAIL-ORDER PRESCRIPTION PROGRAM

MEDAFFORD GLOBAL IS UP AND RUNNING, THE WEBSITE IS:

WWW.MEDAFFORDGLOBAL.COM/YOURIDENTIFIER

BY THE END OF THE WEEK YOU WILL BE ABLE TO ACCESS THIS SITE DIRECTLY FROM YOUR .ORG SITE.

MEDAFFORD GLOBAL MAIL-ORDER PRESCRIPTION PROGRAM

THE DRUG CARD FRONTS WILL REMAIN THE SAME, THE CARD BACK HAS CHANGED.

Global pharmacy brand-name mail-order program / Rx GRP: XXXXXXX

Save up to 80% on your brand-name prescription through mail-order

1. Price your brand-name medications at: www.medaffordglobal.com/xxx
2. Call 844-633-7977 or (844-MedRx-77)
3. Your medications ship directly to you.

For walk-in pharmacies, present this card along with your prescription to receive savings of up to 85% with an average discount of 15% on brand-name and 55% on generic medications.

- * Card is pre-activated and never expires. Use the card immediately.
- * Covers entire household, with no exclusions.
- * Personal information is never collected. HIPAA guidelines are followed.

This card is accepted at over 80% of all pharmacies in the U.S. and its territories, from national chains to your local pharmacy, including:

WALGREENS, WAL-MART, TARGET, K-MART, CVS, KROGER, RITE AID, and many more.

Customer service call: 888-311-6224 / For additional cards, drug pricing and pharmacy locations, contact:

www.AmericasDrugCard.org/XXXXX (888) 888-8888

MEDAFFORD GLOBAL MAIL-ORDER PRESCRIPTION PROGRAM

THE RX GRP NUMBER IS YOUR REP ID LOCATED IN YOUR BACK OFFICE + 1000.

Global pharmacy brand-name mail-order program / Rx GRP: XXXXXXX

Save up to 80% on your brand-name prescription through mail-order

1. Price your brand-name medications at: www.medaffordglobal.com/xxx
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Customer service call: 888-311-6224 / For additional cards, drug pricing and pharmacy locations, contact:

www.AmericasDrugCard.org/XXXXX (888) 888-8888

MEDAFFORD GLOBAL MAIL-ORDER PRESCRIPTION PROGRAM

THE RX GRP NUMBER IS YOUR REP ID LOCATED IN YOUR BACK OFFICE + 1000.

IF THE SITE IS ACCESSED THROUGH YOUR REGULAR .ORG SITE, WE WILL KNOW AUTOMATICALLY WHO THE REP IS.

IF THE SITE IS ACCESSED THROUGH THE MEDAFFORD.COM SITE THE USER WILL NEED TO ENTER YOUR RX GRP NUMBER.

MEDAFFORD GLOBAL MAIL-ORDER PRESCRIPTION PROGRAM COMPENSATION

IN ORDER TO MAKE US COMPETITIVE WITH THE INTERNATIONAL MARKET WE HAVE COME UP WITH THE FOLLOWING COMPENSATION LEVELS.

Drugs ordered from India

Cost	Rep.	Sponsor
< =\$100	\$5.00	\$0.50
\$101-150	\$6.00	\$0.75
\$151-200	\$7.00	\$0.80
\$201-250	\$8.00	\$1.00
\$251-300	\$9.00	\$1.10
\$301-350	\$10.00	\$1.25
\$351-400	\$11.00	\$1.50
>\$400	\$12.00	\$1.75

Non / India Drugs

Cost	Rep.	Sponsor
< =\$100	\$4.00	\$0.25
\$101-150	\$4.50	\$0.30
\$151-200	\$5.00	\$0.40
\$201-250	\$6.00	\$0.50
\$251-300	\$7.00	\$0.55
\$301-350	\$8.00	\$0.60
\$351-400	\$10.00	\$0.75
>\$400	\$12.00	\$1.00

I WILL SET UP TRAINING WEBINARS FOR ALL 3 NEW PRODUCTS:

1. PET RX
2. PLATINUM DRUG CARD
3. MAIL-ORDER PRESCRIPTION PROGRAM

MOST LIKELY RIGHT AFTER THE CONVENTION.
DIANE WILL SEND OUT EMAILS AS TO THE
DATES AND TIMES OF THE WEBINARS

2017'S CITY UNINSURED RATES

THIS SITE SHOWS THAT THE UNINSURED RATE
IN THE U.S. IS CLIMBING.
IT ALSO SHOWS WHAT STATES HAVE THE HIGHEST
UNINSURED POPULATIONS.

<https://wallethub.com/edu/uninsured-rates-by-city/25030/>

APRIL CONTEST QUESTION
10,000 CARDS OR
\$100.00 IN POSTAGE OR
5,000 CARDS + \$50.00 POSTAGE

We have many program for you the rep to use free of charge to assist you in the distribution of your drug cards. The brochure club, custom branded program and the H.E.L.P. program.

Tell me what H.E.L.P. stands for.

Email answers to Diane at dburgos@nbbicard.com by 4pm eastern time on Thursday 4/5/18

All correct answers will be placed into a hat and one winner will be picked randomly.

CONGRATULATIONS

820 195 433

please call or email Diane at: (888) 311-6224 x119
dburgos@nbbicard.com
to claim your prize by 4pm tomorrow.

One last thing..... “Remember this, that quitting is always an option and it is the only one that guarantees a predictable outcome.

Stay in the fight and everything is at risk.

Quit and you can be assured that nothing will change. Nothing at all.” The choice is ours.

***NEXT SCHEDULED NATIONAL CALL IS
MAY 29TH.***

***Thank you for joining us this evening.
Good night and God bless,
Michael-Diane-Mary-Claudia-Chris +
EVERYONE AT NBBI.***