

BACK TO THE FUTURE

NATIONAL SALES MEETING BLEEDING DISORDERS PROGRAM WEDNESDAY, 12-03-2025

GENERAL SESSION—OCEAN A, B, C

PRESENTER	TOPIC	TIME
Victoria McDiarmid	Meeting Kickoff <i>Emcee/Introductions of Sales Leadership/Expectations of Meeting</i>	9:00 AM 9:13 AM
Deven Patel	Welcome	9:13 AM 9:15 AM

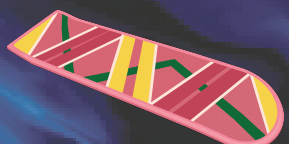
TEAM BREAKOUT SESSION—TANK 2

Matthew Flores	Staff Introductions and Territory Overview <i>Meeting Objectives – what are you hoping to take-away from the meeting, Agenda Review</i>	9:30 AM 11:15 AM
Mark Milburn	340b Contracting Introduction/Overview	11:15 AM 11:45 AM

LUNCH

45 MIN

Frank Lentinni Bonnie Flores Jill Rowley	Trella Health Review/How To	12:30 PM 1:00 PM
Novo Nordisk	Alhemo and Pipeline	1:00 PM 2:00 PM
BREAK		15 MIN
Pfizer	Hypavzi and Pipeline	2:15 PM 3:15 PM
RDs	Putting Trella to Use – Team Workshop	3:15 PM 4:00 PM
TMs	SWOT Reviews/Updates	4:00 PM 5:30PM



BACK TO THE FUTURE

NATIONAL SALES MEETING BLEEDING DISORDERS PROGRAM THURSDAY, 12-04-2025

GENERAL SESSION—OCEAN A, B, C

PRESENTER	TOPIC	TIME
Victoria McDiarmid	Welcome Day 2 <i>Recap Day 1, Expectations Day 2 & 3</i>	9:00 AM 9:15 AM
Deven Patel	Opening Remarks <i>2025 Review, 2026 Vision, Business Segment Review</i>	9:15 AM 10:30 AM
Victoria McDiarmid Michael Lewis	Overview of Business Segments Melissa Pariseau – Managed Markets Matthew Flores – Bleeding Disorder Program Susan Hofstetter – IG Therapy Program Danielle Santos – Specialty and Acute Therapy Program	10:30 AM 11:15 AM
Sachin Dev	Product Development	11:15 AM 11:55 AM
Deven Patel	Closing Remarks	11:55 AM 12:00 PM

LUNCH

1 HOUR

TEAM BREAKOUT SESSION—TANK 2

15 MIN

Sachin Dev Hamita Patel Tracy Kalas	Product Development/Health App	1:00 PM 1:30 PM
Cory Wiggins Program Managers	Business Operations/Trade Relations/Program Management	1:30 PM 2:00 PM
Janette Elardo	Intake	2:00 PM 3:00 PM

BREAK

15MIN

Mark Milburn	340b Contracting Workshop	3:15 PM 3:45 PM
Nikki Getz John Hopkins	Nursing/Pharmacy Operations	3:45 PM 4:15 PM
Melissa Pariseau	Managed Care	4:15 PM 4:45 PM

Q&A/DISCUSSION—Wrap UP

4:45 PM

5:15 PM

MEET AND GREET—Linguini by the Sea

6:00 PM

BACK TO THE FUTURE

NATIONAL SALES MEETING
BLEEDING DISORDERS PROGRAM
FRIDAY, 12-05-2025

GENERAL SESSION—OCEAN A, B, C

PRESENTER	TOPIC	TIME
Victoria McDiarmid	Introduction of Speaker	9:00 AM 9:15 AM
Kostya Kimlat	Personality Magic/Motivational Speaker	9:15 AM 10:30 AM
BREAK		15 MIN
Dr. Phillip Kucab	From Patient to Physician: Reimaging Care Through Resilience, Innovation, and Humanity	10:45 AM 11:45 AM
BREAK		15 MIN
Victoria McDiarmid	Awards Ceremony	12:00 PM 12:45 PM
QUESTIONS—WRAP UP—CLOSING REMARKS		15 MIN
CORPORATE CELEBRATION		5:30 PM

