

EMPLOYEE TRANSFERS TO SALES: If a Rotech employee transfers from any position to a Sales Rep position, he/she must complete the Sales Rep Orientation as if they were a new employee.

Sales Rep Name	(removed name)
Hire Date	11/13/2006
Training Begin Date	11/14/2006
Training End Date	12/4/2006
Employee ID Number	30406
Email Address	removed.name@rotech.com
Location Name & Address	Samaritan Home Medical: 2801 Northside Dr. Suite 11 Bossier City, LA 71111
Location Number	646110
Division	SE
Region	3
Area	2
RM Name	Seleta Lovell
AMS Name	Jules Galiouras

We want to ensure that you are being set up for success by getting all the training that you need. The following questions will give us a sense as to whether we have provided you with the standard Sales Rep Orientation. This survey WILL NOT be used in evaluating you. At the end we would like you to let us know what other training you need to be successful. To answer each question, click on the "NO" box and use the arrow at the side to select "Yes" or "No".

Ryan Stehr SER3A2 - NOVEMBER

YES/NO

1. Have you completed all items listed on the Day 1 Checklist with your AMS?	YES
2. Did you review the Rotech Home Page, including the Sales Commission Web?	YES
3. During your time with your AMS, did you cover the following?	YES
3a. Did you review the Commission Plan?	YES
3b. Did you discuss the Sales Rep Points Expectations document and review Form HR 525?	YES
3c. Did you discuss the probationary period and review Performance Review - Form HR 513?	YES
4. During your time with the LCM, did you cover all of the Checklist items?	YES
4a. Did you review the BvA?	YES
4b. Did you review the Location's Set Up and Pick Up Logs?	YES
4c. Did you review Held Items and the process to reduce Held Item at the Location?	YES
4d. Did you review DAD, CAD, and the Dashboard?	YES
5. Did you spend 1 - 2 days with a CSR?	YES
5a. Did you review the referral process and top referral sources in the territory?	YES
5b. Did you review how the Location processes an order?	YES
5c. Did you review patient financial assistance, including Form BL 225?	YES
5d. Did you review the Billing Center process and Location follow up?	YES
6. Did you spend 1 - 2 days with a PST?	YES
6a. Did you review Operating Safety Instructions for all equipment listed on the Checklist?	YES
6b. Did you review Oxygen equipment and the set up process?	YES
6c. Did you review types of wheelchairs and beds?	YES
6d. Did you spend time riding with a PST?	YES
7. Did you spend 1 - 2 days with a RC?	YES
7a. Did you review the GOLD Care program?	YES
7b. Did you review benefits of Neb Meds and a Neb Med set up?	YES
7c. Did you observe a Clinical Assessment Visit?	YES
7d. Did you review Clinical Policies and Procedures and Definitions listed on the Checklist?	YES
8. Did you spend 2 days traveling with another Sales Rep?	YES
9. Did your AMS spend at least two days traveling with you in your territory?	YES
10. Did your AMS spend some time reviewing account strategies?	YES
11. What other training do you need to succeed in your market?	
None.	