### NEW - Under $10 k Focus Accounts

We have **updated** Page 3 of this report to include 2017 Under $10,000 focus accounts.

For each account we have included YTD Merchandise Sales, YTD GP$ and GP$ growth over Prior Year.

(For Medical – Under $2,500 and $2.5-6,000)

Please have your team review these accounts and let Jacquie know which accounts can be removed from the targets lists.

Please also remember we have provided a **Focus Account** page to help your FSCs further maintain our current business. It consists of two main sections:

**Drop-Off**

These accounts are mostlikely buying from the competition.

* Accounts are selected where merchandise sales have either declined by **20%** or dropped by **$10,000** prior year.
* Ideally, the 2 month average should be positive and higher than the prior 3 months.

### Early Warning

These accounts have likely started to buy from the competition.

* Accounts are selected where the average past 2 months of Merchandise sales are lower than the prior 3 months’ average.

Accounts will be removed from this list automatically after sales increase.

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| Focus Feedback Form A separate Excel Form is supplied to the FSC to enable them to respond with their monthly action plan commentary for the customers listed. This information will be reviewed by the sales support team and incorporated into their next report.  Completed forms are to be emailed to [sales.support@henryschein.ca](mailto:sales.support@henryschein.ca) by the 21st of every month. |

You are to work with your FSCs to determine the most effective way to use this report to MAINTAIN and GROW our business.

**Business Reporting Team** | Henry Schein - Canada | Corporate Office | [BusinessReporting.Canada@Henryschein.ca](mailto:BusinessReporting.Canada@Henryschein.ca)