### 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 review these accounts and let your Manager know which accounts should 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 Please use the separate Excel Form to supply your monthly action plan commentary for the customers listed. This information will be reviewed by the sales support team and incorporated into your next report.  Completed forms are to be emailed to [sales.support@henryschein.ca](mailto:sales.support@henryschein.ca) by the 21st of every month. |

Your sales manager and sales support team ( [sales.support@henryschein.ca](mailto:sales.support@henryschein.ca) ) can work with you to determine the most effective way to use this report to MAINTAIN and GROW our business.

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