

FMS Quarterly Performance Review Form

Name

Quarter

Date of review meeting

Comment on performance

1. Maintain and grow STIMULAN sales

Bonus available

\$1000

Bonus earned

2. Maintain and grow Spine sales

\$750

3. Maintain and grow Trauma/Foot & Ankle sales (genex)

\$750

Total

RM comment

FMS comment

Guidance Notes

1. The FMS Quarterly Performance Review form should be used at the end of the quarter to record performance and bonus payments.
2. This form should be used in conjunction with the MBO report available on salesforce.com.
3. You should complete the quarterly performance review by the 10th of the month after the quarter end.
4. Forms should be provided to the AVP for approval by the 10th of the month after the quarter end to meet payment deadlines.

Qualifying Activities

Product presentation to surgeon	\$150
DRy26 presentation to surgeon	\$150
Product presentation to other	\$150
Scientific exchange with surgeons	\$250
Grand rounds/journal club/resident day	\$250
Informal chat with surgeon	\$150
Cover case	\$150
Surgeon - 1st case	\$250
Surgeon - 2nd case	\$250
Surgeon - 3rd case	\$250
In-service training	\$150
Structured rep training	\$250
DRy26 rep training	\$250
CE Seminar	\$250
Snack and chat	\$150
New FMS activities	\$500
VAC Approval	\$250
Meeting with hospital decision maker	\$150
Re-engage former user (>90 days)	\$250
Monthly Hub notification open rate above 85%	\$150