

January 2016

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1 Holiday Break	2
3	4 2015 Self-"Appraisal Kick-Off Email	5	6	7	8	9
	Phase I (New Hire Training) Home Study WebEx					
	2015 ROADmap RBDs & DBMs WebEx Training (1)	2015 ROADmap RBDs & DBMs WebEx Training (2)				
10	11	12	13	14	15 2015 Self-Appraisal Reminder Email	16
	National Sales Meeting					
	Phase I (New Hire Training) Home Study WebEx					
17	18	19	20	21	22	23
	Phase I (New Hire Training) Home Study WebEx					
	2015 Manager Appraisal Reminder Email					
24	25 "Connect4Success" (8 or 11am EST)	26	27	28 Intramed Field Portal Launch Start Loading Plans	29 Training Calls – Intramed (8,11,2 EST Options)	30
	2015 Manager Appraisal Reminder Email	Phase I (New Hire Training) Live				
31						

February 2016

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	Success Model Series Introduction & invites to RBD/DBMs Email 1-4pm RBD Calibration Session					
	1	2	3	4	5	6
			2-5pm West Region Calibration Session	12-3pm South Central Calibration Session		
	Phase I (New Hire Training) Live					
7	8	9	10	11	12	13
	Success Model Series Introduction to TBMs Email					
	"Connect4Success" (8 or 11am EST)			9-12pm Northeast Calibration Session 2-5pm Southeast Calibration Session		
	Phase I (New Hire Training) Live					
14	15	16	17	18	19	20
	President's Day Purdue Closed	9-12pm Mid Atlantic Calibration Session 1-4pm Mid West Calibration Session				
21	22	23	24	25	26	27
	"Connect4Success" (8 or 11am EST)				Kick-off & Introduction to the Success Model Live WebEx –TBMs – Core Competencies plus Sales Functional Competencies	
	SLT Event	SLT Event			RBD/DBM HUB Training	
	Phase I (New Hire Training) Home Study WebEx					
28	29					
	Phase 1 (New Hire Training) Home Study WebEx					
	Enterprise Collaborator - RBDs & DBMs - Recorded					

March 2016

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1	2	3	4	5
					HUB Pilot Launch (Select Teams) Belbucca WebEx (ALL) (8,2 or 4 ET)	
		Phase 1 (New Hire Training) Home Study WebEx				
6	7	8	9	10	11	12
E-Campus 2 Week Window Expense Reporting Speaker Programs	IC Attainment Reports Posted (January 2016)					
	Phase I (New Hire Training) Live					
	Enterprise Collaborator & Agile Strategist Recorded					
	“Connect4Success” (8 or 11am ET)				Award Rank Reports (For December 2015)	
13	14	15	16	17	18	19
	Award Rank Reports (For January 2016)				Q2 Call Plan File Clean Up. (Pre Read Deck only for all DBMs at 4 :30(ET)	
	Courageous Innovator – Recorded	DBM/ATBM Phase 1 Training			Web EX Training on Speaker Program Updates –Speaker Decks, Leader and Participant Guides, and REMS Information for RDBs, DBMs and TBMs (8 or 2 ET)	
	Phase I (New Hire Training) Live					
20	21	22	23	24	25	26
	Customer and Patient Ambassador & Analytical Problem – Recorded				WebEx Training on Data Basics Expense Reporting for all TBMs and DBMs (8 or 2 ET)	
	“Connect4Success” (8 or 11am ET)					
	Q 2 Call Plan File Clean Up. (Pre Read Deck only for all TBMs at 2EST or 4ET)	TBMs (Live Q2 Call Plan File Clean Up)				
	ATBM (Phase I)					
27	28	29	30	31		
	Talent Builder – Recorded	9am – 12pm EC Meeting				
	Q2 – Call File Clean Up for TBMs - CLOSED	DBMs (Review & Approval) Q2 Call File	RBD (Review & Final Adjustments) Q2 Call File	HQ – VALIDATION & LOAD for Q2 Call File		

April 2016

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1	2
3	Q2 – 2016 Call Plan Live in Phoenix	4	5	6	7	8
	IC Attainment Reports Posted (February 2016)					9
	"Connect4Success" (8 or 11am ET)				Mandatory WebEx – Speaker Bureau for Analysis & Reporting for all RBDs & DBMs (8 or 2 ET)	
	Accountability Driver & Adaptable Achiever – Recorded					
	Phase II (Live Training)					
	New DBM Phase II Training					
10	11	12	13	14	15	16
	Award Rank Reports (For February 2016)					
		RLM + Business Reviews	RLM + Business Reviews	RLM + Business Reviews		
17	18	19	20	21	22	23
	"Connect4Success" (8 or 11am ET)					
	Phase II Live Training					
24	25	26	27	28	29	30
					RBD/DBM Live WebEx Functional Sales Competency Training	
	Phase I (New Hire) Home Study WebEx Training					

May 2016

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2	3	4	5	6	7
	"Connect4Success" (8 or 11am ET)	DLM + Business Reviews	DLM + Business Reviews	DLM + Business Reviews	TBM Live WebEx Functional Sales Competency Training	
	Phase I (New Hire Training) Home Study WebEx					
8	10	11	12	13	14	
	Success Model Series Conclusion Email	President's Club Trip				
	IC Attainment Reports Posted (March 2016)	Phase I - (New Hire Live Training) Week 1				
15	16	17	18	19	20	21
Trip	"Connect4Success" (8 or 11am ET)	District POAs				
	Phase I – (New Hire Live Training) Week 2					
22	23	24	25	26	27	28
Award Rank Reports (For March 2016)	District POAs					
	Phase I (New Hire Training) Home Study WebEx					
29	30	31				
	Memorial Day Purdue Closed	Phase I (New Hire Training) Home Study WebEx				

June 2016

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1	2	3	4
			Phase I (New Hire Training) Home Study WebEx			
			DBM/ATBM Phase II Training			
5	6	7	8	9	10	11
	Connect4Success (8 or 11am ET)					
	Phase I (New Hire Training) Live					
	IC Attainment Reports Posted (April 2016)	ATBM (Phase II)				
12	13	14	15	16	17	18
	Award Rank Reports (For April 2016)				iSign Application and Strategic Trifold RBDs/BDMs/TBMs (WebEx - 8 or 2 ET)	
	Success Model Assessment Selection					
	Phase I (New Hire Training) Live					
19	20	21	22	23	24	25
			Field Completes Sales Success Model Assessments (Self/Peers/Supervisor)			
					OxyContin Competitive Launch and Training RBDs /DBMs (WebEx - 4pm)	
		Phase II (Progressive Live Training)				
26	27	28	29	30		
	"Connect4Success" (8 or 11am ET) Lead with Experience Mandatory		Mid Year's -Summary Report of the Success Model Assessment for the Field to Start			
	Field Completes Sales Success Model Assessments (Self/Peers/Supervisor)					
	Phase I (New Hire Training) Home Study WebEx					

July 2016

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1	2
					Phase I (New Hire Training) Home Study / WebEx	
					Mid – Year Self - Assessment	
3	4	5	6	7	8	9
	July 4 th - Purdue Closed Holiday	Phase 1 (New Hire Training) Home Study / WebEx				
			IC Attainment Reports Posted (May 2016)			
	Mid – Year Self - Assessment					
10	11	12	13	14	15	16
	"Connect4Success" (8 or 11am ET)		Award Rank Reports (For May 2016)		Mid – Year Discussions	
	Mid – Year Self - Assessment					
	Phase 1 (New Hire Training) Home Study / WebEx					
17	18	19	20	21	22	23
			WebEx RBDs TTT CDP (1HR)		RBDs Host DBMs / CDP Training (1HR)	
	Phase I - (New Hire) Live Training					
	Mid – Year Discussions					
24	25	26	27	28	29	30
					ezCater National Rollout WebEx – 8am or 2pm EST	
	"Connect4Success" (8 or 11am ET)		RBDs TTT Progression Tool	RBDs Host DBMs CDP Teach Back (1HR)	DBMs Host TBMs CPD Training (30min)	
	Mid – Year Discussions					
	Phase I - (New Hire) Live Training					
31						

August 2016

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	1	2	3	4	5	6
				DBMs Progression Tool Training (WebEx 4pm EST)	DBMs Host TBMs CPD Training Check in – (30mins)	
	Career Development Plans Progressions Submissions					
7	8	9	10	11	12	13
	"Connect4Success" (8 or 11am ET)		RLM	RLM	National WebEx – REMS Program (RBDs, DBMs & TBMs) 8am or 2pm EST	
	Career Development Plans					
	IC Attainment Reports Posted (June 2016)					
14	15	16	17	18	19	20
	Career Development Plans Progressions Submissions		RBDs WebEx - TTT POA Workshop Show Flow @ 4pm			
21	22	23	24	25	26	27
	Award Rank Reports (For June 2016)				Phase I (New Hire Training) Home Study WebEx	
	DLM	DLM	DLM		Mandatory WebEx 8am or 4pm EST POA Assessment Overview RBDs, DBMs, TBMs	
28	29	30	31			
	"Connect4Success" (8 or 11am ET)					
	Phase I (New Hire Training) Home Study WebEx					

September 2016

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1	2	3
				Phase 1 (New Hire) Home Study WebEx		
				Mandatory WebEx 8am or 4pm ET "Drug Abuse and Addiction: Key Concepts and Definitions RBDs, DBMs, TBMs	Mandatory WebEx 8am or 4pm ET Pharmacy Selling RBDs, DBMs, TBMs	
4	5	6	7	8	9	10
				Mandatory WebEx 9am or 3pm ET Drug Abuse and Addictions: Key Concepts and Definitions RBDs, DBMs, TBMs	Mandatory WebEx 8am or 4pm ET Opioid Management RBDs, DBMs, TBMs	
	Labor Day Purdue Closed	Pain Week				
	IC Attainment Reports Posted (July 2016)	Phase I (New Hire Training) Home Study WebEx				
11	12	13	14	15	16	17
	Award Rank Reports (For July 2016)					
	POAs West - Renaissance L.A. Airport (CA)	POAs West South Central Intercontinental Dallas (TX)	POAs South Central Mid –West – Hilton O'Hare (IL)	POAs Mid – West		
18	19	20	21	22	23	24
	POAs Southeast – W Atlanta Midtown Hotel	POAs Southeast Mid Atlantic –Hilton North Raleigh Midtown (NC)	POAs Mid Atlantic Northeast – Hilton Westchester (Rye, NY)	POAs Northeast		
25	26	27	28	29	30	
	"Connect4Success" (8 or 11am ET)	DBM/ATBM Phase III Training				

October 2016

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
						1
2	3	4	5	6	7	8
	IC Attainment Reports Posted (August 2016)					
9	10	11	12	13	14	15
	"Connect4Success" (8 or 11am ET)					
	Award Rank Reports (For August 2016)					
16	17	18	19	20	21	22
	Phase I (New Hire Training) Live					
23	24	25	26	27	28	29
	"Connect4Success" (8 or 11am ET)				WebEx DAM-Enhancements (RBDs & DBMs) 4pm ET	
		Phase I (New Hire Training) Live				
30	31					

November 2016

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		1	2	3	4	5
					WebEx DAM-Enhancements (TBMs - 8am or 4pm) ET	
6	7	8	9	10	11	12
	"Connect4Success" (8 or 11am ET)					
	Phase II (Training Class)					
13	14	15	16	17	18	19
	IC Attainment Reports Posted (September 2016)	RLM + 2017 Business Reviews	RLM + 2017 Business Reviews	RLM + 2017 Business Reviews		
				Phase I (Home Study - WebEx)		
20	21	22	23	24	25	26
				Thanksgiving Purdue Closed	Day after Thanksgiving Purdue Closed	
	Phase I (Home Study - WebEx)					
27	28	29	30			
	"Connect4Success" (8 or 11am ET)					
			Award Rank Reports (For September 2016)			
	Phase I (Home Study - WebEx)					

December 2016

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1	2	3
				Phase I (Home Study-WebEx)		
4	5	6	7	8	9	10
	DLM + Business Reviews	DLM + Business Reviews	DLM + Business Reviews	IC Attainment Reports Posted (October 2016)		
	Phase I (New Hire Live Training)					
11	12	13	14	15	16	17
	“Connect4Success” (8 or 11am ET)	Self Appraisal	Last Day for the Field can incur HCP related Spend	Award Rank Reports (For October 2016)		
	Phase I (New Hire Live Training)					
18	19	20	21	22	23	24
					Last Day for all HCP related expenses should be processed on a expense report	
25	26	27	28	29	30	31
	Holiday Break – Purdue Closed					

January 2017

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2	3	4	5	6	7
		Fast Start POA	Fast Start POA		Manager Appraisal	
					Attributions for all 2016 expenses need to be completed in Phoenix	
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
			Process Review			
29	30	31				

February 2017

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
					Post - Appraisal Manager and Employee Sign - Off	
19	20	21	22	23	24	25
26	27	28				

March 2017

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
	2017 NSM LA California	2017 NSM LA California	2017 NSM LA California	2017 NSM LA California		
19	20	21	22	23	24	25
26	27	28	29	30	31	