



# The Success System

The Steps to Creating & Duplicating Success

# The Need For Telehealth Is Tremendous!

- American adults delay or forego primary medical care due to financial restraints
- Average Urgent Care visit is \$150, and an additional \$55 for medications
- Average Emergency Room visit is \$2200
- 80% of all ER and Urgent Care visits result in a prescription



# The Future Of Healthcare is Now!

You are here to help us disrupt  
the healthcare industry.

- In 2022 Telehealth generated over \$65 Billion
- By 2033 projected \$590 Billion

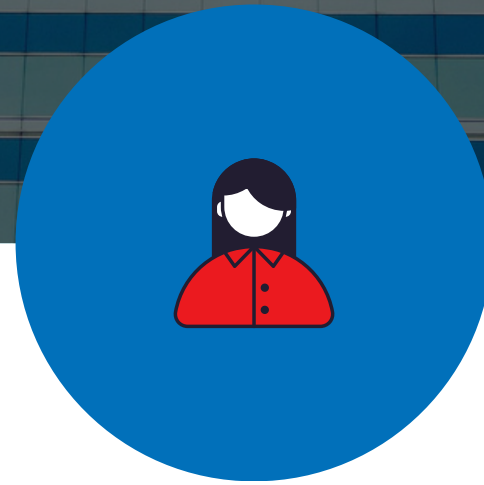


# KonnectMD Values



## Profits Follow Purpose

At KonnectMD, our Purpose is to make healthcare easy, accessible and affordable for everyone.



## Passion Produces Excellence

We're Passionate about providing reliable and effective telemedicine services that sets us apart from other providers in the industry.



## We're Positioned

Best people. Best prices. Best services. Best commissions. Best clients.

# Who's Our Target Customer?

Small Businesses

# Small Businesses, Big Opportunities

01

Small Business?

SBA) categorizes businesses with fewer than 500 employees as a Small Business.

02

How Many?

Over 32 million Small businesses in the United States of America.

03

#1 Challenge?

Labor Quality. Businesses struggle to find qualified hires.

04

#2 Challenge?

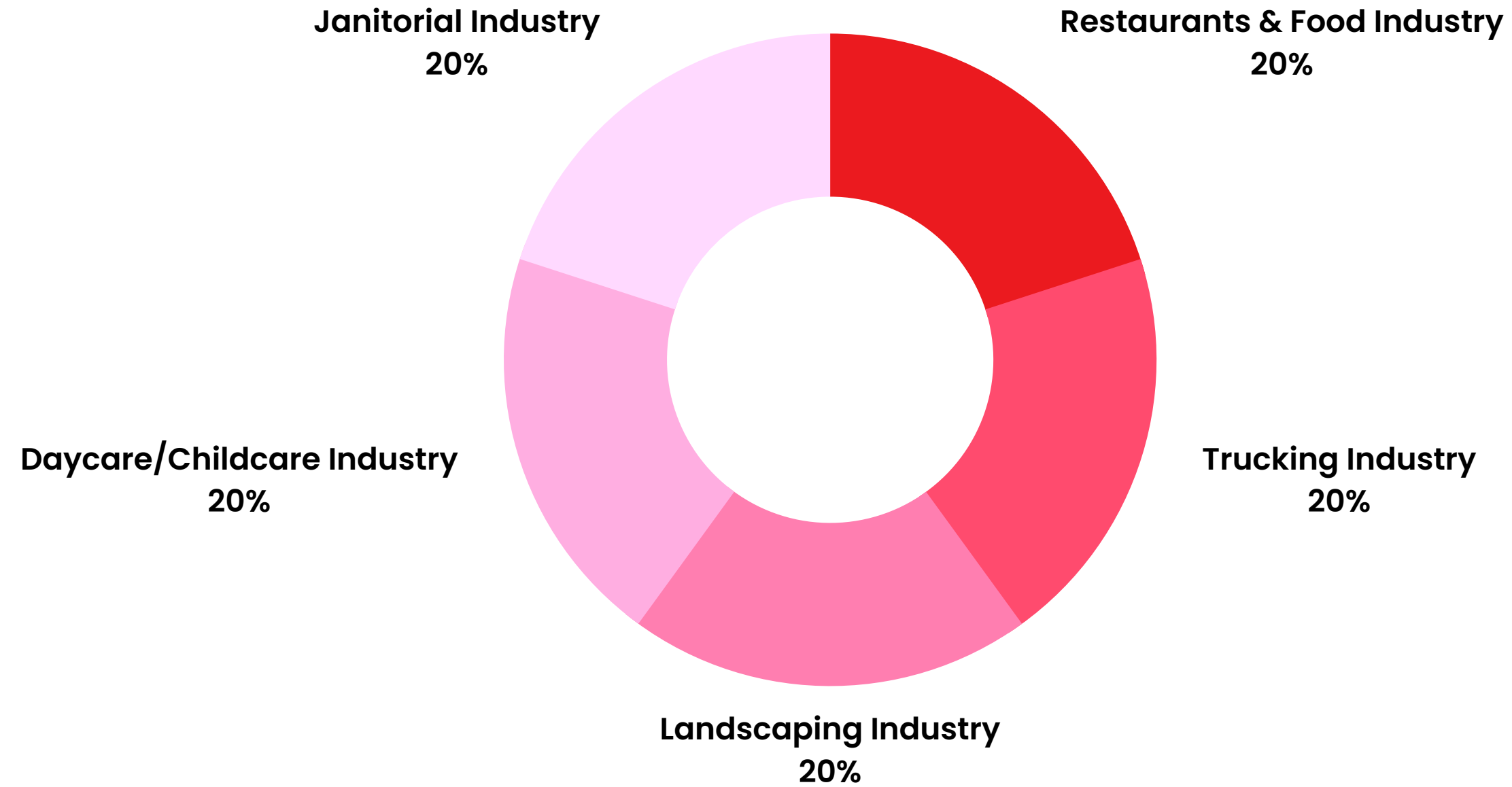
Finances. Businesses face financial struggles and don't manage properly.

05

On the Verge?

20% of Small Businesses fail in Yr. 1, and nearly half within 5 years.

# Top 5 Small Business Industries



**\*Automotive Repair & Maintenance**



## WHY KONNECTMD?

Many telehealth models often hook employers with low per-employee per-month plans but go on to file the visit as a claim, causing ridiculous back billing. This model dramatically increases claim experiences which results in higher premiums.

Low pmpm plans have high member co-pays, ranging from \$45 to \$75 per telehealth visit, so while employees have access to traditional telehealth, they often don't use it when needed because of the per-visit co-pay, leaving the member ill or resulting in higher ER and doctor visits, which leaves the employer with the same result; claims on the backend.

### How We Differ From Other Telehealth Models:

- Covers the employee + 7 family members
- No co-pays
- No extra out-of-pocket costs
- No deductibles
- No claims on the backend for employers
- Zero Prescription Cost for acute and chronic meds

Proper access to care can prevent critical issues, but out-of-pocket costs create a barrier that prevents many from getting the care they deserve. We have no additional out-of-pocket costs, allowing us to provide access to care whenever and wherever it's needed.



### "Virtual First" Approach

Forget waiting days or weeks for appointments and paying expensive fees. Instead, get easy and affordable care wherever you are and whenever you need it.



### No Cost Prescriptions

KonnectMD RX's mission is to provide the most prescribed generic medications for retail pickup and home delivery at no extra cost.



# FOR EMPLOYERS

## THE PERFECT HEALTHCARE COST CONTAINMENT SOLUTION

For only \$49.99 PEPM + Family, KonnectMD offers businesses access to the most common and frequently used services and products in healthcare. We help companies to save thousands by avoiding claims for everyday care needs & prescription costs. As a result, we help increase satisfaction, improve health outcomes, reduce sick leave and absences & lower overall costs.



### VIRTUAL URGENT CARE

24/7 Access to providers to help your users get on track and order prescriptions. Designed to treat 80% of ER and Doctor's office concerns except with Zero Deductibles & Zero Claim Costs.



### VIRTUAL COUNSELING

24/7 Access to therapy from the comfort and privacy of home or office. Designed to treat the most common mental health concerns except with Zero Deductibles & Zero Claim Costs.



### NO COST PRESCRIPTIONS

PAY NOTHING for the most prescribed prescriptions at the local pharmacy or home delivery. In addition, users with diabetes get access to supplies and medications for little to no cost.



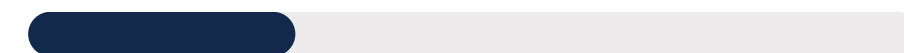
## ELIMINATE UNNECESSARY CLAIM COSTS:

KONNECTMD TREATS  
NEARLY 85% OF  
COMMON CONDITIONS  
OF ER AND DOCTOR'S  
OFFICE VISITS.

Including KonnectMD as a part of an overall portfolio of group employee benefits has become a vital healthcare cost containment tool.

KonnectMD reduces office co-pays for employees and claims costs to the employer's group healthcare plan. Studies show that we've decreased hospital admissions by 30%, and doctor visits were reduced by 60%, saving 45% in backend claim costs.

HOSPITAL ADMISSIONS DECREASED 30%



DOCTOR VISITS REDUCED 60%



CLAIM COST SAVINGS 45%





## CUT PRESCRIPTION COSTS:

GET THE MOST UTILIZED PRESCRIPTIONS IN AMERICA FOR **ZERO EXTRA COST!**



### ACUTE MEDICATIONS

Pick up immediate need medications for zero cost. Up to a 21-day supply at over 64,000 pharmacies nationwide.



### MAINTENANCE MEDICATIONS

Maintenance medications for chronic conditions will be shipped to members in a 90-day supply for no extra cost, with no limits on orders or refills.



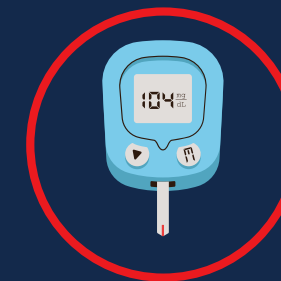


## DIABETES PROGRAM

Did you know 1 out of three American adults are Pre-Diabetic?

**Diabetes is an epidemic in our nation, with almost 20% of the population affected by it.**

Diabetic supplies and medications are typically costly, and many patients are not adherent to their prescribed medications. Therefore, it's essential to control your sugar levels and understand the risks involved when not doing so. Diabetes is a severe condition, so we have set out to help, educate and save everyone money.



### No Cost Diabetic Supplies

Our Members get a Glucometer, Lancing Device, Solution, Lancets & 12 of the Most Used Oral Diabetic Medications for Zero Extra Cost.



### Low Cost Insulin

KonnectMD RX currently has America's lowest insulin cost at only \$19.88 per vial.

# Sales Focus

The following steps provide a good outline for what you should do to find potential customers, close the sale, and retain your clients for repeat business and referrals in the future.

**\*A sales prospect is a potential customer who has been qualified to meet specific criteria indicating an ability and likelihood to buy.**

1. Prospect. (A Minimum of 50 Dials/Day)
2. Prepare. (Know Your Product)
3. Approach. (Know Your Process)
4. Present. (Consult - 80% Listening, 20% Talking)
5. Handle objections. (Requests for information)
6. Close. (80% of Sales Reps fail because they don't ask for the sale)
7. Follow-up.

# Sales Forecasts

Where we're leading?



# The Path to Success

## Monthly Challenge

- 100 Qualified businesses
- 100 Approaches
- 100 Follow Ups
- **75 New Lives**





# Commission Structure:

## Residual Commissions w/no Caps

Our residual commission structure is based on the long-term value plans. With this structure, salespeople who close deals continue to receive a commission from those plans on an ongoing basis — so long as they continue to generate revenue.



# Sales Timeline

## Understanding the Power of Residual Commissions

Just seventy-five customers every month can change your life.

**\*Example based on sale of the Platinum Plan for Groups.**

Month	1	2	3	4	5	6	7	8	9	10	11	12
# of Lives	75	150	225	300	375	450	525	600	675	750	825	900
Sales Volume	3,750	7,500	11,250	15,000	18,750	22,500	26,250	30,000	33,750	37,500	41,250	45,000
Commissions	\$750	\$1500	\$2250	\$3000	\$3750	\$4500	\$5250	\$6000	\$6750	\$7500	\$8250	<b>\$9000</b>

This plan creates \$58,500 in total commissions in Year 1.

**Begin year 2 with \$9,000 per month in commissions.**

# 90 Day Fast-Start Plan (Virtual Millionaire Club)

The Numbers are based on the [\\$29.99 Gold Plan](#)

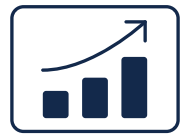
$\$29.99 \times 20\% \text{ Commission} = \$5.99$  per month recurring commission

$\$5.99 \times 835 \text{ Users} = \$5001.65/\text{Month}$  (Recurring Income)

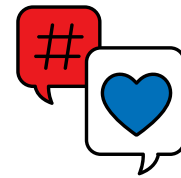
Plan...

- **Companies w/50 employees or less (avg. is 15 employees per company)**
- **50 dials per day with 3 new open cases per day**
- **15 new open cases per week with an average of 15 employees = 225 potential users per month**
- **835 divided by 225 equals 3.7 (a little more than 3 months)**

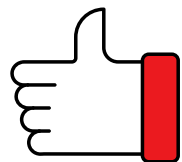
# Expectations



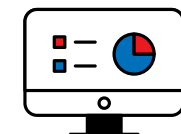
Able to meet or exceed quotas by Q2



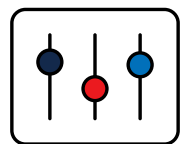
A strong business developer with the ability to build a book of business



Great representation of excellence, trustworthy and professional



Assertive, independent, and motivated to succeed



Manage all aspects of the sales process

# The Sales Process

## 4 Steps to the Sale

- 1). Script/Appointment
- 2). Appointment/Discovery Form
- 3). Survey
- 4). Enrollment



# Script/Appointment

**ONLY SELL THE APPOINTMENT!**

Hello, I'm \_\_\_\_\_, with KonnectMD Virtual Healthcare. How's it going?

**(First Name)** We work with businesses like yours to reduce employee turn-over, attract better talent and improve overall productivity. **(First Name)**, Is that important to you?  
Great!

**(First Name)**, the reason for my call is that I'd like to schedule a quick 15 minutes with you to show you what we do and how we do it. **(First Name)** the meeting is through Zoom, so there's no need for me to even come to you.

I have an opening later today at \_\_\_\_\_ time \_\_\_\_\_  
Or Tomorrow at \_\_\_\_\_ time \_\_\_\_\_, which works best for you?

*If they ask what this is about, or what we do...go to response below  
If not, simply book the appointment and capture email address to send Zoom link*

With KonnectMD, your employees and their family can have 24/7 virtual access to our healthcare providers from anywhere, anytime for common illnesses like colds, flu, allergies, UTIs, rashes and more.

Now companies that have offered our Virtual Healthcare to their employees have found it much easier to keep and to hire better talent.

So, does today at \_\_\_\_\_ time \_\_\_\_\_ or  
Tomorrow at \_\_\_\_\_ time \_\_\_\_\_ work better?

# Appointment/Discovery Form

**(First Name)**, I appreciate your time. I asked you for 15 minutes, so let me get right to it.

**(First Name)**, before I suggest to you that our services are a perfect fit for your company, let me ask you a few questions...

- 1). How many full-time & part-time staff do you have?**
  
- 2). Do you currently offer any healthcare benefits?**
  
- 3). Have you ever considered offering benefits? If yes...Is there a reason you didn't do it?**
  
- 4). What's been your greatest challenge with regards to employee hiring/retention?**
  
- 5). When it comes to running & scaling your business, what keeps you up at night?**
  
- 6). Last question, I know that you don't know exactly what we do, but if I could (recount what they said keeps them up at night), is that a basis for doing business together?**

**Great! Let me show you who we are at KonnectMD. (Show video on [www.KonnectMD.com/business](http://www.KonnectMD.com/business))**

# Appointment/Discovery Form

Take them to [www.konnectMD.com/business](http://www.konnectMD.com/business)

**Play the 1st Video**

**1). Ask for their feedback from the video**

**Exp. \_\_\_\_\_, Does seem like a service that would be beneficial to your staff?**

**If yes...Move to Discovery Form**

**If no... ask (obviously, there's a reason you feel that way, do you mind if I ask what it is?)**

**Discovery Form**

**Mr./Ms. to prevent you from signing up staff who might never utilize the service, we develop a survey to gauge the interest of your employees.**

**How does that sound?**

# Appointment/Discovery Form

**Go to [www.konnectMD.com/business](http://www.konnectMD.com/business)**

**Click on Discovery Form and Complete It**

**(First Name), within 24 hours, a survey will be created and sent back to you to be sent to your employees.**

**If yes...Move to Discovery Form**

**If no... ask (obviously, there's a reason you feel that way, do you mind if I ask what it is?)**

**Discovery Form**

**Mr./Ms. to prevent you from signing up staff who might never utilize the service, we develop a survey to gauge the interest of your employees.**

**How does that sound?**