

KAD11020-

KADIAN National Sales Meeting  
Orlando, Florida  
January 9-11, 2011

**Awards Banquet**

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Mark Killion  
EXHIBIT  
007  
Wednesday, February 12, 2020  
Juliana Zajicek, CSR

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PLAINTIFF TRIAL  
EXHIBIT  
**P-03414\_00001**

ACTAVIS0234399

P-03414 \_ 00001

# 2011 Sales Awards

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## 2011 Sales Recognition: Trimester Sales Awards

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### – Trimester Performance Awards

- Top 2 ABMs per region as measured by percent to plan for each trimester
- Top Region as measured by percent to plan

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## 2011 Sales Recognition: Annual Awards

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- Peer Recognition Award
  - One award per region
- Presidents Club
  - Top 2 ABMs per region as measured by percent to plan for full year 2011
- Region of the Year
  - Awarded to RBD

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# Highest Percent to Plan 2009

Measurement Criteria/Eligibility:  
T2 and T3 Results Combined

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Highest Percent to Plan 2009:  
East Region

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## – Ashton Holland

- 101.8% Attainment

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Highest Percent to Plan 2009:  
West Region

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**– Cyndy Rastovski**

- 105.7% Attainment

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# Highest Percent to Plan for First Half 2010

Measurement Criteria/Eligibility:  
T1 and May-June Results Combined

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Highest percent to Plan First Half 2010:  
East Region

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**– Kirk Rittenberry**

- 109.1% Attainment

**– John D'Angelo**

- 110.1% Attainment

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## Highest percent to Plan First Half 2010: West Region

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### – **Cyndy Rastovski**

- 104.3% Attainment

### – **Robin Hagy**

- 108.6% Attainment

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## Highest percent to plan for Q3 2010

Measurement Criteria/Eligibility:  
ABMs eligible who were hired prior to  
August 30, 2010

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Highest percent to Plan for Q3 2010:  
East Region

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**– John D'Angelo**

- 103.0% Attainment

**– Ashli Kelly**

- 104.6% Attainment

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## Highest percent to Plan for Q3 2010: West Region

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### – Lydia Liedel

- 107.5% Attainment

### – Ray Douglas

- 111.0% Attainment

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# Rookie Impact Performer Oct-Nov 2010 vs. Aug-Sept 2010

Measurement Criteria/Eligibility:  
Based on highest dollar growth percentage  
Eligible ABMs hired after July 31, 2010

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Rookie Impact Performer  
West Region

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## – Erin Koschwanez

- 10.9 % Dollar Growth

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Rookie Impact Performer  
Mid-West Region

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## – Heemal Bazaz

- 5.3 % Dollar Growth

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Rookie Impact Performer  
Gulf Coast Region

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## – Lauren Curtis

- 0.6 % Dollar Growth

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Rookie Impact Performer  
Atlantic Region

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## – Guy Ragona

- 8.3 % Dollar Growth

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## **2010 Area Business Manager of the Year**

*To Be Awarded After December Results Determined*

Measurement Criteria:

- % to Plan
- Tenure (hired before April 2010)
- Team Contribution

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## Region Level: Highest Percent to Plan T2 2009-Sep 2010

Measurement Criteria/Eligibility:  
T2-T3 2009, Jan-Sep 2010 results  
combined

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Region Level:  
Highest Percent to Plan

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## **West Region: – Mark Killion**

- 100.7% Attainment

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# RBD Recognition

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## RBD Recognition Awards

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- **Chris Hepp**
- **Mark Killion**
- **Mike Shepherd**
- **Patrick McClanahan**

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