

From: Hepp, Christopher <CHepp@kadian.com>
Sent: Friday, February 03, 2012 9:47 AM
To: Scandura, Casey; Miller, Scott; Jennifer Altier; Kebrich, Sheri; Novak, Joelle; Vigo, Olga
Cc: Nathalie Leitch; shelleyfitch@gmail.com
Subject: Training Agenda for New ABM Shelley Fitch
Attachments: Kadian Training Agenda Feb. 6-7, 2012 (Fitch).doc

To All:

My thanks to each of you for assisting us in training our new Sacramento ABM Shelley Fitch on Monday and Tuesday, February 6-7, 2012.

I have sent each of you a meeting invitation for the time we are scheduled to speak next week.

Feel free to call us on my cell phone at 317-997-7337 at the time you are scheduled to review information for Shelley. (I have all ready made arrangements with some of you for us to call you.)

If you have any updated documents or PowerPoint presentations that you will need us to follow, please forward them to my e-mail.

Attached is our agenda for next week.

Thanks for your help. We will speak with each of you next week.

Chris Hepp
Actavis/InVentiv Health
Regional Business Director
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Monday, February 6, 2012
Kadian Training
Conrad Hotel-Chicago, Illinois

Time	Topic	Presenter	Location
9:00 am-9:30 am	Welcome and Introduction	Chris Hepp RBD-West Region	Conrad
9:30 am-10:00 am	KADIAN® Support Programs/Adverse Event Reporting	Chris Hepp RBD, West Region	Conrad
10:00 am-11:00 am	inVentiv Human Resources	Casey Scandura inVentiv Human Resources Employment Associate	Call-In
11:00 am – 12:00 pm	Compliance	Scott Miller Director Corp. Compliance	Call-In
12:00 pm – 1:00 pm	KADIAN® Marketing	Jennifer Altier Actavis Brand Marketing	Call-In
1:00 pm-1:30 pm	inVentiv Health Overview	Sheri Kebach National Business Director inVentiv Health	Call-In
1:30 pm-2:30 pm	LUNCH		Conrad
2:30 pm-3:30 pm	KADIAN® PI Workshop	Chris Hepp RBD, West Region	Conrad
3:30 pm-4:00 pm	KADIAN® Support Programs/Telesales	Chris Hepp RBD, West Region	Conrad
4:00 pm-5:00 pm	KADIAN® Objection Handling Workshop	Chris Hepp RBD, West Region	Conrad

Tuesday, February 7, 2012

Time	Topic	Presenter	Location
8:30 am-9:00 am	Role Play-KADIAN® Objection Handling	Chris Hepp RBD-West Region	Conrad
9:00 am – 10:00 am	Sales Ops/Interplex	Joelle Novak inVentiv Health Project Manager	Call-In
10:00 am – 11:00 am	SFA Training	Olga Vigo EDM	Call-In
11:00 am-11:30 am	KADIAN® PI Workshop Continued/KADIAN® Recap/Do's and Don'ts	Chris Hepp RBD-West Region	Conrad
11:30 am-12:00 pm	KADIAN® Reimbursement	Chris Hepp RBD-West Region	Conrad
12:00 pm-12:30 pm	Wrap-Up/Questions	Chris Hepp RBD, West Region	Conrad
12:30 pm	DEPART		