

**NORCO PROMOTION SCRIPT**

Good morning, Mr/Ms Pharmacist. This is Susie Q calling from Watson Pharma with an outstanding offer on 2 sku's of one of our most popular BRAND products. May I have a brief moment of your time to tell you about it?

*If you get a negative response, set up a time and date for a call-back.*

The product is Norco®, a Schedule III drug that was originally launched in a 10/325mg strength. We have 2 additional strengths of Norco, a 5/325mg and a 7.5/325mg. The outstanding offer is that Watson will send you 1 – 100 count bottle of each of these two strengths at no charge. There is nothing to buy and the product will be shipped from our Watson Distribution Center.

All I need to do is verify your shipping address and DEA number.

What is the address on your DEA license?

And your DEA number?

*Do not tell them the information. Let them tell you what it is. Give any changes or problems to your supervisor for verification and updating.*

Great. You should receive your free product within 3 weeks.

Thank you for your time and the order. Full prescribing information will be included.

*If you receive a negative response and the account does not want the free product, probe to find out why and put in your notes. Inquire about other pain line products and their usage.*

IMPORTANT NOTES:

Only offer this promotion to accounts that have not purchased the new sku's.

Norco® is a Schedule III drug.

IMPORTANT RISK INFORMATION :



The most frequently reported adverse effects include lightheadedness, dizziness, sedation, nausea, and vomiting. Hydrocodone may impair mental and/or physical abilities required for driving a car or operating machinery. Hydrocodone may cause respiratory depression.