

Challenger Sales

1. Noun Plural
2. Noun Plural
3. Noun Plural
4. Verb Present Ends In Ing
5. Verb Present Ends In Ing
6. Adjective
7. Proper Noun Plural
8. Animal - Plural
9. Noun Plural
10. Noun Plural
11. Adjective
12. Noun Plural
13. Noun
14. Adjective
15. Verb Present Ends In Ing
16. Proper Noun Plural
17. Noun Plural
18. Noun Plural
19. Adjective
20. Proper Noun
21. Noun
22. Proper Noun Plural
23. Noun

24. Noun Plural
25. Noun Plural
26. Noun
27. Verb Base Form
28. Noun Plural
29. Adjective
30. Verb Past Tense
31. Proper Noun
32. Verb Present Ends In Ing
33. Proper Noun
34. Adjective
35. Noun
36. Noun Plural
37. Verb Base Form
38. Proper Noun Plural
39. Verb Present Ends In Ing
40. Adjective
41. Proper Noun Plural

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Warmer: If you are like most _____ Noun Plural, you are faced with balancing issues like minimizing cost, managing higher volumes of more complex cases, improving _____ Noun Plural and increasing OR _____ Noun Plural. You're continually _____ Verb Present ends in ING to do more with less and do it better than ever before.

Reframe: Many owners think that _____ Verb Present ends in ING change is often too _____ Adjective and _____ Proper Noun Plural consuming so they avoid or delay making changes. A good example is the change to _____ Animal - Plural. Today, 61% of all surgical _____ Noun Plural sold in ASCs still contain _____ Noun Plural, versus 43% in US hospitals. What directors don't realize is that not standardizing to _____ Adjective products and _____ Noun Plural can actually increase OR costs by more than 25%.

Rational Drowning: A published research _____ Noun estimated that hospitals with OR rooms that keep latex gloves in their product portfolio are incurring more than \$177,600 in _____ Adjective cost per room annually, of which most is _____ Verb Present ends in ING.

Similarly, the average ASC with 3 _____ Proper Noun Plural can expect at least 6 _____ Noun Plural a year.

That's an additional \$6,600 in spend to manage _____ Noun Plural, before even considering the cost of a patient or staff reaction. With an average _____ Adjective spend of \$10,327 per _____ Proper Noun, the cost of OR teardowns

plus even one staff or patient _____ Noun reaction costs almost double the annual budget, and is completely avoidable.

Emotional Impact: Removing _____ Proper Noun Plural from your OR goes beyond just saving money to impacting peoples' lives - Did you know that 8-12% of healthcare workers are affected by _____ Noun sensitivity? And that repeat exposure to _____ Noun Plural can increase these numbers to 18-37%?* Your most experienced clinicians and OR leaders may be at the greatest risk due to decades of exposure to _____ Noun _____ Plural from surgical gloves and other _____ Noun products used in patient care.

New Way: What if you could _____ Verb Base Form more of your time and energy on maximizing patient _____ Noun Plural while reducing your _____ Adjective costs? Other hospitals that have _____ Verb Past Tense in a standardized practice of eliminating _____ Proper Noun products in the OR have reduced their inventory complexity, eased _____ Verb Present ends in ING, while also helping improve patient care .

Our Solution: _____ Proper Noun is the U.S. market share leader† in _____ Adjective _____ Noun . Our strong expertise in _____ Noun Plural has enabled us to _____ Verb Base Form processes like this in hundreds of _____ Proper Noun Plural across the U.S. with proven results. What time on Tuesday can we meet to review your current product _____ Verb Present ends in ING and _____ Adjective practices to further discuss the plan to remove _____ Proper Noun Plural from your OR for good?

