28th ANNUAL
Sharing Conference™
COMPLIANCE · TRANSPARENCY · PDMA · OIG
Strength thru KNOWLEDGE

MGM National Harbor
Oxon Hill, MD
OCT. 15 – 17, 2018

Workshop Announcement

Building a Culture of Compliance with Your Sales Force

Presented by
Lora Posey
Mission Pharmacal
and
Mark Jara
RxS LLC

It's no surprise to anyone that Sales and Compliance don't always align and rarely do they have the same goals in mind. Presented by Lora Posey of Mission Pharmacal and Mark Jara of RxS LLC, these two experienced industry professionals will offer both the field force and vendor management perspectives, providing valuable insight and strategy examples from both sides.

Presenters will discuss how it's possible to instill compliance without impacting sales and they'll examine tactics and processes at various levels on how to keep compliance front and center. In addition, they'll review all levels of a sales structure from Executive to Field Staff and provide strategies that will educate and foster a culture of compliance at each level.

Workshop attendees should anticipate a lively exchange on why building a culture of compliance doesn't mean sacrificing sales initiatives… it means success!

Not registered yet? Well, what are you waiting for?
Registration is still open but time is running out! And don't forget when three people from the same pharmaceutical, medical device or biotech company attend,
one more may attend for **FREE**.

Email: mail@sharingalliance.org for details.

Sharing Conference™ Signature Sponsor RxS LLC is proud to announce their participation in this year's Case Study Program with their submission:

Technology-First Mentality Brings about Flexibility and Increase in Customer Satisfaction

To receive a free copy of their case study, visit RxS LLC in booth #38/39
at the Sharing Conference next month!