

**Your Patients Will Love You For This!**

**Save your Patients money on the cost of their prescription drugs – FREE!**

**In this example of only 352 prescriptions, YOU will have saved patients $13,974.27 by simply handing them these Free InCareRx Prescription discount cards as they leave your office.**

*How many RX do you write per week?*

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Number of Rx’s You Write | Retail Amount | **InCare Rx Price** | **Patient’s Savings** | Average % |
| 352 | $22,678.97 | **$8,704.70** | **$13,974.27** | **61.2%** |

Hand a few of these Free cards out to each patient, good for the Entire Family, they are Active Now.

Accepted at All Major Chains including **CVS, Wal-Mart, Rite-Aid, Walgreens, Grocery Stores and More!**

**Highest Discounts in the Industry, no need to shop stores for prices. HIPAA COMPLIANT!**

**Your Patients Info confidential, they will not be solicited for Mail Order**

**Same low price at a CVS or a Wal-Mart, no need to shop around.**

**View Pharmacy/Drug Locator on line at** [**www.incarerx.com**](http://www.incarerx.com)

*We are also looking for additional folks to distribute these cards: Earn $1.20 for each paid prescription filled!*

**Here are a Few Common Drugs for illustration**

|  |  |  |  |
| --- | --- | --- | --- |
| DRUG | *RETAIL* | **INCARE RX** | % SAVED |
| HYDROCODONE/ACETAMINOPHEN TAB 5-500 MG | *$43.08* | **$15.08** | 65% |
| SUBOXONE FIL 8-2 MG | *$223.96* | **$191.12** | 14% |
| AMOXICILLIN CAP 500 MG | *$20.99* | **$13.95** | 62% |
| ZOLPIDEM TARTRATE TAB 10 MG | *$139.99* | **$10.19** | 93% |
| AZITHROMYCIN TAB 250 MG Zithromax - Z-Pak | *$363.29* | **$54.80** | 84% |
| VENTOLIN HFA AERS 108 MCG/ACT | *$118.15* | **$45.00** | 65% |
| TRAMADOL HCL TAB 50 MG | *$23.70* | **$4.70** | 80% |
| CIPROFLOXACIN HCL TAB 500 MG | *$208.62* | **$23.87** | 88% |
| ROXICET TAB 5-325 MG | *$26.70* | **$10.16** | 60% |
| ALPRAZOLAM TAB 1 MG | *$46.27* | **$11.75** | 74% |
| CARISOPRODOL TAB 350 MG | *$107.61* | **$10.00** | 90% |
| CEPHALEXIN CAP 500 MG | *$177.65* | **$27.18** | 84% |
| CYCLOBENZAPRINE HCL TAB 10 MG | *$53.01* | **$12.57** | 76% |
| HYDROCHLOROTHIAZIDE TAB 25 MG | *$11.85* | **$7.28** | 38% |
| IBUPROFEN TAB 800 MG | *$21.68* | **$9.50** | 58% |
| SULFAMETHOXAZOLE/TRIMETHO PRIM DS TAB 800-160 MG | *$52.84* | **$19.96** | 62% |
| CLONAZEPAM TAB 1 MG | *$37.03* | **$10.66** | 71% |
| PREDNISONE TAB 20 MG | *$20.69* | **$7.64** | 63% |
| AMLODIPINE BESYLATE TAB 10 MG | *$82.83* | **$12.77** | 84% |
| LORAZEPAM TAB 1 MG | *$50.44* | **$10.67** | 78% |
| OXYCODONE HCL TAB 30 MG | *$168.28* | **$59.67** | 64% |
| Citalopram 10mg #30 (Celexa) | *$81.40* | **$12.26** | 84% |
| Ondanesteron 8mg Tab #30 \*(Zofran) | *$1,138.69* | **$79.97** | 92% |
| Oxycodone/Acetametaphen 7.5/325 #30  | *$106.62* | **$20.84** | 80% |
| Sumatriptan 25mg #9 (Imitrex Tab.) | *$242.26* | **$33.61** | 86% |
| Tramadol 50mg tablets #120  | *$160.86* | **$45.68** | 71% |
| ALBUTEROL 90MCG INHALER 6.7GR - Proventil HFA - Ventolin HFA  | *$49.25* | **$9.28** | 81% |
| Trazadone 100mg #60 | *$89.61* | **$9.85** | 89% |
| Zolpidem Tartrate 5MG #30 (ambien) | *$124.36* | **$9.94** | 92% |

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|  |  |
| --- | --- |
| *Your Free Prescription Card works now, present this to your pharmacist and save up to 90% or more!****.* MEMBER ID:** Enter Patient’s Phone NumberRxGROUP: **NCR9317** **RxBIN: 610568****PCN: DRX** *This Free Card Compliments of:*Richard Jerome 305.310.5517THIS IS NOT INSURANCE, IT’S FREE! [www.incarerx.com](http://www.incarerx.com)  |  |

**Economic Modeling for Illustration Purposes Only**

OK, everyone asks this question: “How Much Money Can I Make” with the cards? It’s economic modeling, and of course how much you make totally depends on how many cards are effectively placed and how many people you bring on board that produce, and no one can guarantee how much you make or if you achieve these results.

We have more than one Hospital exceeding 30,000 cards per month, and Physician’s offices exceeding 2000 cards per month. Don’t let the card quantities below appear excessive, they are not.  **There were 3.99 BILLION** prescription drugs written and filled in 2010 alone. 85% of these were filled at Chains, Independents, and Food Stores! Well over 40 Million are paid by patients for uninsured drugs, no insurance coverage, or underinsured, and would have saved with using your cards.

With this being understood, The first Section was provided to us by one of our pharmacy groups that shows what they feel will be used depending on how and where they are handed out. This assumes that 30% of the cards are used when given by Doctor to Patient for example. This may be inflated so the example underneath it shows an average of only 5%, and how the overrides work.

*This is from one of our known Pharmacy Groups, we did not create:*



Using a deflated model of this above, assume only 5% Utilization Rate, and average of 8 prescriptions per year per card. Top is Your doing 10,000 cards, your 10 reps each doing 10,000 cards, and each of their reps doing 10,000 cards effectively with 5% used. Notice how huge your 15 cent overrides are. Below doubled to 20,000 cards, and 10% of them being used (Utilization):

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Your Cards** | **10,000** | **Utilization 5%** | **Prescriptions per user year $1** | **Year 1 Revenue Estimated Your Cards** | **Your 10 reps doing the same 15 cent override** | **Their 10 reps, total 100 reps. 15 cent override** |
| 10,000 | 10,000 | 500 | 4000 | $4,000.00 | $6,000.00 | $60,000.00 |
| **Your Total Annual Income assuming10k Cards for Each Rep** |  |  |  |  |  | **$70,000**  |
| **Your Cards** | **20,000** | **Utilization 10%** | **Prescriptions per user year $1** | **Year 1 Revenue Estimated Your Cards** | **Your 10 reps doing the same 15 cent override** | **Their 10 reps, total 100 reps. 15 cent override** |
| 20,000 | 20,000 | 2000 | 16,000 | $16,000.00 | $24,000.00 | $240,000.00 |
| **Your Total Annual Income assuming 20k Cards for Each Rep, 10% used** |  |  |  |  |  | **$280,000.00** |

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**SAMPLE DME PRODUCT AND COMMISSIONS SHEET**

For DME products, commissions are based on the amount reimbursed by Insurance, whether it is from Medicare or an Insurance Company. It’s imperative to understand that reimbursement rates vary by state, and we never know exactly how much will be reimbursed until the reimbursement comes in. You are paid on receivables, in other words, after the DME has received payment; and product does not bill until the patient has received the product after the RX has been received. To view your state rates, visit [www.hmedata.com](http://www.hmedata.com) and click on “Medicare Allowables” on the top bar. Sometimes reimbursement rates come in lower than the Floor amount, especially with Private Insurance Companies, and sometimes Medicare. We do not determine the reimbursement rates!

These samples below are for illustration purposes, and are close. Note that in the samples, products reflect two pieces if available, but if your patient only needs one knee for example, then ONLY write up one knee, and reduce the estimated commission in half. Everyone starts at 15% Commission. Once you have 20 patients that have received product, then your commission amount increases to 20%.

Overrides: Many of you build teams. For those new employees you recruit, you receive 2% of the amount reimbursed by those you have recruited, and for those the second level down 1%. As an employee, it is compliant to receive these overrides. In the example below, this sample order reflects $638.34 to the producing rep, and the 1st level that recruited this rep receives $63.82 for the same order; and the next level up would receive $31.91. Note sometimes payments will arrive at different times for the same patient, so you may receive commission on part of the patient’s order in one pay period, and part in the next period. This is how the DME receives payment from insurance as well. If you have any questions, please feel free to email mconway@incarerx.com ; Michael Conway. If Billing Medicare, then payments are received within 30 days, if billing Private Insurance, it takes up to 60 days.

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **HCPCS** | **Description** | **Floor AMT** | **Pieces** | **Reimbursement** | **80%** | **15% Agent** | **20% Agent** |
| L1832 | Knee Brace | $686.31 | 2 | 1372.62 | $1,098.10 | **$164.71** | **$219.62** |
| L1902 | Foot Gauntlet AFG | $79.63 | 2 | 159.26 | $127.41 | **$19.11** | **$25.48** |
| L0631 | Thermoskin Back Brace | $934.55 | 1 | 934.55 | $747.64 | **$112.15** | **$149.53** |
| L0637 | Cyberteck Back Brace | $1,239.35 | 1 | 1239.35 | $991.48 | **$148.72** | **$198.30** |
| L3760 | Elbow Brace | $414.33 | 2 | 828.66 | $662.93 | **$99.44** | **$132.59** |
| L3807 | CT with Thumb Spica | $201.12 | 2 | 402.24 | $321.79 | **$48.27** | **$64.36** |
| L3908 | Wrist/Hand Products | $49.64 | 2 | 99.28 | $79.42 | **$11.91** | **$15.88** |
| L3912 | Arthritic Gloves | $79.63 | 2 | 159.26 | $127.41 | **$19.11** | **$25.48** |
| L4360 | Aeris Walking Boot | $234.42 | 2 | $468.84 | $375.07 | **$56.26** | **$75.01** |
| L4396 | Adj Night Splint | $145.83 | 2 | $291.66 | $233.33 | **$35.00** | **$46.67** |
| L1971, L2210 | Step Smart | $471.15 | 2 | $942.30 | $753.84 | **$113.08** | **$150.77** |
| L1906 | Arch Lok | $101.82 | 2 | $203.64 | $162.91 | **$24.44** | **$32.58** |
| E0143 E0156 | Rollator Wheeled Walker | $122.61 | 1 | **$122.61** | **$98.09** | **$14.71** | **$19.62** |
| E0628 | Lift Seat | $301.06 | 1 | **$301.06** | **$240.85** | **$36.13** | **$48.17** |
| L7900 | Erectile Dysfunction Pump | $493.66 | 1 | **$493.66** | **$394.93** | **$59.24** | **$78.99** |
|  |  |  |  |  |  |  |  |
|  | SAMPLE ORDER |  |  |  |  |  |  |
| **HCPCS** | **Description** | **Price Piece** | **Pieces** | **Avg Reimbursement** | **80%** | **Referring** | **20% Agent** |
| **Agent 2%** |
| L1832 | Knee Brace | $686.31  | 2 | $1,372.62  | $1,098.10  |  | **$219.62**  |
| L1902 | Foot Gauntlet | $79.63  | 2 | $159.26  | $127.41  |  | **$25.48**  |
| L0631 | Back Brace | $934.55  | 1 | $934.55  | $747.64  |  | **$149.53**  |
| L3760 | Elbow Brace | $414.33  | 2 | $828.66  | $662.93  |  | **$132.59**  |
| L4396 | Adj Night Split | $145.83  | 2 | $291.66  | $233.33  |  | **$46.67**  |
| L3807 | Wrist/Hand | $201.12  | 2 | $402.24  | $321.79  |  | **$64.36**  |
| Sample Total |   | $2,461.77  |   | $3,988.99  | $3,191.20  | $63.82  | $638.24  |

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