

Message

**From:** Yuska, Jeffrey L [Jeffrey.Yuska@mallinckrodt.com]  
**Sent:** 8/13/2014 9:06:38 PM  
**To:** Kampfl, Christian H [Christian.Kampfl@mallinckrodt.com]  
**Subject:** RE: Field Visit August 18th & 19th

Yes, good suggestions.

Thanks - JY

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**From:** Kampfl, Christian H  
**Sent:** Wednesday, August 13, 2014 2:22 PM  
**To:** Yuska, Jeffrey L  
**Cc:** mcooper@inventivhealth.com  
**Subject:** RE: Field Visit August 18th & 19th

Good message. I'd change the word "We" to "You." He needs to. Also, I'd suggest that you have him prepare what his plan is to improve performance immediately. Make him do work to see what he comes up with. Have him have his TAP completed for you. With the training call, the training video, and other direction I'm sure that you've given I'm sure that he could produce a great first pass for you.

Jeff, you are in this position to teach, not to do. Make your people do things that will help them sell. Teach them how to fish and they will be successful. Keep fishing for them and they'll flounder and wait for you to come out. And work closely with Mike on tis. It's totally mind blowing to me that he hasn't gotten that account to start up, even after XARTEMIS was shipped to the account. I so don't get that and feel wrong job for Scott!

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**From:** Yuska, Jeffrey L  
**Sent:** Wednesday, August 13, 2014 8:07 AM  
**To:** Lambdin, Scott  
**Cc:** Kampfl, Christian H; mcooper@inventivhealth.com  
**Subject:** Field Visit August 18th & 19th

Scott,

I am all set to meet you next week for a field visit August 18<sup>th</sup> & 19<sup>th</sup>. I look forward to assisting you securing XXR scripts in your territory. You have 3 Trx's since launch and zero the past 4 weeks, which is below the expectations of weekly script contributions. It is imperative we get results quickly as the expectations is every territory will have 10 Trx's per week by the end of September.

Please send me the daily roadmap prior for me to review. We will also work together on your TAP.

Thanks,

**Jeff Yuska | Denver District Manager**  
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