

House of Delegates Meeting

April 29, 2018

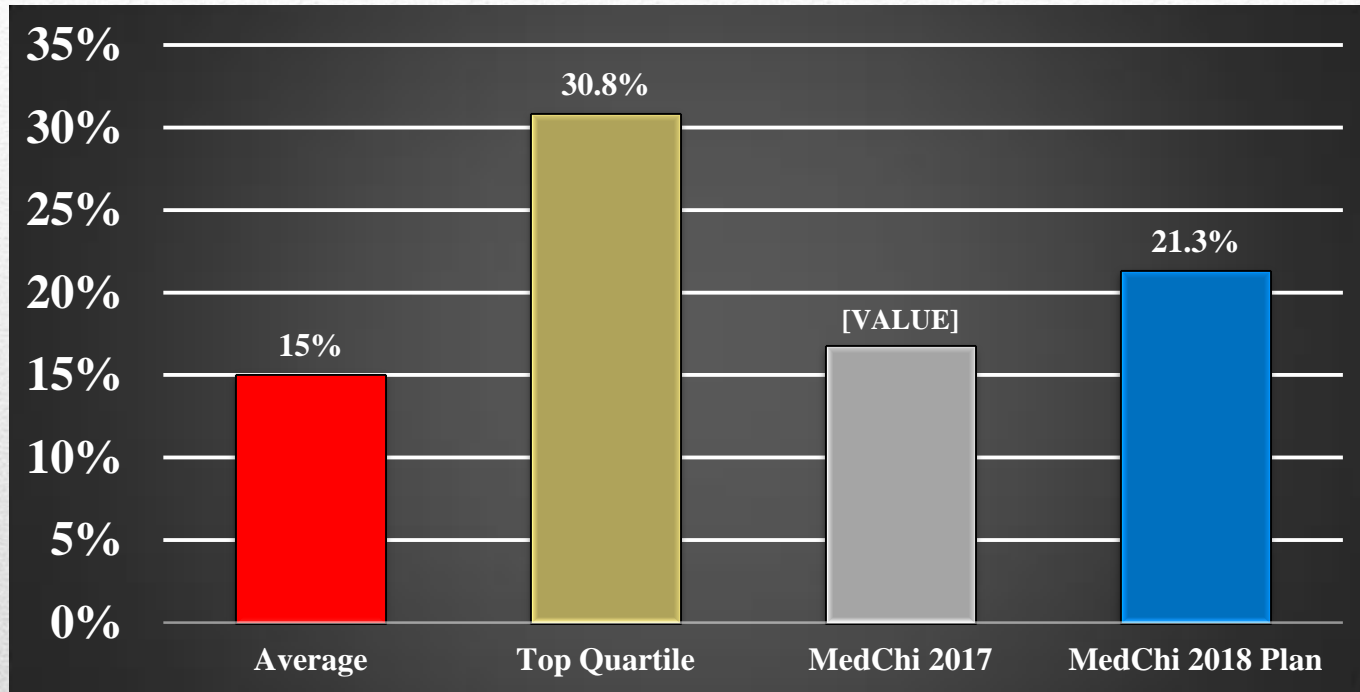


- Operational improvements
 - Technology
 - Workflows
 - Culture
- Broadening our “reach”
 - Expanding within Healthcare sector
 - Branching out to reach new industries
 - Targeting larger accounts
- Turning the ship towards increased revenue and net profit – maximizing our contribution to MedChi

2018 Year of Transition



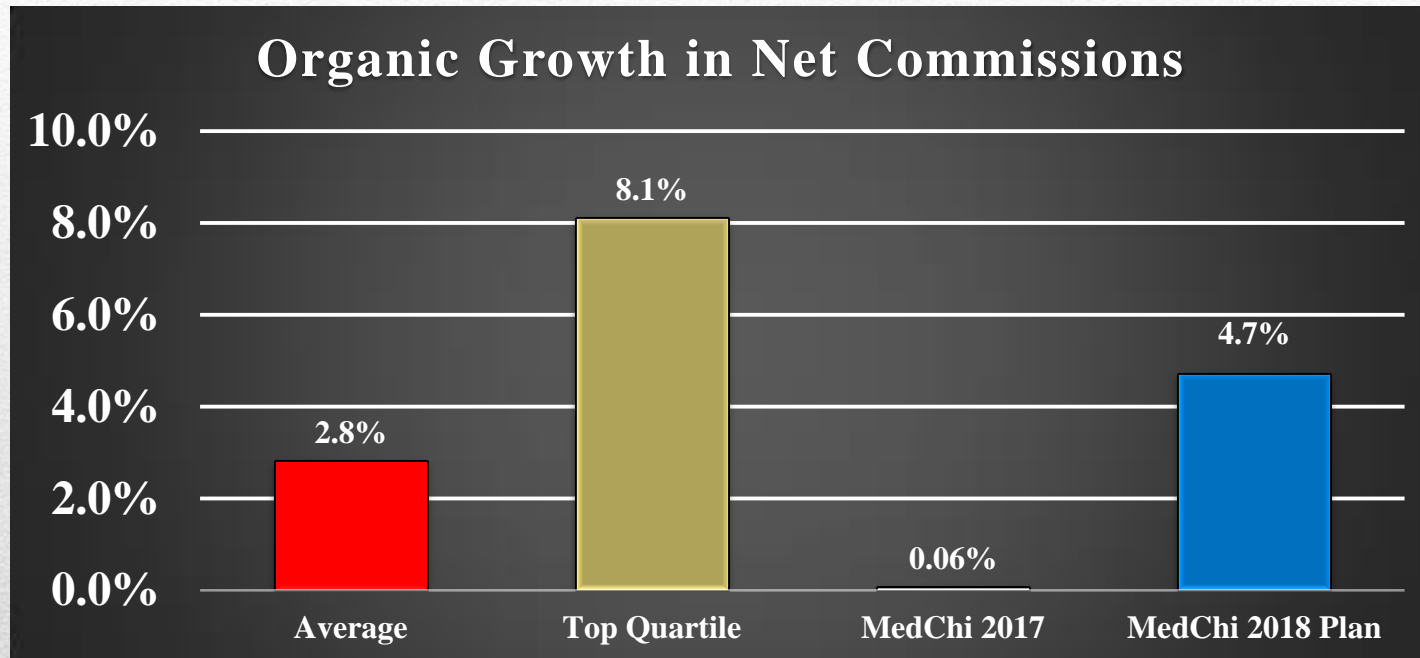
Pro Forma Operating Profit



IIABA Best Practices Study – Key Benchmarks



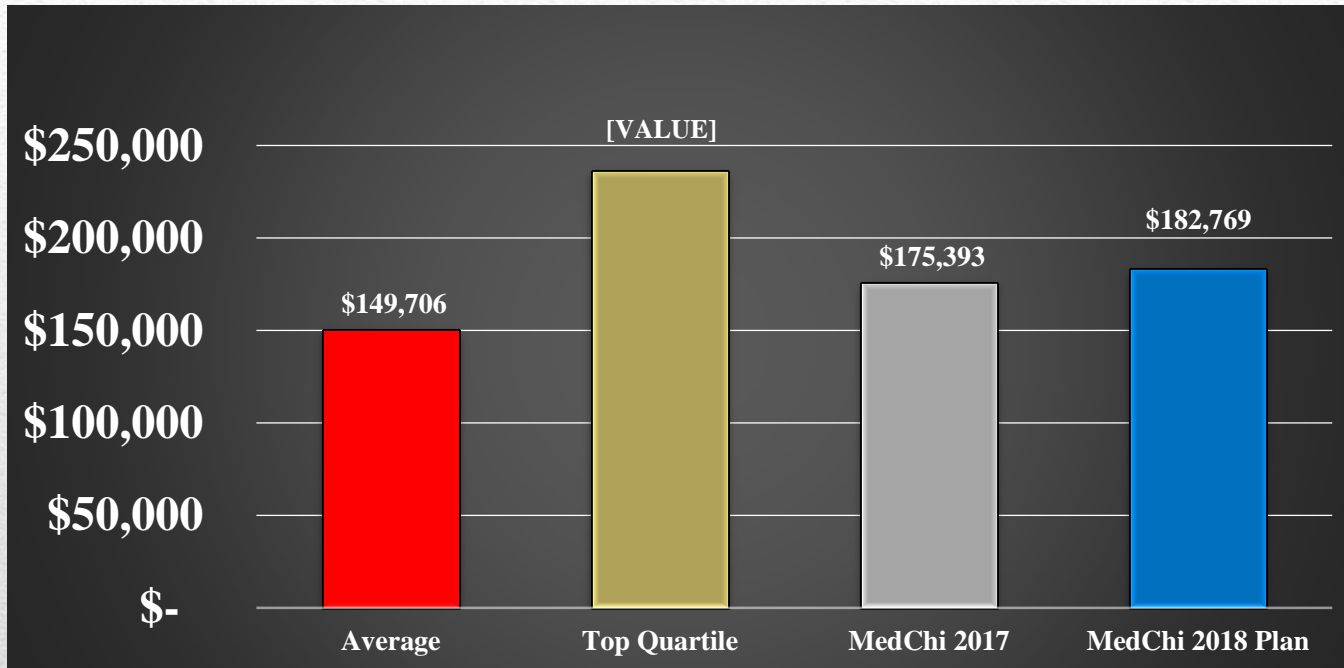
Organic Growth in Net Commissions



IIABA Best Practices Study – Key Benchmarks



Revenue per Employee



IIABA Best Practices Study – Key Benchmarks



- Spread the word!
- We welcome referrals!
- Help us access key decision makers – an introduction is the first step!
- Our success directly translates to the success of this association!
- Thank you!

We Need Your Help!



Questions?

