• 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
IIABA Best Practices Study – Key Benchmarks
IIABA Best Practices
Study – Key Benchmarks

Organic Growth in Net Commissions

- Average: 2.8%
- Top Quartile: 8.1%
- MedChi 2017: 0.06%
- MedChi 2018 Plan: 4.7%
Revenue per Employee

IIABA Best Practices Study – Key Benchmarks

Average: $149,706
Top Quartile: [VALUE]
MedChi 2017: $175,393
MedChi 2018 Plan: $182,769
• 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?