




Simple.  
Customizable.  
Connected.  
Committed to Your Success!



HUB CLUB

HENRY SCHEIN®  
MicroMD

2022 hubclub Demo Spiff & MicroMD Closed deal Spiff Program.

-  Earn 1 Hub Club point for every MicroMD demo.
-  Earn \$100 per completed MicroMD Demo – must be HubClub Qualified
-  Closed Deal Spiff Paid at Go Live & every year for the life of the customer.


MicroMD Closed Deal Spiff (Paid even if not HubClub Qualified!)	Spiff paid at Go Live	Annual Residual Spiff Life of the Customer
<b>Small practices 1-3 providers</b>		
MicroMD erx Only	\$125	\$63
MicroMD Modular (PM or EMR per module)	\$250	\$125
MicroMD Full Platform (PM & EMR )	\$500	\$250
<b>Practices with 4+ providers</b>		
MicroMD erx Only	\$250	\$125
MicroMD Modular (PM or EMR per module)	\$500	\$250
MicroMD Full Platform (PM & EMR )	\$1000	\$500

**1: Qualify:** Customer wants to replace or implement new billing, scheduling or EMR software, or customer needs a standalone eRx only solution.

**2: Enter & Introduce:** Enter lead in Salesforce > **choose MicroMD** > Warm handoffs to the MicroMD sales team are best

**3: Earn in 2022 and every year for the life of the customer!**

Spiff's paid quarterly through payroll once client goes live, and every year on the anniversary of the customer's Go Live date.

 **Hack:** If the customer is also interested in Yosi Digital patient Intake the MicroMD team can demo both in one meeting. Enter the leads and let the MicroMD team know and you can earn 2 Hub club points for 1 demo.

**Special Note:** If an FSC refers an integrated solution along with a MicroMD lead, or for an existing MicroMD customer, the FSC will earn the HubClub points and spiffs per normal HubClub rules. Unfortunately since the solution is integrated with MicroMD, the actual solution sale has to be sold through MicroMD. MicroMD will pay an additional \$150 spiff to the FSC when the solution closes & every year for the life of the customer, since the FSC cannot be credited with GP Dollars for the solution sale.



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HENRY SCHEIN®  
MEDICAL SYSTEMS