

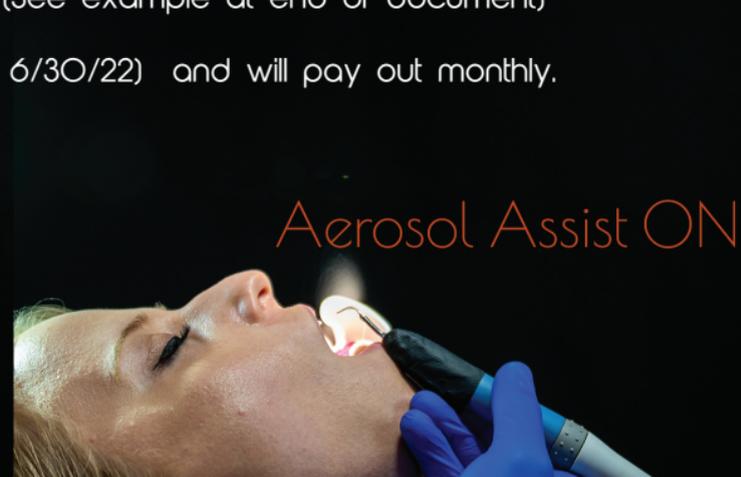
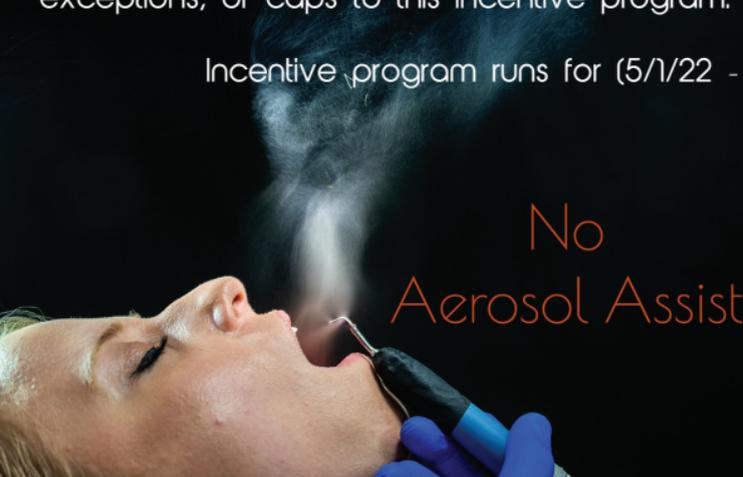


Patterson Dental Aerosol Assist Incentive Program

## Earn up To \$75 per Aerosol Assist Kit Sold

Sales reps who sell an Aerosol Assist kit (MSRP \$299 Patterson Dental Product) between 5/1/30 - 6/30/22 will earn \$50 for each kit sold, with no cap. For sales reps who exceed 10 units sold, they will qualify to receive \$75 per each unit sold beyond the initial ten. There are no exceptions, or caps to this incentive program. (See example at end of document)

Incentive program runs for (5/1/22 - 6/30/22) and will pay out monthly.



We offer live sales training and Q&A for our distributor reps during live webinars to ensure you have the tools you need. Let us know when your next team meeting is and we will be more than happy to join, present, and answer any pending questions.

### What accounts are eligible?

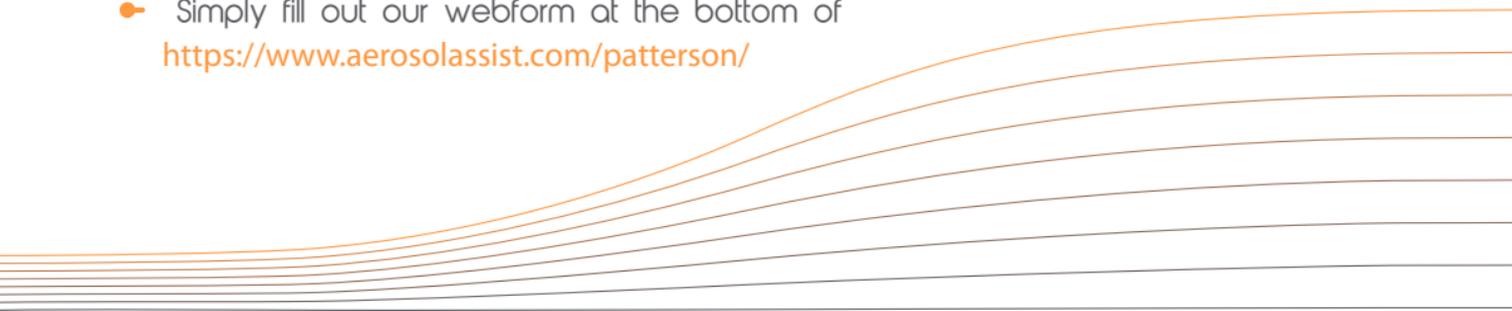
- All accounts, including new, existing, government, educational, DSO, etc...

In order to help kickstart your sales process we have put together compelling marketing videos which can be easily shared to your potential clients. This will help generate interest for the Aerosol Assist before you need to visit or require a demo.

Please visit [www.aerosolassist.com/patterson](http://www.aerosolassist.com/patterson) for all Patterson Dental Aerosol Assist marketing materials. You will find compelling product guides, videos, and tutorials to help you educate your clients and help them understand the benefits of the Aerosol Assist.

### Need a demo unit?

- Simply fill out our webform at the bottom of <https://www.aerosolassist.com/patterson/>



## Example SPIFF Scenarios:



Patterson Product #:

### Sales Rep #1:

Units sold: 8

SPIFF Earned: \$400

Accelerated Earned: 0 x \$75 = \$0

Total Earned: \$400

### Sales Rep #2:

Units sold: 46

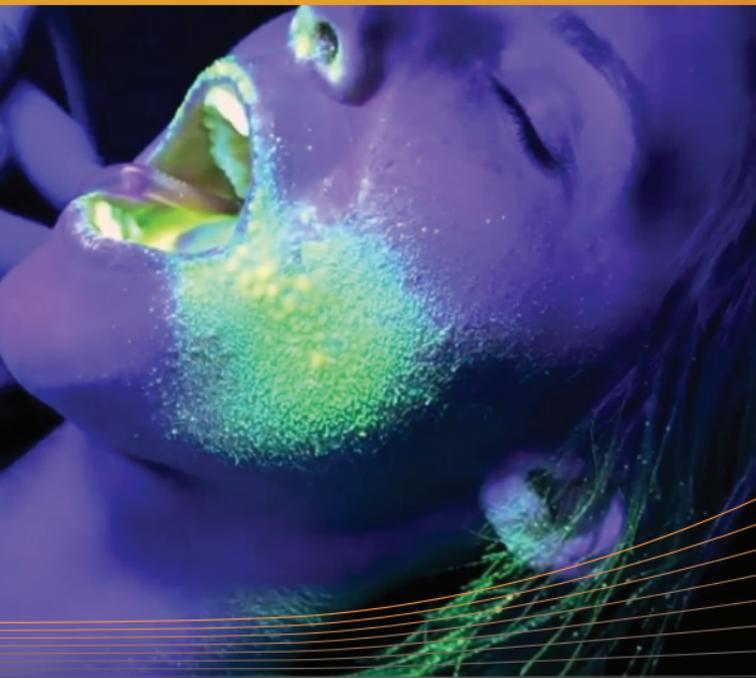
SPIFF Earned: 10 x \$50 = \$500

Accelerated Earned: 36 x \$75 = \$2700

Total Earned: \$3200

In order to familiarize yourself with the Aerosol Assist make sure to watch this Quick 10 minute general overview video of the Aerosol Assist.

We placed a QR code at the end of the video which will navigate your customers back to [pattersondental.com](http://pattersondental.com) where they can purchase the Aerosol Assist.



# Sales Training and Q&A For Patterson Dental Reps

Offering sales training and Q&A for Patterson Dental Reps during live webinars to ensure you have the tools you need.



[www.aerosolassist.com/patterson/](http://www.aerosolassist.com/patterson/)

You will find compelling product guides, videos, and tutorials to help you educate your clients and help them understand the benefits of the Aerosol Assist.

Patterson and Pivatool reserve the right at their sole discretion to cancel, terminate, modify or suspend this program, including the program rules, at any time and for any reason.

By participating, employees must release and hold harmless Patterson and Pivatool, its subsidiaries, affiliates, directors, officers, employees and agents from any and all liability or injuries, loss or damage of any kind arising from or in connection with this incentive.