



# BREAKTHROUGHS

CONFERENCE AND EXHIBITION

## **Some Assembly Required: Building Relationships and Business Through Premier**



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## Top Ten Things I Wish I'd Known When I Was In Your Shoes



Kevin Gray and David Finley  
VPs, Supplier Relations

# Top ten things I wish I'd known when I was in your shoes

## 1. Know your customer

(Owner/member, Affiliate, IDN, Group Affiliate, Regional Collaboratives)

2. ASCEND to new level
3. Drive measurable and sustainable quality and cost improvements (QUEST)
4. Marketing and what it means
5. Solution selling vs. "features and benefits"
6. Bring bankable "SCIP" savings
7. Utilize your SVPs
8. Utilize available field resources (Field Specialists, Field Council)
9. Know how to properly engage the Field Force
10. Know the Field Force