

OMS Newsletter

February 2, 2006

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Message from the President

This year has started with a bang. We have new offices, new staff, new Representatives and new trails to blaze.

I can honestly say I haven't rested since Christmas Day. January proved to be a long and VERY busy month on most every front. But working hard is a good thing right? At least that is what I tell myself as I fall into bed at night. Seriously though, January has opened several new opportunities for all of our Representatives and the company as a whole.

We have a new staff member for our offices. I'd like to introduce all of you to **Bill Huntington**. Bill has 22 years of public service working with local, state and federal government agencies. He has an extensive background in evaluation, research, program and financial analysis as well as an experienced grant writer and program administrator. He earned his BBA in Finance & Accounting from Oklahoma University. He has served on many boards, including; Independent Living Services for Youth (founding member & past president) Oklahoma Crime Stoppers Association (administrator) Oklahoma Council on Violence Prevention (national point of contact) Oklahoma Drug Court Association (founding member & past treasurer) Council for Developmental Disabilities, and Girl Scouts – Sooner Council (Board Chair). He has been recognized for outstanding service by the U.S. Department of Justice, U.S. Attorneys for Northern and Western Oklahoma; National Crime Prevention Council; and the U.S. Department of Justice, Office of Drug Court Programs. Plus he received Commendations from two (2) governors. With all that said and not having listed all of his history and background, he is amazing at knowing the right people, getting the appointments set, contacting all the right agencies and spreading the word about OMS to everyone he meets. Oh and making sure I get out the door to sell, recruit and enlighten others. Please make a point to come by and meet Bill in person. I should warn you though, he's just a nice guy who is very friendly but would never brag on himself. I think you will all see what a great asset he is for our company. Welcome to our family Bill.

OOA Trade Show

A big **THANK YOU**, to all of you who volunteered your time and efforts to man our booth at the Oklahoma Osteopathic Association trade show in Tulsa on January 27 & 28. We had new and veteran Representatives come and share their talents. It was a great show and a lot of fun as well. It was wonderful to spend time with our Representatives and to know all of you much better. I look forward to the final results of the show once all of our Representatives make all of the call backs.

A very special **Thank You** to Mike Orr, Steven Keene, Sharon Axsmith, Kristi Lampkin & Theo Alexander for all of your tireless efforts and help on Friday and Saturday. You are all greatly appreciated! I hope you all enjoyed it as much as I did.

OMS Recruiting News

We have several people who have expressed interest in becoming a Representative for our company. I am personally working with new Representatives in Lubbock & Fort Worth, TX, Kentucky and Indiana. In Oklahoma we have two new Representatives from Ardmore, three in Tulsa and three in Norman. We have a potential Representative who lives in Hot Springs, AR and another in Memphis, TN. All of these people have either begun training, completed training or have requested information and a time to set up training. Looks like we are on the "grow".

Realistically, we need Representatives in every state and preferably several in every major city or metropolitan area. Please start thinking about family, friends and work associates from all over the U.S. that you feel would be a great fit for our OMS Family. Don't forget about the rewards you will reap when you do recommend someone that we accept as a Representative for OnlineMedsources.

New Marketing Materials

We have all new brochures, presentation folders, business cards and informational materials ready for use. They turned out better than could have been expected. They are professional and polished and stand out from the crowd. If you are interested in purchasing these materials please let us know. The pricing is extremely low, as we purchased in large quantities. Remember, new Representatives get their business cards and a starter pack of the marketing materials, CD's, and DVD's for only \$25.00.

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Upcoming Events

TRADE SHOW We have another trade show scheduled for April 6 & 7, 2006, at Crowne Plaza in Oklahoma City. It is the OkHIMA 2006 Spring Convention & Vendor Show. If you would like to work one or both of these days please let me know.

As always, we have paid for the booth rental and all of the marketing materials and give-a-ways. All you have to do is show up and bring your business cards. We always share the leads with whoever works the booth. Interested but you have questions? Just call Agi at 405.701.0295 or email her at agi@OnlineMedsSource.org and she will answer all of your questions and concerns.

TRAINING CLASSES We are planning our next set of three training classes for February at our new location. We are trying to schedule these classes to best fit the schedules of our future Representatives. If you are interested in training classes please contact either Agi or Bill at 405.701.0295 or email them at agi@onlinemedsource.org or bill@onlinemedsource.org Let us know if you prefer daytime or evening. The first class gives an overall introduction to what OMS is all about and what benefits it offers an independent Representative for our company. Please call for an exact time for each class and to register. NOTE, the first class is the perfect setting to bring someone you know who may have interest in changing careers, working part time or entering the medical IT industry.

NORMAN CHAMBER OF COMMERCE, OnlineMedsSource, Inc. joined the Norman Chamber of Commerce in December. This allows all of our Representatives to attend Chamber events. There are several upcoming Chamber events that you may have interest in attending. My favorites are always Business before Hours and Business after Hours. In addition there is the Legislative Forum and several others. I will include a current calendar of events in this newsletter. Be sure to sign in under OnlineMedsSource, Inc. Questions? Just call Agi or Bill for more information.

Need Accounting Help?

As an OnlineMedsSource Representative, one of the added bonuses is a free consultation with our CPA, Robert Castleberry. If you live in Oklahoma, you can simply call directly to his office and schedule your appointment. He is generally available Monday thru Friday from 8 – 5. 405.364.5830.

This will give you an opportunity to know more about some of the tax advantages of being a straight commission sales person. Also learn about the type of things you need to track to reduce your tax burden.

Birthdays and Anniversaries

We want to begin a new tradition within our organization. Please tell us your birthday and your anniversary date with our company and we will post your information every month.

I will need your help to get this together. Thank you in advance for your cooperation. Just send me an email that says your full name in the Subject line and include the information in the body of the email. We will post them as they arrive.

FEBRUARY 2006						
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Calendar Events

Here are all of the current events that are scheduled. Watch your email for other important events and information.

Legislative Forum, 8:15AM Feb 3
At the Chamber Office

Business after Hours 5:15 Feb 21
P7K Riverside, 5029 S 44th, off Hwy 9

Business before Hours; 8:00AM Mar 1
Assistance League, 809 Wall St.

OkHIMA Trade Show April 6 & 7
Crowne Plaza, OKC

Deadline to qualify for Associate of The Month for February, 2006 Feb 28

MARCH 2006						
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Please note: if you have an event you wish for us to include in our newsletter, just send me an email and we will be happy to add any information that would be of interest to our readers.