

Nichols, Thomas A

**From:** Mastrianni, Serene (US Sales)  
**Sent:** Friday, July 21, 2000 3:08 PM  
**To:** Nichols, Thomas A  
**Subject:** RE: Attendee Status

Tom,

In case there are any last minute WSR openings. Here is the information on the prescriber who wishes to attend the meeting and is available for the dates.

**Richard Tomb, MD**

**9 Cedar Street**

**Worcester, MA 01609**

**Phone: 508 757-5526**

**Pager: 508 753-7140**

**Email: rctomb@aol.com**

**No fax available, please email any information**

Let me know if Dr. Tomb will make it into the WSR RAB Program.

Thanks,

Serene

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**From:** Nichols, Thomas A  
**Sent:** Friday, July 21, 2000 7:17 AM  
**To:** Bean, Gary (US Sales); Davey, Todd; Davies, Thomas (US Sales); Doherty, Eric (US Sales); Fenstermaker, Bill (US Sales); Gallagher, Paul (US Sales); Guyer, David (US Sales); Huston, Pete W (US Sales); Mastrianni, Serene (US Sales); McNeill, Jack (US Sales); Pasek, Bill; Tisdell, John (US Sales)  
**Cc:** Essa, Mark (US Sales); Ciario, Nicholas (US Sales); Dudek, Joann (US Sales); Hanwell, Cathleen (US Sales); Kamieneski, Brian (US Sales); Amati, Michelle (US Sales); Mimnaugh, Michael (US Sales); Baronowski, Patti (US Sales); Yelsits, James (US Sales); Johnson, Ray (US Sales); Nichols, Thomas A; O'Connor, David (US Sales); Mrazik, Ernest (US Sales); Feeley, Robyn (US Sales); Palazzo, Jim (US Sales); O'Neil, James W  
**Subject:** FW: Attendee Status  
**Importance:** High

D1 Team

FYI RAB Roster Update

**ACTION ITEM due by Next Friday: 7/28 coordinated by DSM's, TAS and MCR's.**

On each of Your key customer(s) send a single page via e-mail with the following info.

1. mkt share of eg Imitrex Tabs. Inj, NS, Amerge
2. chief competitor, mkt share
3. your wish to achieve with this customer attending the **RAB.**  
eg safety of triptans, constipation mgt., qd vs bid dosing of Lotronex,  
formulary issues, weight gain with **SSRI's vs WSR, etc.**

the more the specifics, the better prepared the **GW** team  
will be to implement into the RAB's in an effort to obtain the greatest  
ROI for you and D1.

Whatever format that works better for you, an excel spreadsheet, or a word document is fine. If you have any questions, please call me at home: ofc 603-595-1388, octel: 8-8085. This is for your/our benefit and I expect full compliance with this request