

WOOTEN GROUP

Thank you for your interest in Wooten Group.

I have found that few medical sales professionals are uniquely suited for our team, due to changes in life circumstances after completing their careers, rather than our expectations or requirements.

When I ask current Wooten Group professionals, “why do you like working with Wooten Group,” the top responses include:

- Staying involved in the medical industry.
- Making a difference in the industry
- Meeting healthcare providers from all over the world
- No call reports, samples, district managers, or POAs
- Work ends when the exhibit closes.
- Flexibility to work as desired.
- I love traveling.
- Option to take spouse along at my own expense.
- Reconnecting with former colleagues at conventions
- Building new friendships within Wooten Group

There are many reasons to join Wooten Group, but financial gain is not one of them. While compensation is fair, the limited number of convention days means most people will not see a significant financial impact.

The selection of new Wooten Group members is determined by a variety of factors, including individual qualifications, client needs, where they live, and the number of conventions an individual can support annually.

To ensure a mutually beneficial relationship, we aim to establish clear expectations. We kindly request that you review this document thoroughly prior to expressing your interest in collaborating with Wooten Group.

Thank you for your interest,

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Wooten Group and Skye Agency, based in Dallas, TX, specialize in helping healthcare clients and their brand teams maximize attendee engagement at convention exhibits through expert staffing.

Founded by Rusty Wooten in 2008 (Wooten Group) and 2014 (Skye Agency), both firms focus on maximizing engagement opportunities for pharma and device companies at medical conventions.

Wooten Group's business model relies on **Exhibit Professionals who have completed successful pharmaceutical careers and enjoy staffing conventions in their spare time.**

Skye Agency's business model leverages **highly engaging people who staff convention as their full-time career.**

Since 2008, we have staffed over a thousand conventions across various medical specialties like Cardiology, Dermatology, Endocrinology, Gastroenterology, Hematology, Infectious Disease, Neurology, Oncology, Pharmacy, Pulmonology, and Rheumatology.

Wooten Group Exhibit Professionals

Sales and medical experts who have completed successful careers with leading pharmaceutical and device companies.

Wooten Group Requirements

Wooten Group sales professionals

- At least 10 years in the medical, pharmaceutical, or device industries
- A minimum of 10 years of sales experience, focusing on pharmaceuticals/biologics/devices.
- Proven history of successful sales to healthcare providers.

Wooten Group Medical Sales/Science Liaisons

- Must have earned an MD/DO, PharmD, NP or equivalent.
- At least 10 years in the medical, pharmaceutical, or device industries
- At least 5 years in a field based or brand team based medical science role with a major pharmaceutical company.

Successful Wooten Group Professionals

- Enjoy staffing conventions.
- Quickly engage with people they do not know.
- Have integrity.
- Maintain a positive attitude.
- Adapt well to unexpected changes.
- Act patient.
- Enjoy travel.
- Work well within a team.

Time Requirements

Wooten Group Professionals should be willing to participate in at least five conventions/events annually for mutual benefit. US conventions typically last three days and global conventions usually extend to four days.

- New members of the Wooten Group & Skye Agency must participate in a virtual session on Standards and Expectations, which takes 2-3 hours.
- Most roles with Wooten Group and Skye Agency are unbranded, requiring minimal product training.
- Some branded and medical opportunities need additional training and study and are available on a volunteer basis.

Physical Requirements

- We represent healthcare companies and we must project a healthy physical appearance, with weight and height proportionate to your age.
- Possess good stamina and energy to stand and engage with convention attendees for extended periods without support.
- Maintain a friendly smiling demeanor for long periods of time.

Standard Attire Requirements

- Wooten Group Professionals set the attire standard.
- Men: Stylish dark suit, professional shirt, and stylish tie
- Women: Dark pantsuits, or skirt with matching jacket women and professional collared blouse or shirt.

Sometimes clients ask us to wear more casual attire or wear shirts that they provide.

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Pluses (helpful, but not mandatory)

- Skilled in delivering group presentations.
- Fluency in an additional language
- Experience managing trade shows or conventions.
- Experience in brand or marketing teams
- Enjoy leadership opportunities.

Work Relationship

Wooten Group Exhibit Professionals function as 1099 consultants or contractors for Wooten Group.

Work Ethic

Wooten Group prides itself on work ethic and consistency. Wooten Group professionals staff exhibit days and with the exception for breaks we staff all the exhibit hours of the day. Wooten Group does not work shifts, which allows us to deliver consistent service.

Wooten Group Professionals arrive one hour before the exhibits open and thirty minutes before on the following days.

Upon occasion the client invites us to a virtual pre-con meeting that usually occurs a week or two before the convention or a PreCon meeting that will take place on-site the night before exhibits open.

Compensation

Wooten Group Exhibit Professionals receive a fixed daily rate for each exhibit day staffed. We find that a flat rate makes it very easy for our clients to estimate their budget needs.

- Sales & Engagement Role
 - \$350 per exhibit day for first five conventions
 - \$400 per exhibit day after 5 conventions
- MSL Roles
 - \$500 per exhibit day for first five conventions
 - \$550 per exhibit day after 5 conventions

Expenses/Travel Expense Requirements

Wooten Group travel expenses often exceed our actual exhibit staffing fees. Therefore, we keep our travel expenses reasonable and predictable to improve our chances of being hired again.

Wooten Group will reimburse travel costs (flight, accommodation, ground transportation). Wooten Group professionals use their personal credit cards for all travel expenses and submit reports for reimbursement.