P.I. discussion

10-12
22/1 NAT video room
Objective

Alignment on P.I. changes, deadlines for changes, and communication of changes.

- What is changed?
- When will the changes take place?
- How and when will the changes be communicated?
Current Situation

• P.I. updated May of 2000 to include Beasley's analysis

• Hyperglycemia data sheet (data on demand) implemented June 2000

• October hyperglycemia conference call canceled
  – Diabetes education

• Update medical letter implemented Nov. 2000

• Sales representative are using P.I. and data sheet to handle diabetes questions
Discussion

What is going to be changed in the P.I.?
- Changed to/deleted?
- Do we have any other options?

When will the change take place?
- When will the new P.I. be printed?
- When will the new P.I. be posted to the Lilly web? FDA?
- How definite are these dates?

When do we need to communicate this to the sales force?

*How do we communicate this to the sales force?*
Sales force communication options

December conference call
- Diabetes educational back grounder

December conference call without back grounder

January Regional meetings
Objective

Gain alignment on P.I. changes, deadlines for changes and communication of changes.

- What is changed?
- When will the changes take place?
- How and when will the changes be communicated?
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