



## Field Manager SAMPLE FILE TREE

<b>!Regional Director</b>	<b>Incentive Compensation</b>
1:1 Meetings	Programs
<b>@Team</b>	<b>Marketing</b>
By rep name or territory name	By product name
Annual Review	Contests
Ride Alongs	Compliance
<b>Administration</b>	Labeling
Legal	<b>Personnel</b>
Hold Orders	Candidates
Travel Pending	Colleagues
Travel Past	Speakers
<b>Coverage / Payer</b>	Vendors
Medicare	<b>Personal</b>
Medicaid	
Private	
Regional Payer	
<b>Compliance</b>	<b>Professional Development</b>
	Annual Review
	Goals 2017
	Training Class / Notes
<b>Financial</b>	<b>Products</b>
Budgets	Product 1
Expenses	Sales Operations
	Launch Info
<b>HR</b>	<b>Reports</b>
Benefits	Sales Reports
Policies	