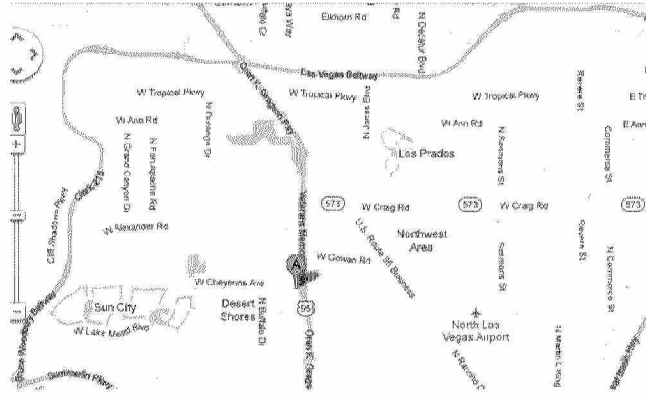


13. Avi Ostrowsky, MD- Adult endo. Very needy. Wears our pump and will ask you for supplies and free stuff all the time. Linda is your main contact in the office. She's his MA and will help you out big time if she likes you. Gloss is the office manager and will be in your face at times if something isn't right. Get to know her. Lunch is good. They own old iPros and need to upgrade. They will test you because the other candidate for the LV TM job calls on them regularly. Impress them, show them what you are made of. Make sure that you slow down with them. Dr Ostrowsky will do Type 1 and 2. You should have free reign in his office and they will allow you to pull charts. Once upon a time I went through all his patients and flagged potential pump patients. Time to do it again. Work closely with Linda. Text her: [REDACTED]. Potential to do 20 pumps a year. Lots of love though. Don't spend too much time. Dr O is a little strange. The other staff are great.

[REDACTED]  
Las Vegas, NV  
[REDACTED]



14. Dr Izuora- Adult Endo. Shelley Shockley is main contact in this office. Shelley is a little slow to put patients on pump therapy. She is Type 1 and doesn't want to go on a pump. I have tried for years. They just ordered an iPro2. Need to be set-up and trained. Build a relationship with her. They have a nice education room. Insulin Forward classes would be awesome there. It's a state run clinic but they take all insurances. Do not produce that many pumps but I know they have patients. She is open to teaching and training.

[REDACTED]  
Las Vegas, NV  
[REDACTED]

