

1372 RIVER SPEY AVE.  
HENDERSON, NV 89012  
347-742-4100

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Dear Dr. \_\_\_\_\_,

I would like to take this opportunity to thank you and/or your staff for taking time out of your busy schedules to discuss MedTrak VNG's newest prices and finance programs.

As we discussed, MedTrak has eliminated its sales force and "middleman distribution costs" by converting its methodology to "direct sales to the consumer."

This has resulted in a **price slash of 50-60%**, allowing you to obtain VNG and balance plate technology directly from MedTrak, **at or below the wholesale price.**

No VNG competitor can come anywhere close to the prices we are now offering and MedTrak's support and services remain the highest quality in the industry.

MedTrak will now sell its equipment **directly to clinicians** for testing and/or treating patients who complain of vertigo and vestibular issues, dizziness, fall risk assessment, yearly wellness visits requiring coordination and balance assessments and concussion detection.

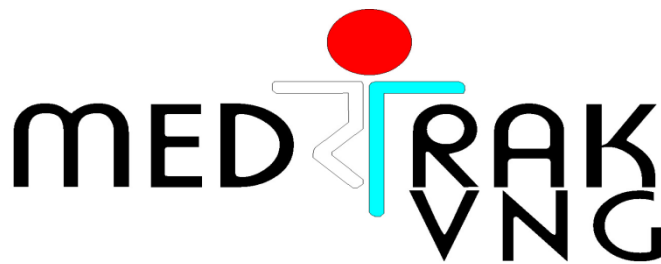
We have several sales and **finance programs available.** If you want to read more about the different programs, please see page 2, or go to the web sites listed below or contact us at:

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## **Sales and Finance Programs now available:**

### **Below wholesale price:**

For clinicians who do not need financing, MedTrak will sell its **complete package** of brand new equipment, which includes a VNG, air irrigator, balance plate, perturbed testing surface and 2 lap top computers fully factory loaded with our software and drivers, for the unheard of price of **\$ 20,000**.

### **At wholesale price:**

For customers who require financing for the complete package, MedTrak will finance your purchase **“In-House” at zero percent interest** with a minimized commitment. The cost of this program is \$7,000 down and \$750 a month for 24 months **AND you can opt-out** of the payment plan by returning the equipment any time with no penalty & no further commitment.

### **Live-Demo Program:**

MedTrak now offers a “Live-Demo” program which allows you a full day of testing real patients in your office (billable). This provides the clinician with an introduction to our equipment and the education process, while billing for the day’s tests. It also creates an opportunity for you and your billing staff to review the testing reimbursements across a wide array of carriers, make a profit for the day and get comfortable with incorporating this testing battery into your office routine. The expected reimbursement for this one day of testing is \$2,500-\$4,000 (payor mix dependent). MedTrak’s charge for the day is **a flat fee of \$1,250**. (Based on your state’s fair market value for a one day rental of our equipment & personnel)

### **Demo-Finance Program:**

For customers who cannot afford the \$7,000 down payment, we have a special program called the DEMO-FINANCE program. This program combines the In-House finance program with the Live-Demo program. We will come to your office and train your staff in the operation of our equipment **AND** test live patients at the same time. Under this program your office can earn all or most of the down payment fee, because your patients are being tested (billable) and your staff will be fully trained at the same time. This gets the equipment in your hands, gets the down payment covered, gets your staff trained, **AND** this program includes the opt-out any time benefit with no penalty and no further commitment.