



In anticipation of your potential networking with Abbott Nutrition, please consider the following business questions:

1. What are your top 3 business objectives for 2012?
2. Do you have a goal of reducing (re)hospitalizations in 2012? If so, by how much?
3. Would you be interested in reviewing a simple, effective and no cost to you way to improve outcomes and reduce (re)hospitalizations?
4. Are you marketing your business to acute care utilizing outcomes data, (re)hospitalization data or other data?
5. What are your biggest obstacles to overcome in 2012?