

We are the team behind the team, with a solution for every patient.

→ We're the leaders in Cold Compression Therapy with **15 Years' experience** and over **50,000** patients served.

→ We have the gold standard unit:

- Iceless
- Portable
- Pre-programmed
- Thermal controlled
- High-quality anatomical wraps.
- Proven outcomes



→ We view the payors as our partners and work with all major WC carriers.

→ We have a streamlined ordering process that reduces workload on the physician and office staff.

All I need from you is to capture two e-signatures, which are for the initial 30-day Rx and extension 30-day Rx. Once we have those, if you could please introduce me to your surgery scheduler, I can ensure they know everything WRS needs to submit an order. How does that sound?

THE PIVOT..... ORS (practice-based model)

When someone says, "I already have a guy." Or you get a NO.

Does your current vendor offer a product that enables the practice to generate, on average, \$1,300 NET revenue per approved patient?

Our practice-based cold-compression therapy program is designed for high-image, risk-adverse groups. This program enables the practice to successfully establish their own RENTAL CCT program, that provides enhanced patient recovery, and generates significant ancillary revenue (on average \$1,300 per approved patient). We bring our 13 years of CCT and WC expertise to this program that so it will be done the right way, from the beginning.

Would you be willing to hop on a Zoom call with my ORS team to walk you through the program?

COMMON OBJECTIONS



“My scheduler doesn’t have time to add another thing to her plate.”

Yes, we understand that your scheduler already has a lot on their plate. WRS does all the heavy lifting for them. *Once we capture 2 e-signatures from you, the process is very simple for your staff.* All we need from your scheduler is the surgical order they already have to send to the ASC or hospital.

“Cold Compression Therapy is too expensive.”

Yes, we agree in some circumstances it can be. There have been some players in the market that have given CCT a bad name. WRS pre-authorizes every order, so the payor has a say in the dispensing, the price, and the duration. This is unique to WRS.

“Why only Work Comp?”

We have a solution for every patient, not just WC. But Work Comp is the only patient profile that will pay for CCT. Why? Because there is a game clock ticking to get these patients back to work and keep them off opioids. They are making an investment in their employees and their recovery.

“I don’t see that much Work Comp.”

How many WC surgeries do you perform in a month? What we have seen is, while WC might be a small percentage of your overall practice (5%-10%), this could still represent a handful of patients each month.

“Tried it before, it was too much of a hassle.”

Unfortunately, we hear that a lot. You can’t do 50,000 patients across the country with 1,000+ surgeons without being a process expert. This is what sets WRS apart. We have simplified and streamlined every step of the process.

“I need to have a solution for all my patients.”

Yes, we’ve got you covered. Who wants to call more than one guy? That is why we developed the Proventus line. Now all your patients have access to high-quality Cold Compression Therapy.

“What’s in it for me?”

Our ORS program is our office based CCT program that will enable the practice to establish its own RENTAL CCT program and generate \$1,300 per patient on average. It’s a fully vetted and compliant program for high-image and risk-adverse practices. Let’s line up a call with the ORS team to discuss further.