



THE PIVOT POINT ACTION PLAN

BREAK INTO MEDICAL DEVICE SALES — NO
EXPERIENCE REQUIRED
INSPIRED BY THE STORIES AND INSIGHTS IN THE
PIVOT POINT BY GREGORY L. PEEL

Step 1: Clarify Your “Why”

- Identify your motivation: income, impact, purpose, or pivot.
- Understand that success in this field requires grit, growth, and strategy.

Step 2: Master the Fundamentals

- Excellence is Non-Negotiable: Prepare like a surgeon. Study like an engineer.
- Learn medical terminology, surgical environments, and regulatory landscapes.

Step 3: Translate Your Background

- Military? Leverage leadership, crisis readiness, and strategic planning.
- Healthcare adjacent? Highlight clinical insight and patient-centered thinking.
- Sales/Tech/Other? Show transferable communication, resilience, and learning speed.

Step 4: Build Strategic Relationships

- Identify and reach out to reps, managers, and recruiters in the field.
- Attend local/national events (NSN, Black Pharma, HBCU Alumni groups).
- Ask for referrals, shadow days, and informational interviews.

Step 5: Practice Your Pitch

- Tailor your story to show alignment with this high-performance career.
- Craft a 60-second introduction that blends your background with your ambition.

Step 6: Leverage Specialized Resources

- Medical Sales College — training programs & military scholarships
- FourBlock — veteran career transition support
- Cameron-Brooks — leadership transition coaching
- NSN.org — national sales network with diversity support

Step 7: Take Action Today

- ✓ Order The Pivot Point for full stories and roadmaps
- ✓ Join our email list for bonus tools + industry connections
- ✓ Start applying the steps above in the next 7 days



BONUS INSIGHT FROM THE BOOK:

"THIS ISN'T ABOUT JUST GETTING A JOB—IT'S ABOUT EARNING TRUST IN HIGH-STAKES ENVIRONMENTS WHERE LIVES HANG IN THE BALANCE."



THE PIVOT POINT: BREAKING INTO MEDICAL DEVICE SALES

BY GREGORY L. PEEL | AVAILABLE ON AMAZON | [HTTP://THEPIVOTPOINT.VIP](http://thepivotpoint.vip)