

MedPro Medical Waste Disposal Services a Smarter, Compliant & More Affordable Waste Solution

Compliance, Reputation & Coverage Matter

- MedPro has been in business for 15+ years
- One of the top providers in the industry
- Carries a \$33 million insurance liability for peace of mind
- Fully regulated and compliant with all state and federal guidelines
- Medical Waste Disposal is a Regulated Necessity

Every facility that handles:

- Pharmaceutical waste
- Biohazard waste
- Sharps waste
- Hazardous waste

Key Talking Points When Visiting Facilities. These are the statements and questions to lead with during your client visits. Qualifying Questions:

- “Who’s currently handling your medical waste disposal?”
- “Is it Stericycle/Daniels by any chance?”

If yes — you need to do a price comparison immediately. They could be overpaying — by 20–30%

- When was the last time you reviewed your medical waste contract?
- How has the service been? Any missed pickups?
- Are you aware these contracts are often auto-renew — with added fees?
- “Do you use one provider for your mandatory compliance needs, like waste pick up, shredding, annual mandatory OSHA/HIPAA compliance training?” (if no) MedPro does that another way. They can help you save, by bundling the services”

Real Example:

- A current customer in PA was paying \$3,000/month (\$36,000/year) with Stericycle.
 - MedPro offered the same service at just \$1,000/month.
 - That’s \$24,000/year saved — on just one service!

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INTERNAL USE ONLY

- Are you aware these contracts are often auto-renew — with added fees?

Identify the higher savings opportunity if a facility has:

- Weekly pickups – High volume = higher savings opportunity
- Multiple locations – High Volume = higher savings opportunity
- Old contracts – Might be locked into auto-renewed, overpriced deals

Additional Services Offered by MedPro.

If we can't save them money on waste disposal alone, we can probably save them by bundling mandatory shredding/waste service and OSHA/HIPAA training.

Make it a one-stop shop for facility compliance:

Shredding Services

- Secure document shredding to ensure HIPAA compliance

OSHA HIPAA Compliance Training

- Mandatory annual training provided
- Certification included — protects facilities and staff
- Save even more by combining shredding + waste + training

Objection Handling Tips

Objection: “We’re happy with our current provider.”

Response: “Great! Let’s still do a quick price and compliance analysis. Many facilities don’t realize they’re overpaying — until they see the numbers.” (tell the 36K story)

Objection: “We’re under contract.”

Response: “Let’s look at the terms. Many contracts can be reviewed or negotiated — and knowing what’s in it is half the battle. If you could break the contract and save 10K would you?” (The answer is always yes)

Close with Action

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“Let’s get you on a quick call with (MedPro Name) — our medical waste compliance expert.”

“In the meantime, can you pull your current contract? We’ll do a side-by-side comparison.”