

A PACKET FOR PROSPECTIVE SALES PARTNERS

Get paid to bring clinics the infrastructure they've been missing.

Who Healthaide is, how the sales partner role works, and what to expect after this session. A short introduction before we talk specifics.

WHO WE ARE

A telehealth platform built for med spas, clinics, and health brands.

Healthaide is an all-in-one telehealth platform and EMR. We give med spas, clinics, and health brands the software, the licensed provider network, and the operational backbone to run a fully branded telehealth practice, often live inside twenty-eight days.

WHAT WE RUN

One platform for intake, visits, prescribing, labs, communication, and fulfillment, backed by a licensed provider network across all fifty states.

WHO WE SERVE

Med spas, clinics, and health brands that want to offer telehealth under their own name, and clinics treating their own patients directly.

WHY THIS MATTERS TO YOU

Most clinics you'll talk to are either running telehealth through a patchwork of disconnected tools, or have no telehealth offering at all. Healthaide replaces that patchwork with one platform. You're pitching a real, felt problem, not a feature list.

WHY HEALTHAIDE EXISTS

Fragmented software and pricing built for tools that barely work held the industry back. Healthaide brings visits, prescribing, labs, pharmacy, and the provider network into one place, so clinics can focus on care instead of stitching systems together.

WHAT MAKES US DIFFERENT

The five things worth leading with

You don't need to memorize the full feature list. These are the points that tend to move a conversation forward.

BRANDED, WHITE LABEL

The clinic's logo, colors, and patient portal. Their patients never see the Healthaide name.

PHARMACY PRICING

Integrated relationships with 503A and 503B pharmacy partners give clinics pricing that protects their margin without slowing down fulfillment.

FIFTY-STATE PROVIDER NETWORK

A licensed provider network across all fifty states, so a clinic can see patients wherever those patients live, even before the clinic holds licensure there itself.

TWENTY-EIGHT DAY LAUNCH

A dedicated onboarding team gets a clinic's branded telehealth operation live in about a month, not a quarter.

THE PITCH IN ONE LINE

Everything a clinic needs to run telehealth, in one platform, live in weeks instead of quarters, priced so their margin holds up.

WHO YOU'D BE TALKING TO

Two audiences, one pitch

Most conversations you'll have fall into one of two groups. Both respond to the same core story, told with a slightly different emphasis.

MED SPA AND CLINIC OWNERS

Owners who want telehealth revenue without hiring a build team, managing a second piece of software, or negotiating their own pharmacy relationships.

BRANDS AND MULTI-LOCATION OPERATORS

Wellness brands and operators who want a branded telehealth offering in front of their audience, or a single dashboard across several locations.

WHAT USUALLY GETS THEM TO YES

The pain is rarely abstract. It's the cost of running four different platforms, the staff hours lost to manual admin work, a slow or failed telehealth launch, or patients in states where the clinic isn't licensed to treat them. Lead with whichever one shows up in the conversation.

A NOTE ON PROOF POINTS

Clinics on the platform have reported meaningful drops in staffing and software costs, faster refill cycles, and launches completed inside a month. Use real numbers from the materials you're given rather than estimating in the moment.

HOW THE ROLE WORKS

Trained up, then in the driver's seat

The sales partner role starts with training and grows into full ownership of the relationship. You bring in the client, and you stay their first point of contact for as long as they're with Healthaide.

WHAT YOU DO

- Introduce Healthaide to clinics and brands that fit.
- Run the demo and pricing conversation yourself once trained.
- Stay the first point of contact and manage the account going forward.

WHAT WE HANDLE

- Initial training, including running demos alongside you.
- Onboarding, clinical setup, and provider access.
- Ongoing support to back you up as you manage each account.

HOW YOU'RE PAID

Sales partners are compensated for the clinics and brands they bring onto the platform. The specific rates, milestones, and terms are laid out in the partner agreement, not in this packet. Come to your onboarding conversation with questions.

WHAT THIS ROLE ISN'T

You're not being asked to practice medicine, build the platform, or promise pricing, timelines, or terms beyond what you're given. When a client needs something outside your training, our team is there to back you up.

THE ENVIRONMENT

A team that backs the pitch

A sales partner is only as effective as the materials and people behind them. Here's what stands behind you once you're in.

A CLOSE, RESPONSIVE TEAM

A direct line to the people behind onboarding and platform support, so you're never managing an account alone.

MATERIALS AND TRAINING

Talk tracks, comparison materials, and answers to the objections you'll hear most, so you're never pitching from memory alone.

YOUR INPUT SHAPES THE PITCH

If a talking point isn't landing, or a prospect keeps asking something the materials don't cover, that feedback goes somewhere.

WORK YOU CAN STAND BEHIND

A real platform, a licensed provider network, and pricing that holds up. You're representing something built to be sold honestly.

WHAT WE'RE BUILDING TOWARD

A partner network where the pitch is easy to believe because the platform backs it up, and where the people bringing in clinics are set up to do it well.

WHAT HAPPENS NEXT

If you move forward

You signed up for this session, which is the first step. Here's what the process looks like from here.

THE NEXT PHASE IS A CONVERSATION

After the session, the next step is a follow-up call. It's a chance for us to understand your background and how you like to sell, and a chance for you to ask direct questions about the role, the commission structure, and how leads are handled.

COME READY TO DISCUSS

- Your sales background and current audience.
- How you prefer to prospect and follow up.
- Any questions about pay, leads, or timelines.

WHAT WE'LL COVER

- How the platform and pitch work in practice.
- How leads are qualified and handed off.
- The partner agreement and commission structure.

A NOTE ON THIS PACKET

This is a brief introduction, not a complete picture. The agreement is where compensation, terms, and specifics get discussed and where your questions get answered directly.

THANK YOU FOR YOUR INTEREST

We look forward to learning more about you.

If this sounds like the kind of team you want to sell for, the next conversation is where we go deeper. We're glad you're considering Healthaide, and we look forward to talking.