2019-2020
MEMBERSHIP BENEFITS GUIDE

www.themsls.org
MEMBERSHIP

DEMOGRAPHICS

2200+ Active Members

79 Countries

500+ MSL Professionals Trained

- 39% MSL, Sr. MSL, Medical Advisor
- 18% Executive Management / Manager/ Director of MSLs
- 24% MSL candidate
- 19% Other (Training, Recruiting, HR, etc)
The Largest Network of MSLs in the World!

The MSL Society Newsletter
Newsletter
13,000+ subscribers

“Medical Science Liaison & Medical Affairs Networkers” group
The largest MSL/Medical Affairs group on LinkedIn
24,500+ members
MISSION AND VISION

MISSION
The Medical Science Liaison Society is exclusively dedicated to advancing the global MSL profession.

We provide numerous resources for those pursuing an MSL career as well as professional growth and development opportunities for current MSL Managers and individual MSLs.

VISION
The Medical Science Liaison Society is the primary global resource for MSL professionals in the Pharmaceutical, Biotechnology, Medical Device, CRO, and other healthcare industries.
ABOUT US

The Medical Science Liaison Society is the only 501(c)(3) Non-Profit Organization exclusively dedicated to advancing the global MSL profession.

The society serves as a voice for the profession by building further awareness of the important contributions that MSLs make in advancing science which ultimately improves the quality of life for patients.

As the MSL role continues to grow and evolve, The Medical Science Liaison Society will provide resources to members to increase your industry knowledge, connect you with the global MSL community, and give you the tools and resources you need to advance in your career.
OUR TEAM

DR. SAMUEL DYER
CEO and Chairman

HELIANA SULA
Director of Development

JEFF KRAEMER
Director of Resources

JANELLE ROSA
Member Services Coordinator

AUSTINE MAH
Managing Editor MSL Journal

ATHUR SINAI
Designer
Our Advisory Board consists of a diverse group of volunteers from across the MSL community who are among our many passionate and actively involved members.

Visit our website to see their full bios:
www.themsls.org/advisory-committee
The MSL Society Newsletter is where you can get exclusive MSL insights!

Over 13,000 MSL Professionals subscribe

Our newsletter includes recent publications, interviews, limited time offers, savings, and so much more!

Subscribe to our newsletter today to stay informed!
LIVE EVENTS / CONFERENCES
The Annual MSL Society conference is the largest gathering of MSL professionals in the world!

Don’t miss the unique opportunity to network, share, and learn during our events.
Thanks to all the sponsors for the support over the years!

If you are interested in sponsoring, contact Lisa Bourbeau - Packages may vary depending on the event. Customized Packages are also available.
COMING SOON
2020 ANNUAL CONFERENCE

LAS VEGAS
MSL SOCIETY CONFERENCE
September 3rd - 5th, 2019

310+ ATTENDEES
The Largest Gathering of MSL Professionals in the World!
CONGRATULATIONS TO ALL THE MSL OF THE YEAR AWARDS FINALISTS!

MSL MANAGER OF THE YEAR FINALISTS

Cristina Garcia - Persan Farma
Debra Lycett - Epizyme
Douglas Yau - Sanofi Genzyme
Sherif Roushdy - Sanofi
Susan Giacalone - Lexicon Pharmaceuticals

Adina Hirsch - Fresenius Kabi
Alyson Evans - Sun Pharma
Anne VanBuskirk - Takeda Oncology
Joan Hester - Alimera Sciences
Martina Riosalido - Norgine
Patty Riley - CSL Behring
Sarah Rodriguez - Takeda Oncology
Savi Chadha - Supernus Pharmaceuticals
Takara Scott - Ferring Pharmaceuticals
Yishan Chuang - Biodesix

MSL ROOKIE OF THE YEAR FINALISTS

Andrea Arlia Ciommo - Janssen
Audra Johnson - Alimera Sciences
Christelle Chacar - Ferring Pharmaceuticals
Jason Howard - Sanofi Genzyme
Jonathan Margolin - Organogenesis, Inc.
Jonathan Ploeger - Astellas Pharma
Keelin Dahl - Aurinia Pharmaceuticals
Meredith Hart - Fresenius Kabi
Ryan Hinman - Takeda Oncology
Shelley Brown - Vericel Corporation
Tiyeko Teixeira - Merck
CONGRATULATIONS TO ALL THE WINNERS OF THE MSL OF THE YEARS AWARDS

MSL ROOKIE OF THE YEAR OUTSIDE THE US
TIYEKO TEIXEIRA
Merck

MSL ROOKIE OF THE YEAR US
AUDRA JOHNSON
Alimera Sciences

MSL OF THE YEAR OUTSIDE THE US
MARTINA RIOSALIDO
Norgine

MSL OF THE YEAR US
ANNE VANBUSKIRK
Takeda Oncology

MSL MANAGER OF THE YEAR OUTSIDE THE US
CRISTINA GARCIA
Persan Farma

MSL MANAGER OF THE YEAR US
SUSAN GIACALONE
Lexicon Pharmaceuticals, Inc.
MEET THE JUDGES

Arthur Chan, PhD, MBA
Executive Director, Head of MSL Capabilities
Novartis

Larry Dollar, PharmD, MS
VP of Medical Affairs
Syneos Health

Ralph Rewers, PharmD
Senior Director, Global Field Excellence
AbbVie

Douglas Yau, PhD, MBA
Director, Oncology Field Medical Affairs
Sanofi Genzyme

Charles Hyder, PharmD
Field Medical Director
Biohaven Pharmaceuticals

Davida White, MD
Head Medical Excellence
Indivior

Linda Traylor, PhD
VP, Clinical Development & Medical Affairs
Biodiesix

Ellen Shannon, PhD
US Head of Medical Affairs
Valneva

Donna Holder, PharmD
Executive Director
GMA Field Medical Center of Excellence
Merck
LIVE MEET & GREETS

Berlin Marriott
MAY 17TH, 2019
BERLIN, GERMANY

Hotel Sofia Barcelona
MAY 20TH, 2019
BARCELONA, SPAIN

Lateral Velázquez
MAY 21ST, 2019
MADRID, SPAIN

The Hyatt Regency
San Francisco
JUNE 27TH, 2019
SAN FRANCISCO, CALIFORNIA
UNITED STATES
Have a suggestion for the next trip?

Please email Heliana Sula
heliana.sula@themsls.org
MSL BOARD CERTIFICATION MSL-BC®
ANNOUNCING!

Medical Science Liaison – Board Certification (MSL-BC®)

The FIRST-EVER Professional certification for Medical Science Liaisons

$100,000+ Invested

Timeline and Process

February 2017
2 day live meeting in Denver with 16 MSL Leaders to conduct the first phase of a Job Task Analysis (JTA)

December 2017
JTA validation survey process with 209 MSLs.

February 2018
6 days of live item writing / review with 17 MSL leaders

August 2019
Pilot Exam launched with 70+ MSLs from multiple countries

May 2018 - July 2019
Develop LMS and technology to administer exam

March 2018
4 hour review of questions

The MSL-BC® is an effort to set industry-recognized standards for the MSL profession by providing a exam-based assessment of an individual’s industry knowledge.
MSL-BC® DEVELOPMENT COMMITTEE

Avery Ince, MD, PhD  
VP, US Scientific and Medical Affairs Strategy Lead, Janssen

Linda Traylor, PhD  
VP, Clinical Development & Medical Affairs, Biodesign

Arthur Chan, PhD, MBA  
Executive Director, Head of MSL Capabilities and Training, Novartis

Donna Holder, PharmD  
Director, Executive Director, GMA Field Medical Center of Excellence, Merck

Ralph Rewers, PharmD  
Senior Director, Global Field Excellence, Abbvie

Belinda Gist, PhD  
Director, Medical Affairs Learning & Development, Kite a Gilead Company

Ellen Shannon, PhD, RN  
US Head of Medical Affairs, Valneva

Scott Thompson, MS  
Managing Partner, Acceleration Point

Mike Abbadessa, PharmD  
Former Sr. Director of Management & Operations, Takeda Pharmaceuticals

Kumaran Krishnan, MBA  
Associate Director MSL and Digital Transformation, Tava

Judith Vensak, MBA  
Field Team Medical Director, CSL Behring

Dan Anderson, PharmD  
Former Team Lead, Nephrology RMLs, Amgen / Currently Retired

Cherie Hyder, PharmD  
Field Medical Director, Biohaven Pharma

Melody Davis, PhD  
Former, Associate Director, MSL Training, Teva / Currently Managing Partner, Versant Learning Solutions

Elizabeth Kupferer, PhD  
Regional Director, MSLs Novartis

Leona Hamrick, DHSC, PA-C  
Senior Director Medical Affairs, Stone Clinical Laboratories

Associate Director, Managed Care MSL, Jazz Pharmaceuticals

Rita Zambelas, MSN  
Associate Director, Medical Affairs, Amicus Therapeutics

Tiana Chaar, PhD  
Medical Science Liaison, Sanofi Genzyme

Bernadette Mamone, PhD  
Senior Medical Science Liaison, Eisai

Josh Yoder, PhD  
Medical Science Liaison, uniQure

Daniela DiFlianska, PhD  
Medical Science Liaison, Novocure

Deborah Profant, PhD  
Former, Sr. Director of Management & Operations, Takeda Pharmaceuticals

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Managing Partner, Acceleration Point
MEMBER RESOURCES
**BENEFITS BY MEMBERSHIP LEVEL**

Become a member to gain access to multiple unique and exclusive resources to advance your MSL career!

### Member Benefits

<table>
<thead>
<tr>
<th>Benefit</th>
<th>Guest Membership Free</th>
<th>Student Membership $100 $75 Emerging Countries</th>
<th>Professional Membership $290 $145 Emerging Countries</th>
</tr>
</thead>
<tbody>
<tr>
<td>2 Free MSL Reports</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Access to the MSL Guidelines</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Access to SocialLink Networking Platform</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Access to eLearning Platform (coming soon)</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
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<tr>
<td>Access to all MSL Society Conference Presentation Slides</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Access to the recordings of all of our “MSL Expert Webinar” series</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Member discount for the MSL Store Items</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Member discount to all MSL Society conferences</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Member discount to all Online Training Programs</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Access to the Global MSL Member Directory</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
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<tr>
<td>Latest Annual Global MSL Salary &amp; Compensation Report</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Complimentary digital subscription to The MSL Journal (new issue coming soon)</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Eligibility for the MSL Mentoring Program</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Member discount for the MSL Board Certification (coming soon)</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Member discount for posting jobs to our exclusive MSL Job Board</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Unlimited access to full reports of our global research and surveys</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
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</tbody>
</table>
MEMBER RESOURCES

BY THE NUMBERS

1st
Certification for Medical Science Liaisons - MSL-BC

46
New MSLs and MSL Managers mentored in free Mentor Program

82
Original MSL Focused Research Reports since 2014

22,672
Global Total Survey Participants since 2014

11,276
US

110+
MSL careers launched as a result of our training programs

1st
Guidelines written for MSL activities

17+
Hours
Webinar Recordings

1st
Online social community built and dedicated to global MSL community

116
Presentations by MSL Leaders

1st
Global directory specifically for MSL community

20
Original MSL Focused Research Posters

1st
Only job board dedicated exclusively to MSLs and MSL managers
MSL GUIDELINES

✓ 40 MSL leaders
✓ 2 Years in the making
✓ 879 Individuals from 68 countries involved
✓ 5 Conference calls with PhRMA

The First-Ever Official Guidelines for MSL Activities

Download the MSL Guidelines

eLearning Training Program Coming Soon!
Gain access to our **global directory** with thousands of active members to network and reconnect with colleagues.
The MSL Society Mentorship Program is a unique program that exemplifies our mission of being dedicated to helping MSLs and MSL Managers advance in their careers.

This program was developed by highly experienced MSL Leaders, with extensive experience in managing mentor programs. Each mentee selected to the program will be matched with 2 current experienced MSL mentors for a period of 1 year.

The program is a **complimentary resource available to all “professional level” members.**
The MSL Society conducts multiple global surveys each year to gain insights on various aspects of the MSL profession. As a result, we have produced 82 original benchmark reports. These reports are THE most comprehensive and authoritative insights on important topics related to the MSL profession and are complimentary with membership.

- **2018 Global MSL Salary & Compensation Survey**
  5th annual Survey. The MSL Society conducted the first-ever MSL salary survey in 2014. This is the largest MSL Salary & Compensation Database in the world and includes 14 Individual Country reports.

- **2015 MSL Performance & Competencies Report**
  First survey identifying which competencies contribute most to MSL success according to MSL Leaders!

- **2017 MSL Excellence Study**
  First survey on MSL Excellence Programs being utilized at companies.

- **2015 Global MSL KPI and Metrics Survey**
  First global survey on which KPI’s and metrics are used to measure MSLs across pharmaceutical, biotechnology, medical devices and other healthcare companies.

- **2019 Technology Platforms Utilized by MSLs to Engage Remotely with KOLs**
  First survey to understand which technology platforms are utilized by MSL teams to engage remotely with KOLs.

- **2018 The Device and Most Important Resource Utilized by MSLs when Preparing to Engage with a KOL**
  First survey to understand which devices and Most Important Resources Utilized by MSLs when Preparing to Engage with a KOL
2017 Global Survey
The Best/Most Common Term Used for Key Opinion Leaders (KOLs)

2018 Most Challenging Aspects MSLs Face When Engaging With KOLs

2018 Global Survey
Technology Utilization in KOL Engagements

2018 Global Survey
Insights on MSL/KOL presentations including frequency, time spent organizing, and materials utilized

2017 Global Survey
KOL Engagement Planning - What is ACTUALLY happening?

2018 Most Common Term Companies Utilize to Describe Investigator Research

2017 Global MSL Salary & Compensation Survey

2017 MSL & MSL Manager Salary Pay Gap Based on Gender

2016 Global MSL Salary Survey: Is There a Gap in Pay Based on Gender?

2016 Global MSL Salary & Compensation Survey

2016 MSL Onboarding & Training Survey

2015 Global MSL Salary Survey

2015 Global MSL Job Satisfaction Survey

2014 Global MSL Salary Survey

See All
The MSL Society conducted the first-ever MSL salary survey in 2014. The 2018 survey was the 5th annual global survey on MSL Salary and Compensation levels conducted by the MSL Society.

The primary purpose of the survey is to gain insights into current global MSL salary and compensation levels across pharmaceutical, biotechnology, medical devices, and other healthcare companies that employ MSLs.

A global report and 14 country reports are available to members of the MSL Society and to all individuals that participate in the survey.

Source: 2018 MSL Salary & Compensation Survey - USA Results

<table>
<thead>
<tr>
<th>Years of Experience</th>
<th>Average Base Salary</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt; 1 year</td>
<td>$137,959</td>
</tr>
<tr>
<td>1-2 years</td>
<td>$142,655</td>
</tr>
<tr>
<td>3-4 years</td>
<td>$159,442</td>
</tr>
<tr>
<td>5-6 years</td>
<td>$171,195</td>
</tr>
<tr>
<td>7-8 years</td>
<td>$172,310</td>
</tr>
<tr>
<td>9-10 years</td>
<td>$178,472</td>
</tr>
<tr>
<td>11-15 years</td>
<td>$185,180</td>
</tr>
<tr>
<td>15+ years</td>
<td>$192,339</td>
</tr>
</tbody>
</table>

n = 1,655
MSL EXPERT WEBINAR SERIES

Explore our MSL Expert Webinar Series recordings anytime to stay up-to-date on the latest industry trends and to gain insights into MSL best practices.

Our Webinars have resulted in:

✓ 11,867 Total Registrations between 2015-2019
✓ 18+ Hours of Webinar Recordings with MSL Leaders
✓ Multiple Reports

We have an awesome reach within the Global MSL community

Since 2013 the MSL Society has conducted over 15 webinars. Our average webinar registration consists of 615 MSL Professionals from 53 countries!

Access all recordings
We have had **12 Conferences in 3 countries since 2013**. Missed a past conference but want to review a presentation? We have you covered. All members of the MSL Society have access to all presentations from all our past events. It’s a great way to learn about hot topics being discussed by global MSLs and MSL Leaders. These resources include:

- **146+ Presentations**
- **20 Original Research Posters**
The MSL Journal is ONLINE and features original content covering:

- Professional Development
- Industry Leaders
- Industry News And Events
- Book Reviews
- Industry Announcements & Career Opportunities

Cherie Hyder, PharmD  
Editor-in-Chief

Austine Mah  
Managing Editor
MSL

TRAINING PROGRAMS
CUSTOMIZED TRAINING FOR MSL TEAMS!

Some of the recent training topics include:

- New MSL team launch strategy
- Effectively working with cross-functional teams (i.e. sales, marketing, etc)
- Building effective, value-added ethical KOL relationships
- Emotional intelligence for MSLs
- Developing a specific strategy and plan for each KOL
- Insight Gathering and Competitive Intelligence
- Maximizing MSL performance
- Investigator led research (IITs ISTs etc) communication strategy
- How to critically evaluate and read a research paper
- Active listening for MSLs
- Body language for MSLs
- Pre and post KOL visit strategy and creating objectives for each visit
- Developing and utilizing MSL KPI’s and Metrics
- Conference planning and strategy
- Effectively managing Advisory Boards
- Advanced presentation and communication skills

www.themsIs.org/customized-medical-science-liaison-training/

Our training programs are based on real-world experience from best-in-class MSL teams. The training content has been developed using a variety of best practices that are currently utilized by successful MSL teams.
LIVE 3 DAY MSL PRESENTATION SKILLS

Learn from experienced MSL Leaders and Trainers! Exclusive open-enrollment programs based on real-world experience from those that have managed and trained MSLs.

3-Day Live

MSL Presentation & Communication Skills Training

Learn how to effectively communicate and add value to KOLs

This training provides both newly hired and experienced MSLs the skills necessary to be successful and topics covered include:

- Effective MSL Presentation Skills
- Effective KOL Interactions
- Emotional Intelligence
- Communication Skills
- Insight Gathering Skills
- Making Complex Slides Simple
- Dealing With Difficult KOLs
- Objection Handling Skills
- Building Long Term Relationships
How to Critically Evaluate a Research Paper

Learn how to get an in-depth look at scientific papers and the tools used to evaluate them
ASPIRING MSL
TRAINING PROGRAMS
3-Day Live Aspiring MSL Presentation & Communication Skills Program

The Aspiring MSL Presentation & Communications Skills Program from the MSL Society is the first of its kind 3-Day live training offered anywhere in the world. Gain all the skills necessary to break into the MSL career.

www.themsls.org/3-day-live-msl-candidate-presentation-communication-skills-program
LIVE ASPIRING MSL
ONLINE TRAINING

Become a Medical Science Liaison:
Learn what it takes to break in from those who actually hire MSLs!

Each Online training is led by 2 current hiring managers

During the program, you can ask two current MSL Managers your specific questions!

3 Hours Online
One of the most rewarding aspects of the MSL Society is being a part of helping launch the careers of the next generation of MSLs. Go to the link below to see a few of those we have helped through our training programs.

www.themosls.org/careers-launched
Our jobs are widely shared

✓ Automatically shared as an announcement and discussion in our LinkedIn group “Medical Science Liaison & Medical Affairs Networkers”, which is the largest group on LI for Medical Affairs and MSLs with 24,500+ members

✓ Shared on our Facebook company page and Twitter account

✓ Distributed through our highly targeted newsletter which goes to over 13,000+ MSL professionals

Learn more: https://careercenter.themsls.org

Unique Insights

Video interviews with HR and Hiring managers. These provide further insight into what a hiring manager is looking for in a candidate.

Our goal is simple: Connect highly qualified MSLs and MSL management with recruiters and employers!
MSL

STORE / MERCHANDISE
Our Store Merchandise is a FUN way of letting the world know you are part of the MSL community!

We love sharing photos that companies and individuals send us using MSL Society gear! Send us your photos to share!

100% of all revenue goes directly to the MSL Society to create resources for our members and the global MSL community.

https://store.themsls.org/
Ready To Be Empowered?

JOIN NOW
NEW MEMBER?
START HERE
WHERE TO START

The MSL Society is focused on you and your career advancement! This guide was designed as a useful tool to familiarize yourself with where to find resources and the benefits of membership – from events and members-only resources, to professional development tools, training programs, networking opportunities, and much more!

UPDATE YOUR MEMBER PROFILE ONLINE

Keep your profile information up-to-date to maximize networking opportunities.

Visit our members-only website to login using your username and password.

Need help with your account? Contact Janelle Rosa
Member Services Coordinator
janelle.rosa@themsls.org
+1-919-935-8464

ACCESS THE MEMBERS-ONLY SITE TO:

- Update your profile
- Renew your membership
- Explore the MSL Society resources
- Network with other members
- Download the MSL Guidelines
- Register for upcoming events and training programs

2019-2020 MSL SOCIETY MEMBERSHIP BENEFITS GUIDE
QUICK ACCESS

Explore the quick links below to access our main resources, events, training programs, and more.
For the latest news and updates, connect with us on social media and visit www.themsls.org to network within our global Member Directory.

ADVOCATE
Share this guide with your network of colleagues and peers to educate them on the value of membership.

RESOURCES PORTAL
Get access to all the MSL Society resources at a click of a button and expand your knowledge.

MSL MENTORING
Managed by highly experienced MSL leaders who have extensive experience in managing mentor programs.

EVENT CALENDAR
View the upcoming live and online MSL Society events.

MSL GUIDELINES
The first-ever official global non-regulatory industry-wide guidelines for MSL activities.

MSL JOB BOARD
Our simple goal is to connect highly qualified MSLs and MSL management with recruiters and employers.

MEMBER DIRECTORY
Search our global directory of active members to network and reconnect with colleagues.

CUSTOMIZED TRAINING
Training programs based on real-world experience and insights gained from best-in-class MSL teams.

MSL STORE
Proudly display your career and have some fun with our MSL gear.

MEMBER PROFILE
Log in to view and update your member profile instantly.

ANNUAL U.S. CONFERENCE
Our flagship conference provides the opportunity to learn about the latest trends shaping the industry, whilst enhancing MSL skills.

MSL OF THE YEAR AWARDS
Recognizing excellence within the MSL profession.