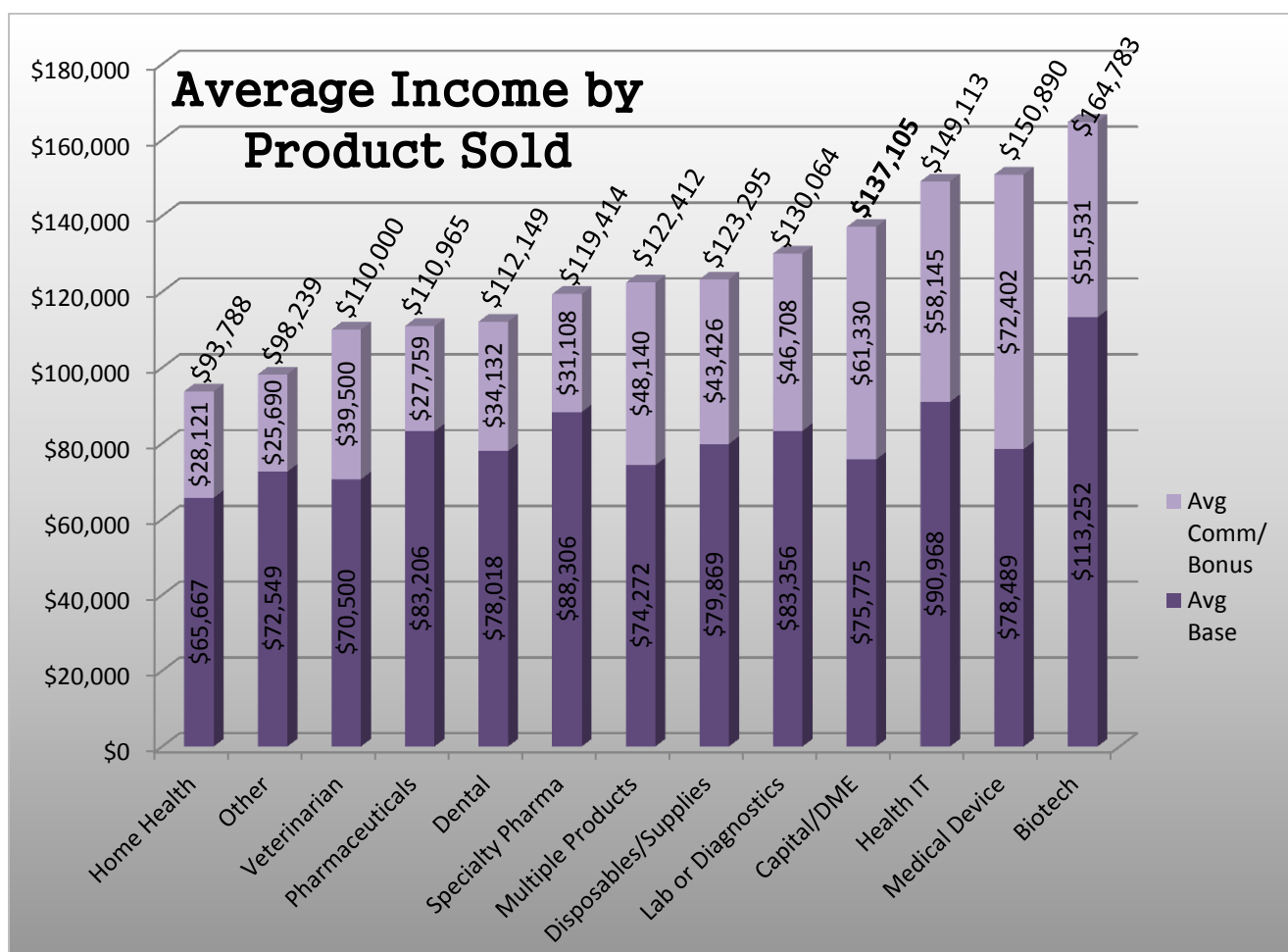


MedReps.com conducted its 3<sup>rd</sup> Annual Medical Sales Salary Survey in April of 2013. More than 2,000 professionals currently working in medical sales anonymously shared data about their jobs, incomes, and other demographics. Professionals working in capital equipment or durable medical equipment made up 10% of survey respondents, making them the third largest group of respondents.

### Capital Equipment / DME Respondents at a Glance

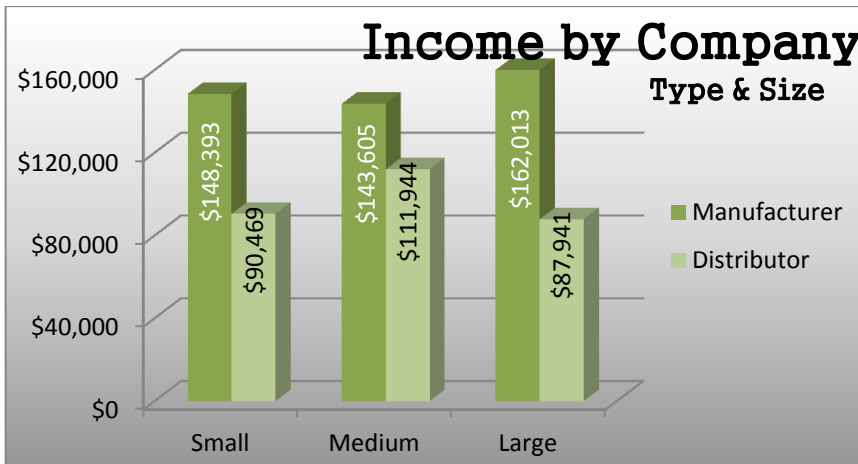
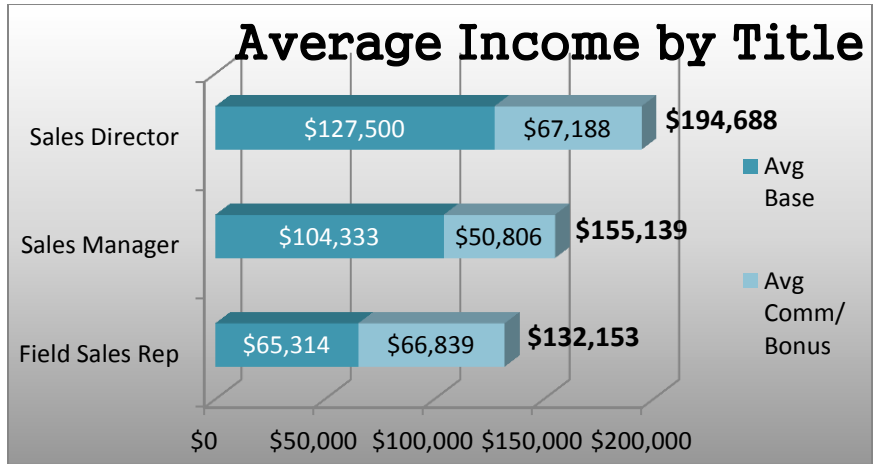
Total Number:	209
Avg. Age:	42
Avg. Experience:	10 yr.
Avg. Time Traveling:	30%



<b>\$65,000</b> Median Base	<b>\$125,000</b> Median Total
<b>\$75,775</b> Average Base	<b>\$137,105</b> Average Total

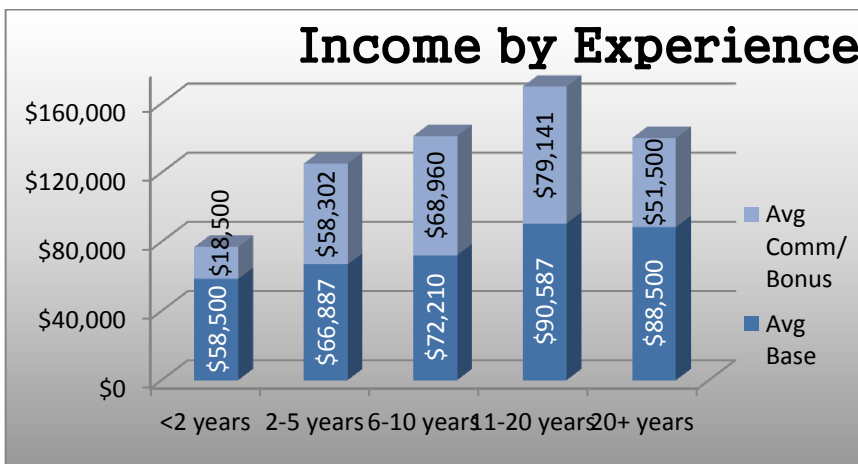
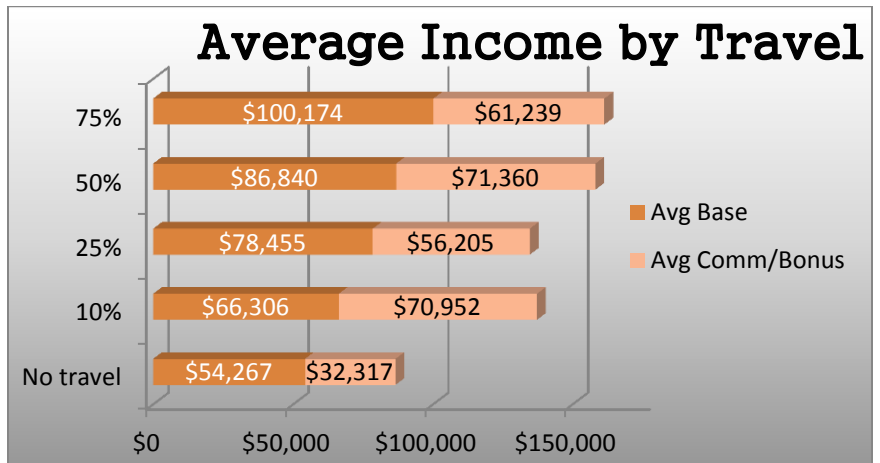
With an average total income of \$137,105, those working in capital equipment or DME command one of the higher medical sales incomes. Only professionals selling Health IT, medical device or biotech products report earning more.

Two-thirds of the capital / DME respondents hold the title “field sales rep” or “territory manager.” Not surprisingly, should this group make the jump to management, they will see a significant impact on their incomes.



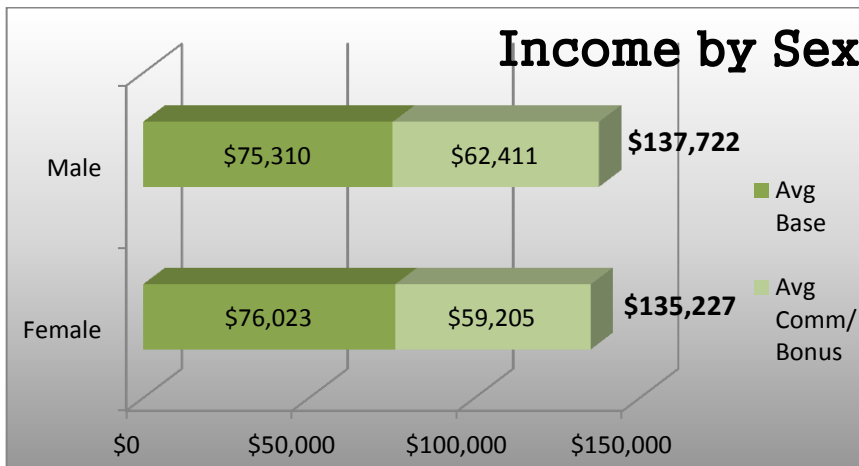
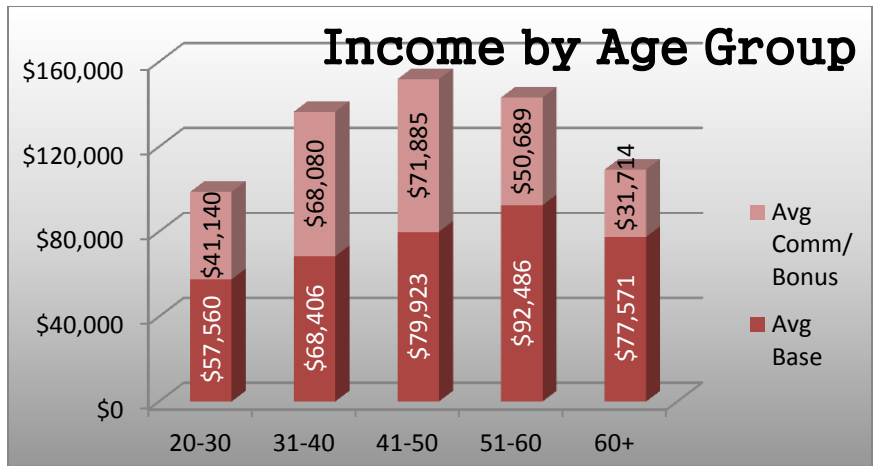
Capital equipment and DME professionals working for manufacturers earn significantly more than those working for distributors. However, only 25% of capital and DME respondents report that they work for a distributor. Another 5% are independent reps or contractors, earning an average income of \$135,750 annually.

Over a third of capital and DME respondents report that they spend at least half of their time travelling overnight, and this group earns more than those who travel less frequently. Those travelling 75% of the time report the highest base and overall incomes.



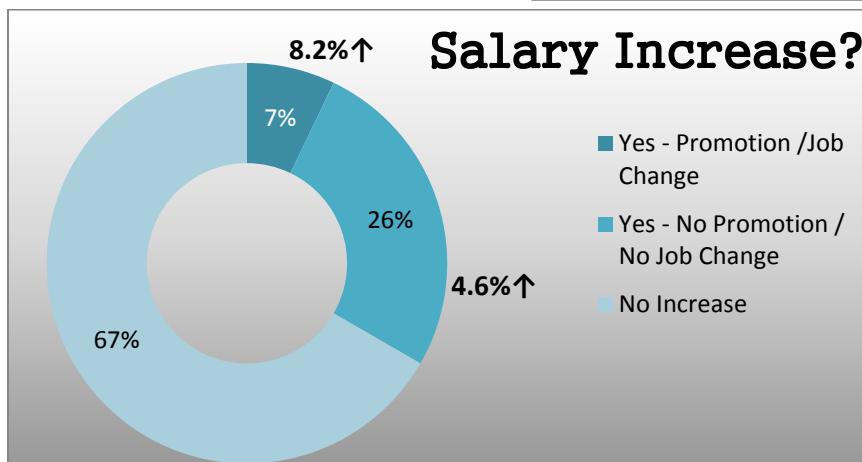
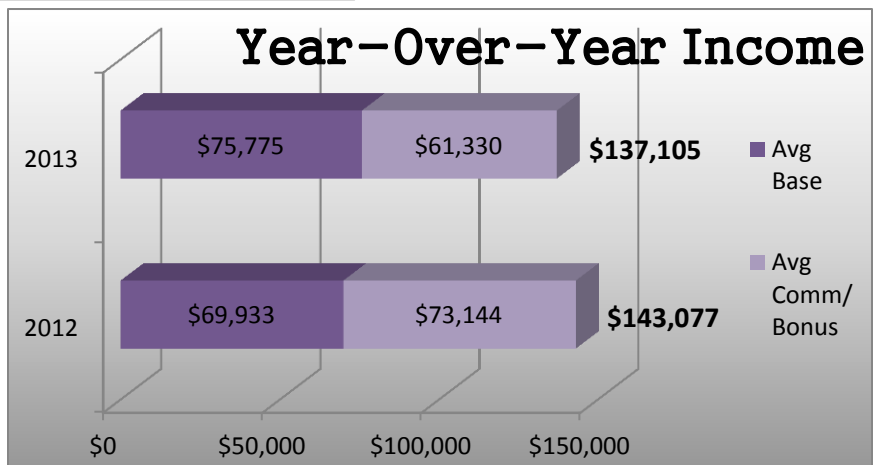
Not surprisingly, capital and DME respondents report increased income as their levels of experience increase. However, the advantage abruptly ends after the 20 year mark, when commissions decrease significantly and base salaries take a slight dip as well.

Capital equipment and DME incomes appear to peak in the 40-50 age group. Respondents in the 50-60 age group earn 6% less overall income, but their base salaries were actually higher than the 41-50 group. Those over 60 earn significantly less than professionals between 31 and 60 and only slightly more than those in the 20-30 age group.



Men working in capital equipment and DME earn 2% more than women in total compensation, but women actually report slightly higher base salaries. These figures suggest there is much more income parity in capital/DME than any other product sector. However, at 7:1, there still remains a significant imbalance in the ratio of men to women in management positions.

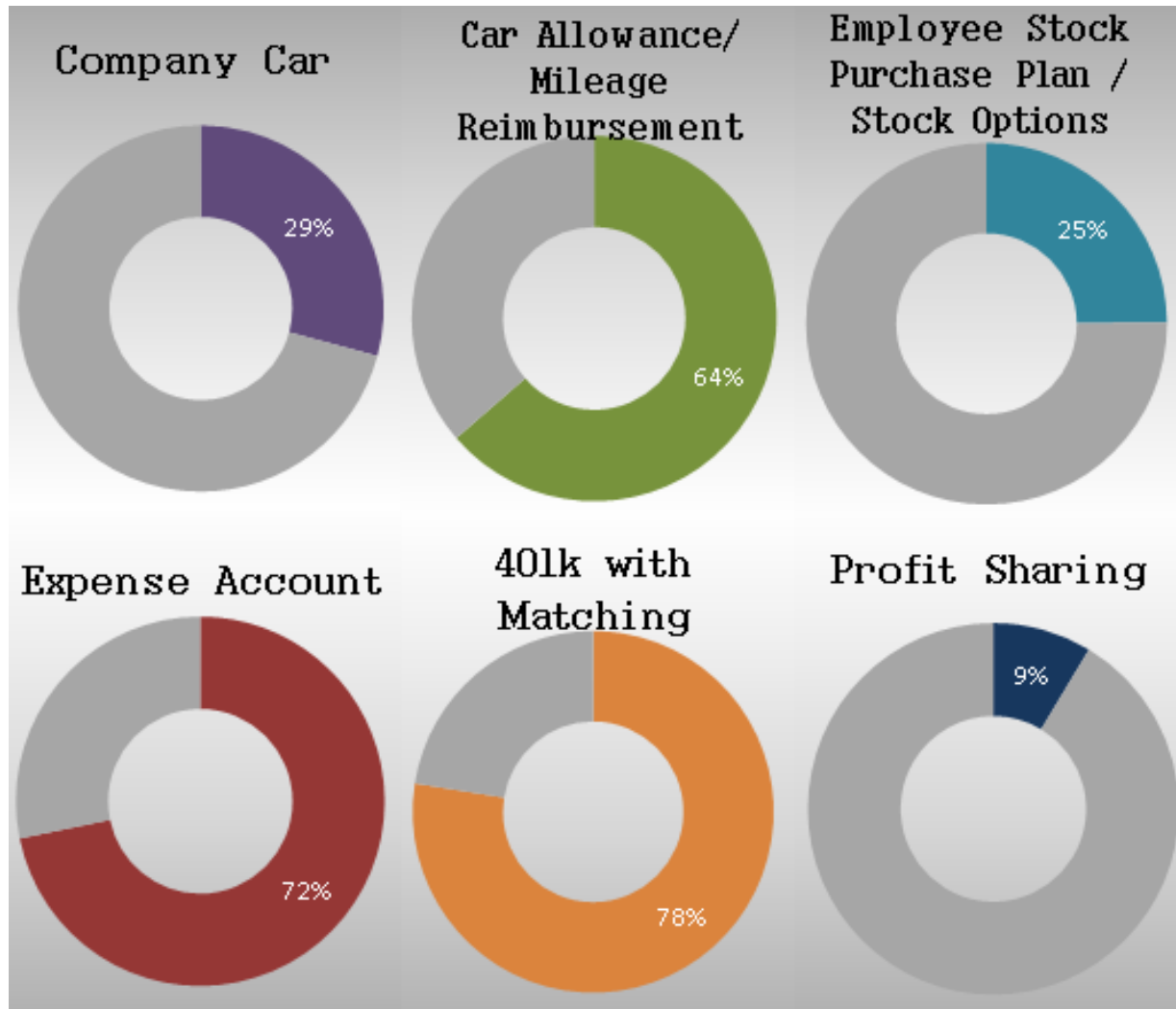
The average capital equipment and DME income is down nearly 4% from the average reported in the 2012 Report. However, the 2013 survey allowed for more precise answers in an attempt to produce a more accurate report. So, the slight decline is likely a result of this change in methodology and not a cause for concern.



One-third of capital/DME respondents received a salary increase during the previous 12 months. Those who received an increase due to a promotion or job change got an average increase of 8.2%. Those who were not promoted received an average increase of 4.6%

## Capital Equipment / DME Perks

Over three-fourths of capital and DME professionals contribute to a 401k and receive some kind of employer match. Nearly two-thirds receive a car allowance or mileage reimbursement and 29% have a company car (4% have both). 72% have access to an expense account. 72% have access to an expense account. 72% have access to an expense account.



*For more information about  
Capital and DME sales salaries  
and the jobs that pay them, visit*

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