

# "MEET THE BOARD"



**Mark Patton**

HIRA Board

President

Right Medical, Inc.

*With so many members, it's not easy to get to know every rep, manufacturer and service provider.*

*"Meet the Board" is a new addition to the HIRA website that gives readers the chance to learn a little bit about our elected board, including how their time is spent in and out of the office.*

*For this profile, meet Mark Patton. He has been in the rep business for over 29 years and has been active in HIRA since 2012. He now serves on the HIRA Board.*

*Board Secretary – Keynae Agnew asked mark a few questions, here's what he had to say.*

## **How long have you been a member of HIRA?**

I joined HIRA in 2012

## **What is it about HIRA that makes you continue your membership?**

Product lines and a group of like-minded business associates sharing their knowledge to support manufacturer reps.

## **How long have you been in the Medical Device Manufacturing business?**

29 Years

## **Briefly describe your company?**

A regional group of independent reps.

## **What Innovations, best practices and/or changes has your company made recently?**

Adoption of technology, COVID-19 only accelerated the transformation.

## **How has your product sector and/or marketplace changed in the last two years?**

More niche markets or submarkets have opened as some of the bigger lines have gone national or direct.

## **What have you learned and/or what contacts have you made through HIRA that have had the greatest positive impact on your business?**

Meeting other representative principles and manufacturers.

## **What is one interesting fact that people may not know about you?**

Love to cook and fly fish!

## **Tell us a little about yourself, outside of your work.**

Married 30 years, we have two children both living in Arizona (stayed after graduating from U of A). We spend lots of family/friend time in Lake Havasu on the water and in the desert.