

STEP UP SIGVARIS

Round 1 Quiz

Please select your answers and return this completed form to us by either fax or mail. Or visit <http://tinyurl.com/stepup109> to take the quiz online! The top-scoring 100 respondents will receive a prize. Round 1 quiz forms must be received by **March 31, 2009** to be eligible for prizes!

Return this completed form by fax or mail to:

STEP UP SIGVARIS 2008, 1119 Highway 74 South, Peachtree City, GA 30269 | Fax: 770-631-4883

Want to learn more?

We offer 1-Day Fitter Training Seminars on medical knowledge, fitting techniques and compression therapy product information.

Yes, please contact me with fitter seminar information. No, I'm not interested at this time.

1st Prize Choice (please circle one): **01 02 03 04 05 06** | **2nd Prize Choice***(please circle one): **01 02 03 04 05 06**

Your Full Name: _____

Company Name: _____

Email: _____

Phone: _____

**Second choice will be mailed if first choice is unavailable.*

1. When consulting with patients, what should a SIGVARIS Certified Fitter review?

- a. Explain the medical benefit of compression therapy
- c. Explain the need for compliance
- b. Coach the patients in the application & removal of their stockings
- d. Instruct on how to care for their compression garments to ensure long-life.
- e. All of the above

2. How can a wearer extend the life of their SIGVARIS compression therapy garment?

- a. By using SIGVARIS washing solution when laundering
- b. By wearing SIGVARIS rubber donning gloves while putting on and taking off the garment.
- c. Both a & b

3. What is efficacy?

- a. getting a tremendous amount done during the day
- b. the capacity for beneficial change (or therapeutic effect) of a given intervention
- c. being cost-conscious while shopping for the best value

4. Identify the SIGVARIS difference in compression therapy garments.

- a. double-covered yarns
- b. Precise Fit Sizing system
- c. phlebologist designed
- d. all of the above

5. SIGVARIS offers ___ sizes in most medical products.

- a. 12
- b. 14
- c. 16
- d. 18

6. When overcoming consumer objections to compression therapy, what does LOVE U stand for?

- a. a nice way to convince someone to buy SIGVARIS products
- b. long lasting, opaque, very tight, economical, unsightly
- c. low price, optimal fit, vogue, easy to apply, unparalleled results
- d. none of the above

7. Name three topics covered during a SIGVARIS certified fitter seminar:

- a. _____
- b. _____
- c. _____

8. According to the American Journal of Surgery, venous leg ulcers account for 85% of all lower-extremity ulcers, with treatment costs of \$3 billion and loss of _____ workdays per year.

- a. 420,000
- b. 1 million
- c. 2 million
- d. 0

9. The new Men's 180 Classic Ribbed Dress Sock is part of:

- a. the SIGVARIS Medical Therapy Collection
- b. the SIGVARIS Support Therapy Collection
- c. both a & b

10. Microban:

- a. is an antimicrobial treatment
- b. fights the growth of stains and odor-causing bacteria
- c. keeps fabrics cleaner and fresher
- d. all of the above

11. The women's Casual Cotton Sock in Vanilla is available in:

- a. 15-20 mmHg
- b. 20-30 mmHg
- c. 20-30 mmHg & 30-40 mmHg
- d. 8-15 mmHg

12. Supima cotton is:

- a. extraordinarily soft
- b. American made
- c. known to increase the brilliance of color of a fabric
- d. all of the above

13. Name 4 DVT risk factors:

- a. _____
- b. _____
- c. _____
- d. _____

14. What can your customers receive in the SIGVARIS Life for Legs Contest?

- a. more information on the benefits of compression therapy
- b. a chance to win \$5000 in SIGVARIS products
- c. both a & b

15. How can becoming a SIGVARIS certified fitter improve your compression therapy sales?
