

# STEP UP SIGVARIS

## Round 1 Quiz -

Get the educational booklet to take this quiz at [www.sigvaris.ca](http://www.sigvaris.ca)

Please select your answers and return this completed form to us by either fax or mail. Or visit <http://tinyurl.com/canstepup1> to take the quiz online! The top-scoring 50 respondents will receive a prize. Round 1 quiz forms must be received by **April 30, 2009** to be eligible for prizes!

**Return this completed form by fax or mail to:**

STEP UP SIGVARIS 2009, 4535 Dobrin, Ville St-Laurent, Quebec, Canada H4R 2L8 | Fax: 800.263.8736

**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**

*\*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. long lasting, 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

Your Full Name: \_\_\_\_\_

Company Name: \_\_\_\_\_

Email: \_\_\_\_\_

Phone: \_\_\_\_\_

City, Province: \_\_\_\_\_

**9. Name three contraindications or symptoms that compression therapy should not be used with:**

- a. \_\_\_\_\_
- b. \_\_\_\_\_
- c. \_\_\_\_\_

**10. While compression therapy is commonly prescribed to treat venous disease, a patient should always:**

- a. go shopping to make sure their wardrobe will match their compression stockings.
- b. order compression therapy stockings in the strongest range available.
- c. ignore the symptoms of venous disease rather than treating it.
- d. consult a medical professional before using compression therapy.

**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 colour of a fabric
- d. all of the above

**13. Name 4 DVT risk factors:**

- a. \_\_\_\_\_
- b. \_\_\_\_\_
- c. \_\_\_\_\_
- d. \_\_\_\_\_

**14. SIGVARIS recently updated our packaging with a new look for our medical boxes. [See picture below] How would you rate them?**

- a. significantly improved
- b. somewhat improved
- c. somewhat worse
- d. significantly worse
- e. no opinion

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

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VISIT [www.sigvaris.ca](http://www.sigvaris.ca) TO PARTICIPATE IN THIS EXCITING MEDICAL & PRODUCT KNOWLEDGE COMPETITION!

SIGVARIS CORDIALLY INVITES YOUR DEALERSHIP TO PARTICIPATE IN AN INDUSTRY-LEADING EDUCATIONAL PROGRAM

SIGVARIS  
**2009**  
**STEP UP**  
STRIVING  
FOR YOUR  
**SUCCESS**



YOUR BENEFITS CONTINUE BEYOND THE COURSE, AS YOUR SALES SKILLS IMPROVE THROUGH PROFESSIONAL TRAINING.

#### OVERVIEW

This knowledge competition consists of three educational courses. Enrolled participants will receive one educational booklet per round that includes a multiple-choice questionnaire to complete and return for prize eligibility. There are three rounds in 2009.

The booklets will contain a gift catalog and participants may indicate their prize of choice on the test questionnaire. Each

round, the top-scoring 50 respondents will receive a small gift from SIGVARIS in recognition of their achievement. After the third course, the top 10 overall scorers will receive a \$500 gift card and a commemorative trophy.

Retail stores whose employees win prizes and/or become overall contest finalists will also be recognized by SIGVARIS.

#### PROGRAM REQUIREMENTS

**Program participation is voluntary and free of charge.** The only contest requirement is that participants must work for authorized SIGVARIS Dealers or a licensed medical professional.

#### PROGRAM FEATURES

The educational booklets will cover three important areas of knowledge each round:

