

# STEP UP SIGVARIS

## Round 2 Quiz

Please select your answers and return this completed form to us by either fax or mail. Or visit <http://tinyurl.com/stepup210> to take the quiz online! The top-scoring 100 respondents will receive a prize. Round 2 quiz forms must be received by **July 16, 2010** to be eligible for prizes!

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

STEP UP SIGVARIS 2010, 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**

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

#### 1. Venous insufficiency starts when:

- a. A leg ulcer develops
- b. A person experiences chest pain on the left side of the chest
- c. The valves do not properly close causing reflux and build up of pressure
- d. All of the above

#### 2. The "enemy" of veins and vein disease is:

- a. Gravity
- b. Plaque buildup in the arteries
- c. Pressure
- d. All of the above
- e. A and C

#### 3. If the difference in ambulatory venous hypertension patients is 25mmHg, what compression level of stocking would be prescribed?

- a. 15-20mmHg
- b. 20-30mmHg
- c. 30-40mmHg
- d. 40-50mmHg

#### 4. If someone has hyperpigmentation, it means they have?

- a. High blood pressure
- b. A rash on their skin that looks red
- c. Ulcers
- d. Dark discoloration of the skin

#### 5. The role of the fitter is:

- a. Measure the patient accurately
- b. Take time to fit the patient and demonstrate proper donning/doffing
- c. Educate the patient (and community) about compression
- d. Understand different products, fabrics and styles of compression garments
- e. All of the above

#### 6. "Upsells" are usually

- a. Small purchases recommended at the time of purchase
- b. Having to walk up the block to make an additional purchase
- c. Offered only when a sale on product(s) is offered
- d. Offered only on the first Tuesday of the month

#### 7. A great conversation starter to identify someone who could benefit from wearing compression stockings would be to ask, "What do you do for work?"

- a. True
- b. False

#### 8. After you sell the patient on why graduated compression stockings can be beneficial for them, don't forget to remind them to come back in \_\_\_\_ months for a few new pairs!

- a. 3
- b. 5
- c. 2
- d. 6

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

Your Address: \_\_\_\_\_

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

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

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

#### 9. Jewel knee-high hosiery:

- a. Features a fashionable diamond pattern
- b. Is designed for office or dress wear for women
- c. Comes in Dark Navy, Mocha and Black
- d. Is 15-20mmHg graduated compression
- e. All of the above

#### 10. Jewel is available in knee-high and thigh-high styles.

- a. True
- b. False

#### 11. According to the Society of Interventional Radiology (SIR), what percentage of Americans are affected by Chronic Venous Insufficiency (CVI)?

- a. 30%
- b. 15%
- c. 50%
- d. 48%

#### 12. Jewel is offered in which colors?

- a. Natural, Suntan
- b. Black, Natural, Suntan
- c. Dark Navy, Mocha, Black
- d. Black and White

#### 13. Name two products that aid in the donning of compression stockings:

- a. Slip-On SIGVARIS Applicator and Donning Made Easy Device (DMED)
- b. Slip-On SIGVARIS Applicator and Cornu-Thenard Extensor Device
- c. Cornu-Thenard Extensor Device and Step-On SIGVARIS Applicator
- d. SIGVARIS doesn't offer any donning devices

#### 14. The S.O.S. and Extensor accessories can benefit

- a. Patients who have difficulty donning compression stockings
- b. Ulcer patients
- c. Patients with arthritis or trouble bending over
- d. All of the above

#### 15. A customer enters your store to purchase a pair of compression socks. What items could you suggest with their purchase, and how would you upsell them to your customer?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

2010 STEP UP Round 3 is coming this fall...  
stay tuned!

Are you interested in learning more about the Jewel hosiery or the Performance Socks?  Yes  No

If yes, should a Sales Representative contact you?  Yes  No