

EAR CARE WORKSHOP

Clinical Excellence in Ear Care (Recognition & Prevention) Presented by Rosemary Rodgers on behalf of Promed

Who Should Attend?

This hands on course is equally beneficial for GPs and Practice Nurses with prior ear care experience and also those new to practice

What will the Course cover?

This workshop covers

- Revision of basic anatomy and physiology of the ear
- Management of people with ear problems and the value of safe self earcare in encouraging personal responsibility for ear health
- Health issues reflected by ear problems, hearing loss and available help
- Otoscopy, ear irrigation and instrumentation
- Risk management, accountability and documentation
- Time is allowed for one to one practical hands-on tuition

Why attend/What are the benefits?

After this workshop attendees will be equipped with the knowledge to provide confident, safe and effective ear care, consulting time is saved, prescribing reduced and referrals appropriate. The health care team is enabled to empower effective informed choice and safe self, ear care practices thus preventing the need for repetitive clinical ear care support.

Where is the course?

There will be 1 workshop on the day beginning with registration at 9am and finishing at 4.30pm
Due to the hands on nature of this workshop places are limited to 12. Tea/coffee breaks and a light lunch are provided.

Cost: €350.00. Discounts are available for Promed customers.

Please contact your account manager for details.

Date: Friday 8th July 2011
Venue: River Lee Hotel, Western Road, Cork City
Registration Time: 9am

Who is the Presenter?

The workshop will be presented by Mrs Rosemary Rodgers MA(Ed). PGDip.Ed MCGI RGN RSCN
In 1990 Rosemary founded, established and for 12 years directed The Primary Ear Care Centre in conjunction with Rotherham Health Authority (FPC) and for the first four years combined ear care with a practice nurse post. This innovative service has been recognised both nationally and internationally and was developed to offer practical ear care, advice, education and research appropriately for both patients and medical/nursing staff.

SPIROMETRY WORKSHOP

Presented by Stacey Farrow on behalf of Promed

Who Should Attend?

This workshop is intended to be a basic introduction to spirometry for primary care professionals with little or no previous experience of performing spirometry. It will also act as a good revision for those with more experience.

What will the Course cover?

This workshop covers

- The purpose of spirometry
- Preparing the equipment, the patient, and yourself
- The issues that ensure safe and reliable spirometry
- The parameters measured in spirometry and the terminology used
- Performing the tests
- Interpreting the results

Why attend/What are the benefits?

As spirometry is essential in both the diagnosis and management of COPD, it is now increasingly being performed in primary care as well as in secondary care. Because of this, every practice should have a spirometer or access to one. Provided they receive appropriate training and support the GP or practice nurse can perform spirometry. It is essential that they maintain their competence and ability to interpret the findings of spirometry as well as being aware of the factors that can cause unreliable results. This workshop is aimed at beginning this process.

Where is the course?

There will be 2 workshops on the day giving attendees the choice of

attending either the morning or afternoon session. Places are limited to 15 per workshop. Tea/coffee breaks and a light lunch are provided.

Cost: €150.00. Discounts are available for Promed customers. Please contact your account manager for details.

Date: Friday 2nd September 2011
Venue: Radisson Blu St Helen's Hotel, Stillorgan Road, Dublin
Registration Times
8.30am for morning workshop
1pm for afternoon workshop

Who is the Presenter?

The workshop will be presented by Stacey Farrow

essential medical

your informative guide to the primary care sector

Issue 1: 2011



Introducing Promed Advance: New patient services that pay for themselves...

PROMED
Advance

First for healthcare products and partnerships

Because healthcare must never stop advancing...

PROMED ADVANCE

Because healthcare must never stop advancing

Promed Advance is the comprehensive support package available free of charge to Promed customers.

With four elements in the package, Promed Advance provides the best end-to-end support to advance you, your practice and your patients.

So, how can each element support your practice?



- Cash-neutral investment in new or additional patient services
- Cardiac screening for your patients
- Generate additional income for your practice
- Supported by 2 year service plan and second opinions

- Full Asset Register of all medical equipment in your practice
- Portable Appliance Test for all electrical equipment
- Service Plan to maintain and calibrate practice equipment



- Monthly training events around Ireland
- Online Courses to complete at your convenience
- Check the Promed website for upcoming dates and events by logging on to www.promed.ie/seminars

- Webshop with additional discount for online orders
- Stock control system to optimise and manage the practice stock
- Online information and best practice guidelines
- Keep in touch with Promed blogs, Facebook pages, Twitter Feed and our VIP TextClub

PROMED ADVANCE PERFORMANCE

First for enhanced practice and revenue generation



Promed Advance PERFORMANCE allows you to offer more services to your patients, increase the patient screening services carried out in primary care and generate more income for your practice.

How healthy are your patient's heart and lungs? We also have a selection of **Cardiac Screening Products** available. The Advance Performance Cardiac Screening products offer cost neutral investment, Services plans and Second opinion Support on ECGs and ABPMs.

- ECG
- Ambulatory BP Monitoring
- Holter Monitoring
- Stress ECG
- Spirometry


Here are just some of the new services that you could offer to your patients. These include a

support package to increase patient demand and provide aftersales cover. Also included in each Advance PERFORMANCE product is the option of patient literature discussing the benefits of screening and explaining each procedure which you can make available in your practice waiting room.

- Cryotherapy Treatment
- INR Management
- Earcare
- Nebulising

ADVANCE PERFORMANCE EXAMPLE

INR TESTING - COAGUCHEK XS PLUS




If you perform a test on 20 patients per week and if you charge each patient €20, you will have paid for the Coaguchek XS Plus in 1 month and all future revenue is profit for the practice!

Package is inclusive of VAT

ADVANCE PERFORMANCE EXAMPLE

ABPM - CUSTO SCREEN 200



If you perform ABPM on 2 patients per week and if you charge each patient €50 per test, you will have paid for the ABPM in 5 months and all future revenue is profit for the practice!

Package is inclusive of VAT

PROMED ADVANCE TRAINING

First for medical seminars and online courses



Primary Health Care is constantly developing and improving due to new skills and services being introduced by providers, improvements in technology, and patient expectations.

As a partner in practice Promed has provided our customers with opportunities to advance their knowledge and skills through our seminars and workshops, thus enabling them to meet the new challenges these developments present.

Since the launch of our educational workshops and seminars in 2004 Promed has always partnered with leading practitioners as trainers to provide the highest quality education.

We are currently working with a team of clinical experts covering a wide range of subjects from Cryotherapy to Blood Results Analysis. We have expanded the range of seminars and workshops provided and have now increased the number of events we will be providing each year.

Full details and registration forms for all of our educational seminars and workshops can be found on our website at www.promed.ie

At Promed we understand that time is a precious resource within the practice and sometimes due to the dates and locations of our seminars and workshops, healthcare professionals within the practice may be unable to attend. We have partnered with CB Training (a leading healthcare education

provider) to provide a comprehensive range of online courses which can be completed over 6 month periods allowing healthcare professionals to learn at their own pace without the constraints of time and location. All of our online courses, including 2 free demo versions, can be found at www.promed.ie

Either through utilisation of our on-line courses or by attending our seminars and workshops primary healthcare professionals will have access to information on over 100 different clinical areas thus ensuring they can provide the highest quality of care to their patients.

Past attendees have provided us with the following feedback on our education

“Excellent morning, very informative and relevant to my daily workload. Thank you.”
Practice Nurse, Meath

“Very practical and useful. Thank you”
GP, Monaghan

“Excellent – Speaker is very clear, easy to listen to and good at explaining. I felt the level of difficulty was just right (not too detailed or too basic) and content was just what I was looking for”
Practice Nurse, Wexford

“Valuable information for day to day work. Thank you” Practice Nurse, Cavan

RECENT WORKSHOP FEEDBACK

12 lead ECG Workshop in Athlone



Our first Promed Advance Training workshop of the year was held in the Radisson Blu Hotel in Athlone on Friday the 8th of April. We started this year with our popular "Introduction to the 12 lead ECG" workshop presented by Charles Bloe.



Charles Bloe has spent his clinical career in a number of senior nursing positions within the critical care setting – predominantly cardiac care. He is currently chief executive officer and clinical lead for Charles Bloe Training Ltd, providing on-site and online clinical training to healthcare professionals. He combines this role with his post as clinical ward manager for cardiac care in NHS Highland.

Attendees at the workshop had the opportunity to see an ECG performed on-site by Charles and this greatly enhanced the learning experience. We would like to thank all of the attendees who gave us some fantastic feedback and look forward to meeting them all again at our future workshops and seminars.

SOME SEMINAR FEEDBACK:

“Really enjoyed the day and have learned so much. Thank you very much”
Practice Nurse, Longford

“Very well presented and informative”
Practice Nurse, Kildare

“I found the workshop very interesting as I had little knowledge of the subject prior to the course... thank you for the opportunity to avail of this workshop, the tutor was excellent....”
Practice Nurse, Laois

We are running an extensive programme of training this year with a seminar on "Blood Results Analysis" taking place in Tralee on the 13th of May, an "Introduction to Cryotherapy" workshop in Dublin on the 17th of June and an Earcare seminar and workshop on the 8th of July in Cork.

If you would like any further information on these seminars and workshop please contact your account manager or log on to www.promed.ie for further details.



LIQUID NITROGEN CRYOTHERAPY

An excellent investment for the GP practice



Cryotherapy involving Liquid Nitrogen (which has a temperature of -196°C) is a technique that is used to freeze and destroy abnormal skin cells. Cryotherapy as a treatment has been in use for up to 100 years, but modern techniques have made it widely available to the primary care sector

There are several benefits for both the patient and the GP to using liquid nitrogen cryotherapy for the treatment of common skin diseases such as warts, verrucas, skin tags and molluscum contagiosum

These benefits include

1. It is very cost effective
2. Multiple lesions can be done in one visit
3. Short preparation time
4. The freezing process causes minimal pain
5. There is little to no scar formation
6. There is seldom a need of local anesthetics, so needles can be avoided
7. Sterile technique is not required
8. Postoperative infection is rare

There is an increasing interest in primary care for cryotherapy and it is proving to be an excellent investment opportunity for practices.

ADVANCE PERFORMANCE EXAMPLE

CRYOTHERAPY PACKAGE

Promed's Advance Performance package gives your practice the opportunity to introduce new or additional patient services that come complete with extended payment terms and a full service package.

How could this work for you?
Take the **CORTEX CRYOPRO** for example:



If you conduct a cryo treatment on 5 patients per week

and if you charge each patient €50

You will have paid for the Cryotherapy package in 2 months and all future revenue is profit for the practice!

Package is inclusive of VAT

PROMED ADVANCE ASSIST

First for aftersales service and repair



Promed Advance ASSIST offers you the highest quality aftersales service and repairs to ensure that your practice runs at its utmost efficiency.

SERVICES INCLUDE:

- Service and Repair
- Planned Maintenance
- Test and Calibration
- Installation Commissioning and Training
- Technical Support and Helpline
- Portable Appliance Testing

When you buy from Promed not only do you receive a high quality product but the aftersales service incorporated in our Advance ASSIST package gives you the peace of mind that you will always have the support you need from the Promed Service Team.

Our qualified team of engineers will install and commission the equipment, train your staff in how to use the equipment wherever you are in Ireland and if you need assistance afterwards just call our technical helpline. Training is very important to us and our Engineers receive regular training from our manufacturers to ensure we are up-to-date with all of the latest developments which authorises Promed to service and calibrate this equipment in Ireland.

Our free surgery survey gives you a complete list of the diagnostic equipment in your practice presented in a Promed Advance asset register. If requested we can discuss with you new technologies and enhancements that could benefit you, your practice and patients.

Your practice asset register will incorporate details of recommended planned maintenance schedules, service due dates, calibration certificates and service visit reports giving you a comprehensive record of the practice equipment.

CUSTOMER FEEDBACK

"Niall and Paddy checked and labelled every piece of equipment in each room and prepared a detailed asset register. We barely realised they were in the practice on the day but afterwards we realised how busy they had been! With nine general practitioners and four practice nurses all busy in our surgery, it's important that the right equipment is in its proper place in every room, and that any item which is borrowed is restored after use.

We identified a few pieces of equipment which we expect to replace over the coming years and set a plan in place for renewals and maintenance. It gives me peace of mind as a practice manager to know these will be taken care of, whilst keeping well within the practice's equipment budget."
Mary Toomey, Carlton Clinic, Bray, Co Wicklow

PROMED ADVANCE NETWORK

First for online ordering and product information



Promed Advance Network offers you the online access to products, services and information.

JUST SOME OF THE INFO AVAILABLE TO YOU:

- Online catalogue for equipment, consumables and service
- Discount on your web orders
- Order online and pay on account
- Optimise your stock with Promed's unique stock control system
- Full account order history available online
- Online training courses
- Guidelines and informational brochures available for download.

Information technology is playing an increasing role in our everyday life and this is no different for Primary Care practices, from the diagnostic equipment used to assess your patients to online training courses and ordering your medical consumables.

Promed's Advance NETWORK package brings together the most complete web offer for Primary

Care practices. Our webshop available at www.promed.ie gives you access to our full medical catalogue where you can peruse the range of equipment and consumables at your leisure.

Select the items you require, when you log in your personal pricing is displayed and simply proceed to the check out to pay on your normal 30 day credit account. Email notification and the delivery tracking code are sent when the goods are dispatched.

As an added incentive all on-line orders also receive an additional discount off the invoice price.

Through your online account you have full visibility of your order history and with our unique stock control system why not optimise your practice stock, reduce your stock holding and take advantage of Promed's reliable next day delivery.

The Promed Advance TRAINING package has an extensive offering of online courses and training seminars for GP's and Practice Nurses, full details are on the Promed website.

If it is product information, best practice guidelines or the latest edition of our Essential Medical brochure you are looking for, it's all available here.

Follow us online...

To keep up to date with all of our events and latest news follow Promed on Facebook, Twitter and our blog or talk to your account manager about our VIP text club.



For the latest information on Nurse Training, Follow our Nurse Training Blog <http://promednursetraining.wordpress.com/>

This is regularly updated with our upcoming training seminars and events, notification of Bord Altranais accreditation, attendee feedback from previous workshops, notifications of new online training courses, and more! *(Please note this blog will soon have a new address - we will be moving it direct to the promed website, just click on the blog icon to access it.)*



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Follow us on Twitter to receive 'tweet' updates - short news bulletins about what's new from Promed. Our tweets cover a variety of topics, from events and promotions, to medical articles of interest. Follow the link on www.promed.ie or log on to www.twitter.com/Promed_Ireland



For those who fancy browsing at their ease... Follow us on Facebook

We now have a page on Facebook, with a whole range of features including photo, links, discussions, seminar and events tabs. Come in and have a look around, post info on our wall, let us know what you think! Follow the link on www.promed.ie



“CARDIOVASCULAR DISEASE - IT'S EVERYWHERE”

The importance of early detection



“Cardiovascular Disease – It’s Everywhere!”

The requirement for Healthcare Professionals working in the Primary Care setting to be able to assess patients with cardiovascular disease has never been greater. The 12-lead ECG remains a crucial diagnostic tool in these individuals.

Coronary Heart Disease (CHD) is the most common cause of death in the United Kingdom and Ireland with approximately 1 in 5 men and 1 in 7 women dying from the disease. Coronary heart disease is also the most common cause of premature death in the UK resulting in 19% of premature deaths in men and 10% of premature deaths in women in 2007.

“Chest pain” is one of the most common reasons for people to seek healthcare advice within both primary and secondary setting in Europe and North America. Every year, approximately 1.5% of the general population will contact their General Practitioner (GP) with “chest pain.” Approximately

4 - 6% of Emergency Department visits per annum are due to chest pain, with up to 40% of emergency hospital admissions being due to chest pain. It is estimated that 20 - 40% of the population will experience chest pain at some point in their lives. Poor history taking is largely responsible for the patient’s symptoms being falsely attributed to coronary artery disease. The translation of the patient’s symptoms to a diagnosis requires specific and detailed questioning to elicit the location, quality, duration, severity, frequency, radiation, relieving and provoking factors of the chest discomfort. The 12-lead ECG can also provide vital diagnostic information in these patients.

Perhaps less well recognised is the role of cardiovascular disease with other conditions. For example the commonest cause of death in people with Diabetes, Chronic Obstructive Pulmonary Disease and Rheumatoid Arthritis is in fact cardiovascular disease. An ever-increasing number of commonly prescribed drugs exert adverse effects on the cardiovascular system and regular

assessment of the 12-lead ECG can lead to earlier detection of these adverse effects.

It is therefore clear that a significant proportion of patients presenting to Primary care will have underlying cardiovascular disease.

In view of this Promed Advance Training in conjunction with Charles Bloe Training, hosted a hands on interactive ECG workshop, which was created especially for primary care professionals.

The hands on interactive workshop was very well received and full feedback including quotes from the day can be found in the Training section of this brochure. We also have two online training courses, entitled ‘**Acute Coronary Syndromes (Diagnosis and Management)**’ and ‘**ECG Level 1**’ which can be found in the online learning section of our website at www.promed.ie



ADVANCE PERFORMANCE EXAMPLE



ECG PACKAGE

Promed's Advance Performance package gives your practice the opportunity to introduce new or additional patient services that come complete with extended payment terms and a full service package.

How could this work for you?
Take an ECG for example:

- If you conduct an ECG on 3 patients per week
- If you charge each patient €40
- You will have paid for the ECG in 4 months and all future revenue is profit for the practice!

Package is inclusive of VAT

To find out more about Promed Advance Performance or for more details on the cash neutral options on the following...

- ECGs • Spirometers • Cryotherapy • Holters
- ABPMs • INR Measurement

...please call your Account Manager today on freephone 1800 619 619 or log on to our website www.promed.ie