

SALES & PRODUCT TRAINING
IMAGING, GEN. SURGERY, GYNECOLOGY, UROLOGY,
SALES SKILLS AND REPROCESSING
• 4 DAYS • KNITTLINGEN

TUESDAY, DAY 1

IMAGING

09:00 h	Welcome, organization	Mr. Spitzmüller
09:30 h	HD UHD 4K, What are the requirements for selling a 4K camera?	
10:30 h	<i>Break</i>	
10:45 h	Target groups, What should I pay attention to during the demo? Benefits, SIM mode, compatibility, competition	
12:30 h	<i>Lunch</i>	
13:15 h	Video chain Hands-on, trouble shooting, best image, tips and tricks	
14:45 h	<i>Break</i>	
15:00 h	Personality types, Presentation	
16:20 h	End of training	

Wednesday, DAY 2

Gynecology / Gen. Surgery

09:00 h	Laparoscopy	Mr. Spitzmüller
10:00 h	ERAGON forceps, Trocars	
10:30 h	<i>Break</i>	
10:45 h	ICG, Application and System green	
12:30 h	<i>Lunch</i>	
13:15 h	Hysterectomy, SecuFix	
14:45 h	Hysteroscopy, hysteroscopes, resectoscopes	
15:00 h	Fluid control 2225	
16:20 h	End of training	

SALES & PRODUCT TRAINING
IMAGING, GEN. SURGERY, GYNECOLOGY, UROLOGY,
SALES SKILLS AND REPROCESSING
• 4 DAYS • KNITTLINGEN

THURSDAY, DAY 3

UROLOGY

09:00 h	Anatomy, pathologies, applications, instruments, Shark	Mr. Spitzmüller
10:30 h	<i>Break</i>	
10:45 h	TUR-P/B, Enucleation Piranha, Laser	
12:30 h	<i>Lunch</i>	
13:15 h	URS, rigid and flexible, Nephroscopy	
14:15 h	<i>Break</i>	
14:30 h	High impact presentation	
16:30 h	End of training	

FRIDAY, DAY 4

REPROCESSING

09:00 h	Reprocessing process	Mrs. Molnar
10:30 h	<i>Break</i>	
10:45 h	Cleaning, disinfection, sterilisation, do's and don'ts	
12:15 h	Open questions, final discussion	
12:30 h	End of training	
12:35 h	<i>Lunch</i>	