Distributor Meeting Sales + Service + Application



	Wednesday 11.04.2018							
16:45	Registration							
17:00	Welcome Products overview:							
	 RETI-port/scan 21 Mark 3 Overview of the different models DARK-adaptometer Mark 4 							
	Stimulators • Ganzfeld Q450 C / SC • BABYflash E130 • MINIganzfeld I8 Electrodes • ERG electrodes: DTL, ERG Jet • mf VEP Set, Ag/AgCI • Gold Cup							
	Discussion about new Products							
	Marketing: • Exhibitions • www.roland-consult.de • Local curses • Price List							
19:00	Dinner, Beer, Wine Discussion, Questions, Ideas							

	Thursday 12.04.2018						
9:00	Lecture: Prof. Mendoza Electrophysiology overview Basic diagnostic and normal results, correlation to FAF and OCT						
10:00	Lecture: O. Stasche Roland Consult and its competitors						
10:15	Coffee Break						

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10:30	Working in groups							
	Sales Group: O.Stasche, System: RETI-port/scan 21 • Application VEP,ERG,EOG, mfERG Glaucoma Screening Visual Acuity Test • Different models System: DARK-adatometer • Demonstration System: RETI-port Animal • Application	Service Group: M.Mai, S.Finger System: RETI-port/scan 21; 04-99-JJxxx						
12:00	Lunch							
13:00	Lecture: M.Mai RETImap animal; the research system for function and structure							
13:15	Lecture: J.Finger; Technical and sa	fety inspection, Light Parameters,						
13:30	Demonstration M.Mai: Technical a Monitor Calibration, GF Calibration	and safety inspection according EN 62353						
14:00	Working in groups							
	Sales Group: System: RETI-port/scan 21 Sales Training, Tender-Specification Price List, different models System: RETImap animal Function and Hardware-Overv	Service Group: System: RETImap animal • Function and Hardware-Overview DARK-adatometer • Installation Training • Hardware-Overview Service Training • Application Training VEP, PERG, ERG • Troubleshooting						
15:30	Coffee Break							
15:45	H.Zinkewitz: Distributor Test: 15 Questions about electrophysiology, Test results							
16:15	Lecture: Dr. Farouk; Why electrophysiology is still necessary, Question to the doctor,							

Hands-On Course Together with customers



Friday,	13 th April 2017						
08:45	Welcome						
09:00	Lecture: Prof. Mendoza • Electrophysiology Diagnostic: Overview, Basics, Normal Results and Clinical Application, Correlation between FA, AF and OCT						
09:20	Lecture: Prof. Lubinski • ERG and mf ERG: Basics, Normal Results and Clinical Application						
09:50	Lecture: Dr. Farook • Pattern VEP, Flash VEP: Basics, Normal results and Clinical Application						
10:10	Coffee Break						
10:30	 Working in groups: Hands-On training, VEP, ERG, mfERG, Working with Children Discussion with the Teachers, Exchange of Experience 						
12:00	Lunch and Photo 13:00						
13:15	Lecture: Prof. Wu RETImap: results SLO + mfERG / focal ERG						
13:35	Lecture: Prof. Jägle Dark adaptation curve, Normal Results and Clinical Application Pupillometry						
13:55	Lecture: Dr. Farook • How to work with Children						
14:30	 Working in groups: Hands-On training, EOG, Glaucoma Screening, Visual Acuity, mfVEP, Discussion with the Teacher, Exchange of Experience 						
15:00	Coffee Break						
15:15	 Working in groups: Hands-On training, EOG, Glaucoma Screening, Visual Acuity, mfVEP, Discussion with the Teacher, Exchange of Experience 						
16:15	 Discussion with the teacher and certificate Summary of Indications for Specific Tests How to write Reports, Question and Discussion with the Experts 						
17:15	End of the program						

Hands On Course: Groups (16) overview									
	Teacher	forenoon				afternoon			Topics
Station		groups				groups			
			10:30	11:00	11:30		14:30	15:15	15:45
A	Prof. Lubinsky Oscar Stasche	1	6	5		4	3	2	ERG, ISCEV Standard DTL-Electrode Scotopic, Photopic, Flicker Ganzfeld Q450, MINIganzfeld I8
В	Dr. Farouk Flank Tang	2	1	6		5	4	3	Working with Children: BABYflash E130, ERG Screening, Pattern VEP, Flash VEP 1 Channel Albino VEP Difference Skin Electrode DTL-Electrode
С	Prof. Jaegle Patrick Ghion	3	2	1		6	5	4	EOG, DARK-adaptometer, Pupilometer Diagnostic Strategies: ERG, VEP, P-ERG?
D	Matthias Mai Simon Finger	4	3	2		1	6	5	mfERG Monitor, focal ERG SLO
E	Prof. Mendoza Bernard Stoppelaere	5	4	3		2	1	6	Pattern VEP, Flash VEP, Visual Acuity, Pattern ERG-Glaucoma Screening
F	Prof. Kremers Aris Samaras	6	5	4		3	2	1	Colour Vision, S-Cone ERG, Photopic negative Response L-M Ratio, Animal Tests