



K&M MEDICAL

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Dear Sleep/Educational Professional:

K&M Medical is excited to offer custom Polysomnographic educational packages. The one or two day events provide an excellent educational experience for your staff.

Having an extensive background experience in healthcare management, and educational program development, I realize the difficulty in achieving quality yet affordable and effective educational products. **K&M Medical** provides education that not only satisfies professional educational requirements, but also effectively **engages** the audience. The “On-Site” seminars provide such engagement by delivering this process in **your** comfortable environment. Build your own event with K&M Medical. And together, let’s focus on your **needs!**

Sincerely,

Mark D. Beebe B.S.E.E., RRT, RPSGT
Chief Executive Officer
K&M Medical, Inc.

Let’s focus on the three “Cs” below!

<i>Cost</i>	<i>Convenience</i>	<i>Custom</i>
<ul style="list-style-type: none">➤ <i>Big savings on your educational expense budget.</i>➤ <i>Gathering groups from local facilities = all around savings.</i>➤ <i>Invite local vendors to underwrite cost & provide product presentation.</i>	<ul style="list-style-type: none">➤ <i>Personal Setting at your own facility</i>➤ <i>Effective personal interaction with instructors.</i>➤ <i>Event scheduling to accommodate your staffing and operations.</i>	<ul style="list-style-type: none">➤ <i>Incorporate product training in sessions.</i>➤ <i>Tailor study materials to your audience needs.</i>➤ <i>Build hands on skill sessions with your event.</i>

2011
Sample Sleep Packaging

Typical 2-Day Schedule

Day 1

- Polysomnographic Instrumentation Module
- Respiratory Event Scoring & Therapeutics module
- Artifact Recognition and Correction
- Sleep Neurophysiology & Pharmacology Basics
- Pediatric Sleep Basics

Day 2

- Cardiac Arrhythmias
- Sleep Staging: Rules & Reports
- Scoring Rules for PLMs & Arousals
- Sleep Disorders Module Overview of Testing
- Site Management

Alternate points of personal interest can be incorporated into the 2-day event to meet your needs.

One-Day Build your own

Build a day

- Lecture #1: _____
- Lecture #2: _____
- Lecture #3: _____
-
- Lecture #4: _____
- Lecture #5: _____
- Lecture #6: _____
- Lecture #7: _____

An excellent venue for:

1. A cost effective and convenient means of satisfying yearly staff CEC requirements.
2. Incorporating interactive hands on opportunities for employees.
3. Building topic specific training sessions for equipment/procedures.

Continuing Education Units

K&M Medical provides CEC's with all their events. The American Association of Sleep Technologists (AAST) as well as the American Association of Respiratory Care (AARC) has approved the standard 2-day event for 14.0 CECs. One-day programs will typically be 6-7 CEC's depending on the program selected.

2011 Fee Schedule

PAYMENT AND FEE SCHEDULE

There are **two** aspects of the fee process.

Participant Fee: Each participant must be registered prior to the said event. Fees may be procured individually or through an institution sponsoring a group(s) of individuals. The fees are based on timeliness of registration as reflected by the fee table below.

PACKAGE RATES

<i>Participant Fees *</i>		
<i>Number of Participants</i>	<i>2-Day Cost per Participant</i>	<i>1-Day Cost per Participant</i>
5-9	\$375	\$250
10-14	\$325	\$200
15-19	\$275	\$175
Over 20	\$250	\$150

***Site Visit Fee:** Reflect travel, equipment, materials, and accommodation costs for K&M medical personnel. The site visit fees will be outlined and included at the time of event agreement.



K&M MEDICAL

***Event Request Form
Demographic Info***

We at K&M Medical are diligently striving towards developing innovative and exciting educational packages that enhance one’s knowledge in Sleep medicine. We want to work with you towards developing packages that will accomplish all your training needs. Please contact us with your educational requests!

GENERAL ON-SITE SEMINAR INFORMATION:

Location: City/State/Zip: _____

Contact Person: _____

Phone Number: _____ Fax: _____

Email: _____

<i>GENERAL ON-SITE SEMINAR INFO</i>
Anticipated audience size:
Seminar Event desired? <input type="checkbox"/> 2-Day <input type="checkbox"/> 1-Day
Requested date(s)*:
Alternate date(s)*:

* K&M Medical, Inc. will make every attempt to accommodate your requested date, but if this is not possible, one of the alternate dates will be selected.

Mail or Fax Demographic Info & Event Worksheet to:

K&M Medical, Inc.
4044 Hudson Drive
Youngstown OH 44512
Phone: 330-770-0184
Fax: 330-953-1673

**Build you event
One or Two day worksheet**

Day 1	List of Lectures
Lecture #1: _____	<ul style="list-style-type: none"> • Polysomnographic Instrumentation Module • Respiratory Event Scoring & Therapeutic Module • Artifact Recognition and Correction • Sleep Neurophysiology & Pharmacology Basics • Pediatric Sleep Basics • Cardiac Arrhythmias • Sleep Staging: Rules & Reports • Scoring Rules for PLMs & Arousals • Sleep Disorders Module Overview of Testing • Site Management • MSLT/MWT
Lecture #2: _____	
Lecture #3: _____	
Lecture #4: _____	
Lecture #5 _____	
Lecture #6: _____	
Lecture #7: _____	
Comments:	
Day #2	
Lecture #1: _____	
Lecture #2: _____	
Lecture #3: _____	
Lecture #4: _____	
Lecture #5 _____	
Lecture #6: _____	
Lecture #7: _____	
Comments:	

If there are key points of personal interest that are not listed above, don't hesitate to contact us. Our aim is to help build your event around your needs!