

Group Educational Seminar

Hello and welcome to our Arthritis Pain and Diabetic conditions educational seminar.

My name is _____ and I am a “durable medical equipment, prosthetic and orthotic supplies” consultant and educator. What I would like to discuss with you today is how you can relieve your arthritis and joint pain without the use of drugs, smelly creams or lotions.

Were you aware that currently there are over 50 million people suffering with arthritis in the U.S. alone? Two thirds of all people over the age of 65 are also sufferers. Of those who suffer this debilitating ailment, many have tried every type of treatment including pharmaceuticals, lotions, creams and pain blockers which have either had little or only short term effects.

By a show of hands, how many of you are arthritis sufferers or know someone who is?

Currently we have no cure for arthritis. However, I would like to talk about a type of treatment that is effective and does have long term results with continued use.

Let's start with why arthritis is painful and what needs to take place to relieve the pain. First, as we age, and some of us do this at a much faster pace than others, internally, our cartilage begins to break down. This can be caused by a number of factors ranging from over use to poor diet. Without proper nutrition our systems break down internally. When we age our cartilage disintegrates causing bones to rub on bone. This is called friction. With friction comes inflammation which translates into pain. There are drugs such as Celebrex and even over the counter ones such as Aleve that do only one thing. They send a message to your brain that blocks that pain temporarily. As we all know, many drugs have side effects and many people experience them and can not take these drugs. Therefore they suffer in pain.

So what's the solution for pain relief? The only true form of pain relief for arthritis, joint pain and muscle pain is to apply some form of heat to the afflicted area as well as gentle compression. We now have both in a device that can be worn on body parts that require this type of therapy. (*at this point show the knee brace and demonstrate it while continuing*) Thermoskin products use Trioxyn which is a material that has those qualities and it is widely available in the form of therapeutic braces. These lightweight devices made from Trioxyn raise the body's temperature 3 to 4 percent which constitutes the heat portion and they also provide gentle compression for additional pain relief.

One other form of joint pain relief is through exercise. While we exercise, we lubricate those joints that ache from within. However, if you are in too much pain to exercise what can you do? While applying these devices to the afflicted areas of the body (back, knees, and elbows) heat is generated through the composite material within just a few short minutes. When this occurs you can begin your activities because your pain and inflammation will be greatly reduced.

These devices are comfortable and are worn under clothing or while asleep. They are lightweight yet give extra support with removable hinged metal supports. They are durable and can be hand washed with delicates.

Diabetic conditions such as neuropathy can also be treated by wearing certain devices for the hands and the feet.

SS Medical Supply offers these Medicare approved pain relieving devices as well as other products for mobility and diabetic conditions. We also have a full line of power chairs and scooters. Insurance is accepted and there are **no out of pocket expenses** for those who qualify.

Can I answer any questions? (Normally people will ask “how is there no out of pocket?” How do I receive these devices? How do I qualify? How long before I get them? How do I get them? All of these and more are answered in the training guide and FAQ)

Thank you again for coming and please feel free to come up and look at the samples and our catalogues. Please fill out the guest information and we will gladly visit with you at your convenience. (*be sure and direct them to this form*)

(Many facilities will allow you to take orders while you are giving this presentation. It is highly recommended that you do this with no less than one other consultant. Doing group presentations alone allows the people to leave the room without being approached and results in much fewer orders than expected. Team up with someone. Make things fun and light. While you are sitting with someone taking an order, someone else may not be able to wait. Be sure and get their contact information for your best results. Set these presentations up in advance and be sure a flyer or something is posted where people can see it so they know when your event is going to take place.)