Richard Wolf Academy
Prima Vista

RICHARD WOLF
spirit of excellence

SALES & PRODUCT TRAINING
SALES SKILLS, IMAGING, UROLOGY, GEN. SURGERY, GYNECOLOGY AND CORE NOVA
• 06TH – 09TH OCTOBER 2020 • KNITTLINGEN

TUESDAY , 06TH OCTOBER 2020 SALES SKILLS

09:00 h	Welcome, organization	Mr. Spitzmüller
09:15 h	Communication	
10:30 h	*Break*	
10:45 h	Personality types	
12:30 h	*Lunch*	
13:30 h	Features, Advantages and Benefits Sales process	
15:00 h	*Break*	
15:15 h	High impact presentation	
16:45 h	End of training	

WEDNESDAY, 07TH OCTOBER 2020 UROLOGY

09:00 h	Anatomy, pathologies, applications and instruments	Mr. Spitzmüller
10:00 h	Product Speed Dating: Shark, flexible URS, Mega Pulse laser 70+	
10:30 h	*Break*	
10:45 h	Continue - Speed dating – further information	
12:15 h	*Lunch*	
13:15 h	Cystoscopy, TUR-P/B, Enucleation	
14:45 h	*Break*	
15:00 h	URS, Nephroscopy	
16:00 h	Hands - on	
17:00 h	End of training	

19:00 h Common Dinner

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THURSDAY, 08TH OCTOBER 2020 IMAGING / GEN. SURGERY

09:00 h	Product speed dating: ENDOCAM Logic 4K, -Flex, LED light sources	Mr. Spitzmüller
10:30 h	*Break*	
10:45 h	ENDOCAM Logic 4K	
12:30 h	*Lunch*	
13:15 h	Trouble shooting, best image - Hands-on	
14:15 h	*Break*	
14:30 h	Laparoscopy standard instruments and applications	
16:30 h	End of training	

FRIDAY, 09TH OCTOBER 2020 GYNECOLOGY / CORE NOVA

09:00 h	Product Speed Dating: Panoview Ultra, SecuFix, Hysteroscopes, ERAGON toolkit, Insufflator, Fluid control Pump 2225	Mr. Spitzmüller
10:30 h	*Break*	
10:45 h	Hysteroscopy application and instruments Hands-on	
12:00 h	*Lunch*	
13:00 h	Core nova - How to inspire customers?	Mr. Heil
15:00 h	Open questions, Final discussion	
15:30 h	End of training	