



Live Trainings

REGISTERING FOR LIVE TRAINING

All available live classes for the 2016 calendar year can be found in the Course Catalog under the 'Live Classes' category. To find out more information on a class, simply click on the name of the class to be taken to the course description page. This page informs you of the contents of the class and any available CEU hours. Clicking on the 'Add to Saved List' will save the class to the top of your Course Catalog for easy finding at a later time. Clicking the 'Classroom Schedule' button will bring you to the classroom schedule.

The Classroom Scheduler lets you see the times, locations, and availability of seats for the class you would like to attend. Clicking the 'Register' button on the upper right of the class you would like to attend will register you for the class.

Class Start Date: Jun 24, 2016 8:00 AM	<input type="button" value="Register"/>
Class End Date: Jun 24, 2016 5:00 PM	
Enrollment Deadline: Jun 17, 2016 5:00 PM	
Cancellation Deadline: Jun 17, 2016 5:00 PM	
Location: Atlanta, GA Atlanta Marriott Perimeter Center 246 Perimeter Center Parkway NE Atlanta, GA 30346	
Region: Southeast	
Class Size: 100	
Availability: SEATS AVAILABLE	

DID YOU KNOW?

The bottom of the class description page contains two important and often overlooked buttons. The "Course Repository Files" contains helpful information on the class such as hotel information, hand-outs, PowerPoint slides, etc. The "Contact Course Instructor" allows you to send an email to the course instructor if you need additional help or information.



2016 Live Classes



PROFIT: BUILDING PLATINUM PRACTICES

Experience Level: Intermediate - Advanced
CEU: 6 Hours
Prerequisites: No

ProFit 2016: Building Platinum Practices will give the Network a first look at the latest Belton hearing aid technology and enhanced software package which includes new fitting strategies designed to offer your patients an unparalleled customer service experience. Building off the successes of 2015, the class will again be a mix of lecture and interactive work stations designed to help you become proficient in recommending and fitting the exciting new Belton technology that we will be introducing this fall. Trust us, you do not want to miss this chance to learn how to give every patient in your practice a Platinum Level Belton experience!



BOOT CAMP

Experience Level: Beginning HCP
CEU: None
Prerequisites: Yes

Boot Camp is an intense one week training seminar for new Hearing Care Practitioners with little experience testing, selling or fitting Belton hearing instruments. These hands-on seminars provide the beginning steps of the Belton Experience and lay the groundwork for more advanced learning in the hearing healthcare field. Some of the topics discussed are:

- Preparing a patient for the hearing test
- Basic skills for testing hearing
- Reading an audiogram
- Offering hearing aid solutions to a patient
- Basic sales skills
- Making ear impressions via a model ear
- Performing basic hearing aid programming and accessory pairing
- Offering appropriate follow-up care

The week concludes with a follow-up performance review showing strengths and areas that require further work to refine and build their skills will be attached to the students record on BeltonUniversity.com.



2016 Live Classes



BELTONE UNIVERSITY TRAINING SUMMIT

Experience Level: Intermediate - Advanced

CEU: 8 Hours

Prerequisites: No

The Beltone University Training Summit is back for 2016 and better than ever. This Summit is designed to provide information that audiologists and practitioners can use to enhance their business taught by experts in the various subjects. There are sales recognition awards during the lunch break. This year's topics are:

FEATURE COMPARISON WITH COMPETITION: HOW DOES BELTONE STACK UP? The Research Audiology Team focus' on research comparing Beltone's newest features and instrument performance versus competition.

BELTONE BLUE: EVERY DAY USE The Marketing and Product teams discuss using Beltone Blue on a daily basis to help every practitioner and audiologist demonstrate the reason Beltone is better than all the rest.

TECHNIQUES FOR INCREASING CLOSING PERCENTAGE AND TECHNOLOGY LEVEL USING CREDIT Beltone Preferred Credit Partners demonstrate successful techniques using credit as an option in closing or moving the patient up the technology scale.

THE BELTONE 360° TEST: THE MOST COMPLETE TEST WITH THE BEST EQUIPMENT The Otometrics staff highlight the best way to give the most complete hearing test to help the patient make a decision for help with Beltone hearing aids. GN Otometrics Aurical test equipment programmed for the complete Beltone test sequence will be shown.



BELTECH: MODIFICATION AND REPAIR

Experience Level: Active Practitioner or Boot Camp graduate

CEU: 4 Hours

Prerequisites: No

BelTech is a hands-on training class designed to increase Owners, Hearing Care Practitioners, and Audiologists comfort level with modifications and repairs to ear molds, custom hearing aids, receivers, and domes. Attendees will learn how to determine when modifications are needed and then practice their new skills in order to become proficient.

2016 Calendar

JUN

24th: Atlanta, GA Beltone University Training Summit

JUL

22nd: San Francisco, CA Beltone University Training Summit

29th: Boston, MA Beltone University Training Summit

AUG

5th: Chicago, IL Beltone University Training Summit

8-12th: Glenview, IL BOOT CAMP

25th: Orlando, FL ProFit: Building Platinum Practices

SEPT

15th: Minneapolis, MN ProFit: Building Platinum Practices

22nd: Winchester, VA ProFit: Building Platinum Practices

29th: Columbus, OH ProFit: Building Platinum Practices

OCT

6th: Providence, RI ProFit: Building Platinum Practices

13th: Charlotte, NC ProFit: Building Platinum Practices

20th: Portland, OR ProFit: Building Platinum Practices

27th: Nashville, TN ProFit: Building Platinum Practices

NOV

3rd: Detroit, MI ProFit: Building Platinum Practices

10th: Harrisburg, PA ProFit: Building Platinum Practices

14-18th: Glenview, IL BOOT CAMP

DEC

1st: Orange County, CA ProFit: Building Platinum Practices

8th: St. Louis, MS ProFit: Building Platinum Practices

9th: Glenview, IL BELTECH