

Who Should Attend

This course is designed for physicians and medical support staff who are interested in learning more about endovenous laser therapy and how Vascular Solutions can help to build a successful vein care practice. Day One covers the didactic and clinical discussion of venous physiology and disease processes, including clinical case observations of endovenous laser ablations and adjunctive therapies. Day Two focuses on the practical aspects of operating a vein care practice, from marketing and advertising to billing and reimbursement issues. At the end of this course, attendees will be able to discuss their understanding of the clinical and business needs required to develop and operate a successful vein care practice.

Our Instructors

C. Scott McEnroe, MD

Dr. McEnroe finished his general surgery residency at Strong Memorial Hospital and completed his vascular research fellowship and clinical vascular fellowship at Tufts-New England Medical Center. He is certified by the American Board of Surgery in both general and vascular surgery and is a Fellow of the American College of Surgeons. Dr. McEnroe has a special interest in venous disorders, was a recipient of the Sigvaris Award for his contributions in venous research, and is the Medical Director for The Vein Center of Virginia.

Vein Care Essentials

A Course on the Practical, Clinical and Business Issues of Endovenous Laser Therapy

2011 SCHEDULE

March 17-18	Virginia Beach, VA
August 4-5	Libertyville, IL
December 1-2	Fullerton, CA



This course offers:

- Clinical case observation and treatment using Vari-Lase® Endovenous Laser Therapy Treatment and ultrasound techniques
- How to select and screen patients
- Proven techniques for marketing your vein practice
- Getting paid for your services and reimbursement issues

To register call 763-656-4300 or contact your Vascular Solutions sales representative.

Presented by:  **vascular**
SOLUTIONS

6464 Sycamore Court, Minneapolis, MN 55369
www.vascularsolutions.com and www.treatveins.com

The Vari-Lase Endovenous Laser Therapy procedure is indicated for the treatment of varicose veins and varicosities associated with superficial reflux of the Great Saphenous Vein and for treatment of incompetence and reflux of superficial veins in the lower extremity.

Please see the Instructions for Use for a complete listing of the indications, contraindications, warnings and precautions.

CAUTION: Federal Law (U.S.A.) restricts this device to sale by or on the order of a physician.
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Vein Care Essentials Agenda

Day One - Discussion of Venous Disease Diagnosis and Treatment, plus Clinical Case Observation

Time	Topic
7:50-8:00	Welcome and Introductions
8:00-8:20	History of Vein Care—Demographics, Statistics, and Historical Vein Care Procedures
8:20-9:00	Overview of Venous Physiology and Pathophysiology <i>Understanding the veins of the leg</i>
9:00-9:30	Patient Selection and Screening <i>How to determine who is a candidate for the endovenous laser therapy procedure</i>
9:30-10:00	Duplex Ultrasound in the Detection of Venous Disease (hands-on)
10:00-10:15	Break
10:15-10:50	Overview of Endovenous Laser Treatment Using Vari-Lase Endovenous Laser Therapy <i>An overview of endovenous laser therapy, clinical results and the Vari-Lase Endovenous Laser Therapy system</i>
10:50-11:10	Local Anesthesia Delivery <i>How to use local anesthesia in endovenous laser therapy</i>
11:10-11:30	Adjunctive Care <i>Discussion of ambulatory phlebectomy and sclerotherapy</i>
11:30-11:45	Endovenous Laser Treatment Post-Procedure <i>Discussion of post-procedure care and patient instructions</i>
11:45-12:00	Q & A
12:00-1:00	Lunch
1:00-6:00	Clinical Case Observations
7:30-10:00	Dinner

Day Two - How to Operate a Successful Vein Practice

Time	Topic
8:15-8:30	Who Are the Patients? The Market for Varicose Vein Treatment <i>A discussion of the opportunities within the marketplace</i>
8:30-9:00	Considerations for Starting a Practice in a Hospital or Private Setting <i>The basics you need to know when starting a practice</i>
9:00-10:15	Techniques for Marketing Your Practice <i>How to bring patients in and develop a long-term marketing plan</i>
10:15-10:30	Break
10:30-11:30	Reimbursement Issues
11:30-12:00	Q & A

