



STEREOTAXIS™ (PRE) CLINICAL SALES TRAINING

Goals and Objectives

INDEPENDENT STUDY TOPICS

All of the following modules are located on the Pre-CST Website:

- ☐ **Week ONE:** Basics of Technology
- ☐ **Week TWO:** Clinical Basics
- ☐ **Week THREE:** Basics of EP
- ☐ **Week 1-3:** Onboarding and supplemental documents listed below

Onboarding, access to Pre-CST website, and supplemental procedure workflow materials listed below can all be found on the Dot Compliance website: <https://stereotaxis.login.duosecurity.com/>

- ☐ Magnetic Safety – PRO-399
- ☐ Procedure Setup – PRO-890
- ☐ Navigation Essentials – PRO-1082
- ☐ Robotic EP Fellowship Didactic Training (slide 1-16)

DIRECTION FOR INDEPENDENT STUDY

- ☐ Review notes taken from Procedure Observations
 - ☐ Review study modules on Pre-CST website and supplemental procedure workflow material
- During Self Study Modules:**
- ☐ Create a list of questions & topics for further discussion and begin to research answers on your own
 - ☐ Document what other sources you used to find answers to some of your questions

After Self Study EVERY WEEK setup discussion with CTD (1-2 hours):

- ☐ Guided simulator session
- ☐ Discuss questions

PROCEDURE OBSERVATION INITIATIVES

- ☐ Intro to procedural workflow, lab/staff, all lab equipment and 3rd party systems, role
- ☐ Intro to Navigant User Interface
- ☐ Patient setup and patching
- ☐ Magnetic Safety
- ☐ 1 complete phantom setup
- ☐ Navigant User Interface
- ☐ Patient Setup and registration
- ☐ Basic in lab troubleshooting

SETUP ITEMS & RESOURCES

- ☐ Login to Dot Compliance (Molly Kramer)
- ☐ Simulator Setup – contact Greg Thayer (Engineering)
- ☐ Login to Salesforce (Debbie Morrell, Sales Operations)
- ☐ Login to ADP (Alli Ewen, HR)
- ☐ Login to Concur (Amy Rozeboom)
- ☐ Ensure access to SharePoint (David Redlich, Marketing)