

# QUADRASTEP SYSTEM®

## THANK YOU

For purchasing our  
QUADRASTEP® Fit Kit

Now let's help you get started

Here is how you set up  
and use your Fit Kit:

### HOW IS THE KIT SET UP?

Your QUADRASTEP SYSTEM® Fit Kit has 5 drawers, one for each size orthotic. You will see a label on each drawer indicating the size of the orthotics that should be stored in that drawer.

In the bottom drawer you will find your marketing materials in a portfolio, along with your waiting room brochure holder filled with QUADRASTEP® patient's brochures. These materials are enough to get you started, additional copies can be downloaded to print on our website [nolaro24.com/kit.html](http://nolaro24.com/kit.html). Look for the "marketing material" link.

### WHAT WILL I FIND IN EACH DRAWER?

Your QUADRASTEP SYSTEM® Fit Kit has 5 drawers, one for each size QUADRASTEP® orthotic.

In the first 4 drawers you will find 6 pairs of orthotics, one of each Quad (color) in the size indicated on the drawer. So the first drawer will have QUAD A (Yellow), QUAD B (Purple), QUAD C (Blue), QUAD D (Green), QUAD E (Red) and QUAD F (Orange) all in Size 1. Drawer 2 will have all of the Quads in Size 2, and so on through the 4 drawers/4 sizes. In the 5th drawer you will find 8 pairs of orthotics, Quads A, B, C, D, E, and F in size 5, and Quads C and D in size 6.

It is best to keep your orthotics organized in this way for easy access when fitting a patient. You will always know what is available and handy. Another trick is to always arrange your drawers so that the most commonly dispensed orthotics are in the front, and the least dispensed in the back, as shown.



### SHOULD I SELL OUT OF MY KIT?

Your QUADRASTEP SYSTEM® Fit Kit has one pair of orthotics in each size and each Quad, for a total of 30 pairs. We recommend that you keep your Fit Kit available for fitting, then order a new pair of QUADRASTEP® orthotics to dispense to your patient. The orthotics in your Fit Kit can be disinfected with any household disinfectant.

# Congratulations on your purchase of the

## QUADRASTEP SYSTEM<sup>®</sup>



You are just 6 simple **STEPS** away from a successful program!

### STEP 1

Schedule an inservice or webinar with your **QUADRASTEP<sup>®</sup>** sales representative to train you and your staff on how to properly select a foot type and orthotic, and how to use your kit as a selling tool.

### STEP 2

Set up your **QUADRASTEP SYSTEM<sup>®</sup>** display and brochure holder to make your customers aware of the benefits of using a **QUADRASTEP<sup>®</sup>** orthotic.

### STEP 3

Add **QUADRASTEP SYSTEM<sup>®</sup>** graphics to your website to let your customers know that they can purchase **QUADRASTEP<sup>®</sup>** orthotics from you. Include a link to the **QUADRASTEP SYSTEM<sup>®</sup>** patient website so that they can get more in-depth information on the benefits of their **QUADRASTEP<sup>®</sup>** orthotic.

### STEP 4

Consider setting up an on-site foot screening clinic for **QUADRASTEP<sup>®</sup>** and **littleSTEPS<sup>®</sup>** foot orthotics to jump start your program.

### STEP 5

Send supplied marketing information to local referring practitioners to let them know that you can dispense **QUADRASTEP<sup>®</sup>** orthotics to patients that they believe would benefit from them.

### STEP 6

Schedule a visit or webinar with your sales representative approximately 6 months after your initial purchase for a refresher on the **QUADRASTEP SYSTEM<sup>®</sup>** and to develop a strategy for reorder sales to your customers.



Don't forget, we are here to help you every **STEP** of the way!  
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