

1. This document was created to support maximum accessibility for all learners. If you would like to print a hard copy of this document, please follow the general instructions below to print multiple slides on a single page or in black and white.
2. This handout is for reference only. Non-essential images have been removed for your convenience. Any links included in the handout are current at the time of the live webinar, but are subject to change and may not be current at a later date.
3. Copyright: Images used in this course are used in compliance with copyright laws and where required, permission has been secured to use the images in this course. All use of these images outside of this course may be in violation of copyright laws and is strictly prohibited.
4. Social Workers: For additional information regarding standards and indicators for cultural competence, please review the NASW resource: [Standards and Indicators for Cultural Competence in Social Work Practice](#)
5. Need Help? Select the “Help” option in the member dashboard to access FAQs or contact us.

How to Print Handouts

- | | |
|--|---|
| <ul style="list-style-type: none">▪ On a Mac<ul style="list-style-type: none">▪ Open PDF in Preview▪ Click File▪ Click Print▪ Click dropdown menu on the right “preview”▪ Click layout▪ Choose # of pages per sheet from dropdown menu▪ Checkmark Black & White if wanted. | <ul style="list-style-type: none">▪ On a PC<ul style="list-style-type: none">▪ Open PDF▪ Click Print▪ Choose # of pages per sheet from dropdown menu▪ Choose Black and White from “Color” dropdown |
|--|---|

No part of the materials available through the continued.com site may be copied, photocopied, reproduced, translated or reduced to any electronic medium or machine-readable form, in whole or in part, without prior written consent of continued.com, LLC. Any other reproduction in any form without such written permission is prohibited. All materials contained on this site are protected by United States copyright law and may not be reproduced, distributed, transmitted, displayed, published or broadcast without the prior written permission of continued.com, LLC. Users must not access or use for any commercial purposes any part of the site or any services or materials available through the site.





Beltone

Envision

UNDERSTANDING
FEATURES
AND EFFECTIVE
POSITIONING

LEARNING OUTCOMES



1

Explain the concept of DNN in patient friendly language

2

Successfully differentiate between Sound Cleaner Pro, Clear Focus and True Noise Reduction.

3

Explain how moving from a Beltone Envision 17 63/64 to a Beltone Envision 17 62s will improve the patient experience.

4

Explain the benefits of the various features in the different technology levels of Beltone Envision in language that is easy for patients to understand.

5

Successfully identify potential patient concerns and how to develop language to handle these concerns.

- The applicability and accuracy of the course content may vary by the clinical, geographical, and cultural context; you should evaluate the course accordingly.
- As healthcare is rapidly evolving, new findings may change the validity of the information presented in this course. Providers should always consult the latest research and guidelines from professional associations.
- The interventions discussed in this course may be limited in generalizability, requiring practitioners to consider specific individual and population factors.
- The course may not cover all possible risk factors, diagnostic methods, or treatment options, and complex cases may require additional considerations.
- Healthcare providers should apply cultural competence and sensitivity to ensure effective and respectful care based on their patients' diverse needs.
- Providers should always evaluate the limitations of diagnostic and screening tools, considering their potential for false results as well as any ethical implications.
- It is the responsibility of course participants to critically evaluate the evidence from multiple sources to guide professional practice.

RISKS/LIMITATIONS





AI AND DNN
FOR GRANDMA



AI is not new to Beltone

- Environmental classifier
- Per environment Sound cleaner
- Smart Gain Pro
- Crosslink Directionality

 **15 YEARS AND COUNTING** 

MACHINE
LEARNING
/AI/DNN



**AI is simply a series of
If/Then procedures**





IS IT SPEECH
OR IS IT NOISE?

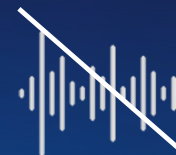


Sound Cleaner

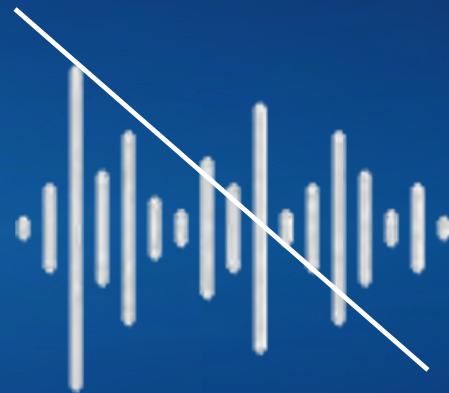
Clear Focus

True Focus

True Noise Reduction



Sound Cleaner



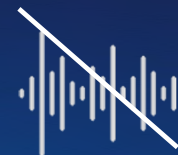


Sound Cleaner

Clear Focus

True Focus

True Noise Reduction





Clear Focus



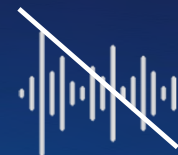


Sound Cleaner

Clear Focus

True Focus

True Noise Reduction





True Focus



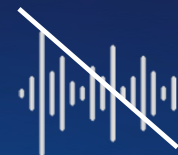


Sound Cleaner

Clear Focus

True Focus

True Noise Reduction





True Noise Reduction





TO CHARGE OR
NOT TO CHARGE?



That's not the question, it's an easy answer!

HOW TO TALK TO PATIENTS ABOUT THE DIFFERENCES



- Keep it simple
- Focus on the specific pain points
- Make the recommendation based on the patient, not the devices
- Key features are now upgraded for all models
- 62s no longer has Mixing Point or Impulse Noise Reduction

NOISE MANAGEMENT COMPARISONS



WHICH SOLUTION WOULD YOU OFFER?

	Envision 17	Envision 9	Envision 6	Envision 4
Directionality	True Focus	Ultra Focus 2	Ultra Focus	Smart Beam
Directional benefit	9 - 10 dB	8.6 dB	4.3 dB	3 dB
Noise reduction options	True Noise Reduction Strong	Sound Cleaner Pro Mild - Strong	Sound Cleaner Pro Mild - Considerable	Sound Cleaner Pro Mild - Moderate
Noise reduction benefit	9 - 15 dB	3 - 10 dB	3 - 8 dB	2 - 4 dB
Total Hear in Noise benefit	18 – 25 dB	11.6 – 18.6 dB	7.3 – 12.3 dB	5 – 7 dB

WHAT COULD
GO WRONG?



- Don't oversell
- Under promise/over deliver
- Know the product's nuances
- Be prepared for some fear



- 🚀 Beltone has been using AI in one form or another for years
 - Beltone Envision's True Noise Reduction is merely the next generation
 - True Focus and Clear Focus are directionality upgraded

- 🚀 The Envision 17 62s Micro has True Focus and the 63/64 use Clear Focus

- 🚀 When talking to patients about technologies, remember to
 - Keep it simple
 - Focus on the specific pain points
 - Make the recommendation about them not the devices

- 🚀 Under promise, over deliver

- 🚀 Know your products

- 🚀 Be prepared for some fear and be patient as you explain what it means

KEY TAKE AWAY POINTS



LEARNING OUTCOMES



1

Explain the concept of DNN in patient friendly language

2

Successfully differentiate between Sound Cleaner Pro, Clear Focus and True Noise Reduction.

3

Explain how moving from a Beltone Envision 17 63/64 to a Beltone Envision 17 62s will improve the patient experience.

4

Explain the benefits of the various features in the different technology levels of Beltone Envision in language that is easy for patients to understand.

5

Successfully identify potential patient concerns and know how to develop language to handle these concerns.