

Doctors may become fully trained under continuing education (12 hrs) options available November 21-22, 2009 at Northwestern Health Sciences University, Bloomington, MN. Participants receive the Powerlift System for use in patient education. You may also trained workers in industries but the company must then purchase the PowerLift System from Mike Schaefer, DC, developer and owner of Powerlift Training. Doctors have the option of being the trainer in the company or training a core group of workers to become trainers at the company (train-the-trainer).

PowerLift cannot be beat! It is by far the best materials handling system “out there”, and has the testimonial letters from companies nationwide to prove the effectiveness of PowerLift. You do not want to miss this continuing education program to become trained and licensed to use the system with patients. This is a great patient-ed resource because not only will your patients see how it works in the workplace but more so – how it works at home and at play.

Call Northwestern Health Sciences University’s postgraduate department at 952-888-4777 ext 249 to register. Attire: jeans and athletic shoes. Hands-on, interactive weekend program.

*(Note: PowerLift used to be sold as a franchise operation. It is no longer a franchise. You simply get trained in a continuing education environment and you will be licensed to use it for patients and to sell the service to industry.)*

## CREATING THE MATERIALS HANDLING SAFETY CULTURE

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Your Goal: To provide expert, reality based **Lifting and Material Handling Training**.

### Definition of Materials Handling:

Lifting - Pushing - Pulling - Bending - Reaching - Sitting and Standing. The basic body mechanics that need to be learned to generate safe material handling skills are all derived from **lifting** technique.

- Realize that pulling for example is simply a **lateral lift** and that it can be accomplished with your **back or with your legs**.

### REQUIREMENTS TO CREATING THE SAFETY CULTURE

#### Effective Technique

- You need to teach technique that **actually works** in real life.
- We teach a Wide Stance Technique vs. the Squat Lift Technique.

#### Hands On Experience

- You need workers to compare their **old way** of material handling to the **new way** with a kinesthetic experience – in other words they need hands-on practical application in the classroom and out at the task sites.

#### Personal Decisions

- Workers must **decide for themselves** that the new way is better for them.
  - Nothing stops the learning process faster than allowing defensiveness to overtake the classroom.
  - Workers deciding for themselves is a completely safe proposition provided you are teaching an effective technique.

#### Ongoing Training

- You will not create the safety culture with one classroom session no matter how effective the technique.
- Ongoing Training is the key to changing behaviors.
  - Simple to accomplish with the use of organized 5-15 minute **Safety Talks** or what we commonly call **Mini-Sessions**.
- Safety Talks must be **reality based** and cover tasks common to the workers jobs.
- Safety Talks must cover at work as well as at home tasks.

## INSTRUCTIONAL DESIGN

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POWERLIFT<sup>®</sup> Training is based on a **UNIQUE PATENTED** 3-Phase approach to patient/resident cares and transfer training.

### Phase 1 – Classroom

- Workers attend a 4-hour classroom session.
- Workers are introduced to the 5 Basic POWERLIFT<sup>®</sup> Techniques.
- The 5 Basic POWERLIFT<sup>®</sup> Techniques are applied to:
  - Lifting
  - Pushing
  - Pulling
  - Bending
  - Reaching
  - Twisting
  - Sitting
  - Standing
- The Basic POWERLIFT<sup>®</sup> Techniques are then applied to all aspects of patient/resident care and transfers.
- Through direct kinesthetic experience workers compare their old way of care and transfer with the new POWERLIFT<sup>®</sup> way.
- Workers invariably decide for themselves that POWERLIFT<sup>®</sup> actually works for them in real world situations both at work and at home.

## INSTRUCTIONAL DESIGN

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### Phase 2 – Practical Application

- Workers are shown how to apply POWERLIFT<sup>®</sup> at all task sites on Nursing Floors as well as in the Dietary, Housekeeping, Laundry and Maintenance Departments.
- Workers are shown how to apply POWERLIFT<sup>®</sup> for at home tasks.
- Result is a reality-based training applicable to the tasks they actually do.
- Ergonomic analysis is conducted at the task site as it applies to POWERLIFT<sup>®</sup> material handling techniques.
- Integration of POWERLIFT<sup>®</sup> Technique begins here.

## INSTRUCTIONAL DESIGN

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### Phase 3 – ONGOING TRAINING

- Information gathered on-site in Phase 1 & 2 is used to create a customized ongoing training format showing Nursing Staff doing Nursing jobs with Nursing equipment.
- Creating “Reality Based” training ensures the behavioral change necessary to reduce material handling and repetitive motion injuries.
- Standard & Customized Training Tools include:
  - POSTERS
    - Depict real world material handling tasks.
  - PRE-SHIFT STRETCHES
    - Effective stretching techniques used by athletes.
  - ERGONOMICS MADE EASY
    - Step-by-step guide for office work space design.
  - LIFTING SAFETY GUIDES
    - Customized POWERLIFT<sup>®</sup> examples and bi-monthly handouts.
  - MINI-SESSIONS
    - Customized lesson plans for short monthly safety review sessions.
    - Mini-sessions review actual at home and at work material handling tasks.

## TRAINING FORMATS

### ALL TRAINING IS CUSTOMIZED TO FIT YOUR SPECIFIC NEEDS

#### Train-the-Trainer

- Creates an in-house POWERLIFT® Team for both Nursing Staff and Ancillary Department Staff.
- Team members cover all departments, all shifts.
- Team ensures the ability to deliver training on demand for new employees and refresher training for existing staff.
- All training materials are provided for years of in-house training.
- POWERLIFT® Training Video comes in English, Opened Captioned or Spanish versions.

#### Live Training

- POWERLIFT® Training is given by a certified POWERLIFT® Trainer.
- POWERLIFT® Trainer conducts classroom as well as practical application training.
- Materials are provided for 1 year of ongoing refresher training in the form of Mini-Sessions.
  - Mini-Session Materials cover a wide variety of tasks. Some examples include:

##### Nursing

Patient/Resident Transfers  
Toileting  
Ambulation  
Bed Work  
Repositioning  
Fallen Residents  
Pushing Wheelchairs  
Transport Van

##### Laundry

Load/Unload Washers & Dryers  
Handling Soiled Laundry  
Standing to Fold Laundry  
Pushing Laundry Racks & Carts

##### Dietary

All aspects of food prep, serving and cleanup material handling tasks.

##### Housekeeping

Mopping  
Turning Mattresses  
Cleaning  
Waste Baskets/linens

##### Maintenance

All aspects of the diverse material handling tasks required in this department

## **SUPPORT MATERIALS**

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### **Included in the Live Training format for your use:**

- **Support Materials Manual**
  - Stretches
    - Pre-Shift
    - Neck and Upper Back
    - Low Back
  - Mini-Sessions
    - A one-year supply of illustrated task guides used as lesson plans for the Mini-Session presenter. Mini-Sessions show multitudes of work and at home tasks. Mini-Sessions are designed to be used as 5-15 minute safety talks in either a crew meeting or task site format
- **Posters**
  - Pre-Shift and Neck/Upper Back Stretch Poster
  - Set of 6 task depiction Posters
  - Mini-Posters – for pockets
    - Depicting a typical task (on front)
    - Pre-Shift and Neck/Upper Back Stretches (on back)

### **Included in the Train-the-Trainer format for your use:**

- **POWERLIFT® Video**
  - 18 minute facilitated instructional video you use as part of your training presentation
- **Nursing/Ancillary Department Video**
  - 1.5 hours of patient/resident cares and transfers plus all Ancillary Department tasks
- **Support Materials Manual**
  - Stretches
    - Pre-Shift
    - Neck and Upper Back
    - Low Back

## **SUPPORT MATERIALS**

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- Ergonomics Made Easy
  - A step by step guide to setting up a typical desk/computer work station/office
- Training Outlines
  - For both Nursing and Ancillary Department training
- Facilitator Manual
  - The complete basic POWERLIFT® class, word for word – with illustrations
- Employee Handbook
  - Shows multitudes of at home tasks and more
- Lifting Safety Guides
  - One-page illustrations of typical work and at home tasks. Use for Payroll stuffers, newsletters, enlarge for posters, bulletin boards
- Mini-Sessions
  - Illustrated task guides used as lesson plans for the Mini-Session presenter. Mini-Sessions show multitudes of work and at home tasks. Mini-Sessions are designed to be used as 5-15 minute safety talks in either a staff meeting or task site format
- Logic Statements
  - Compiled over 15 years. These are examples of logical ways to explain a concept or counter an objection
- **Posters**
  - Pre-Shift and Neck/Upper Back Stretch Poster
  - Set of 6 task depiction Posters
  - Mini-Posters – for pockets
    - Depicting a typical task (on front)
    - Pre-Shift and Neck/Upper Back Stretches (on back)

**SOME OF THE COMPANIES**  
**NOW USING POWERLIFT. TRAINING**

OVER 500 COMPANIES USE POWERLIFT. TRAINING – SUCH AS:

- Nursing Homes and Hospitals – Over 70 Long Term and Acute Care Facilities
- 3M Companies – Over 25 Facilities
- United States Postal Service - Nationwide
- National Car Rental - Nationwide
- Northwest Airlines – Ground Operations - Global
- Aloha Airlines – Corporate Wide
- Wyeth Pharmaceuticals - Global
- Road Construction Companies
- Electrical Cooperatives
- Highway Workers
- Steel Tank Manufacturers
- City Employees
- Transport Barges – River Towing Barges

## **EFFICACY OF POWERLIFT® TRAINING**

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POWERLIFT® Training consistently helps to reduce Workers Comp costs.

### **EXPECT REDUCTIONS IN:**

- Material Handling Injuries due to patient/resident transfers
- Repetitive Motion/Stress Injuries
- Medical Payouts
- Work Comp Insurance Premiums
- Down Time
- Overtime
- Retraining
- Replacement Personnel
- Poor Quality Control
- Lost Work Days
- Potential Litigation

### **EXPECT INCREASES IN:**

- Employee Morale
- Productivity
- Performance
- Team Work
- Communication
- Employee Relations
- Employee Involvement
- Safety Skills
- Attitude

# POWERLIFT®

*Lifting Training that Works!*

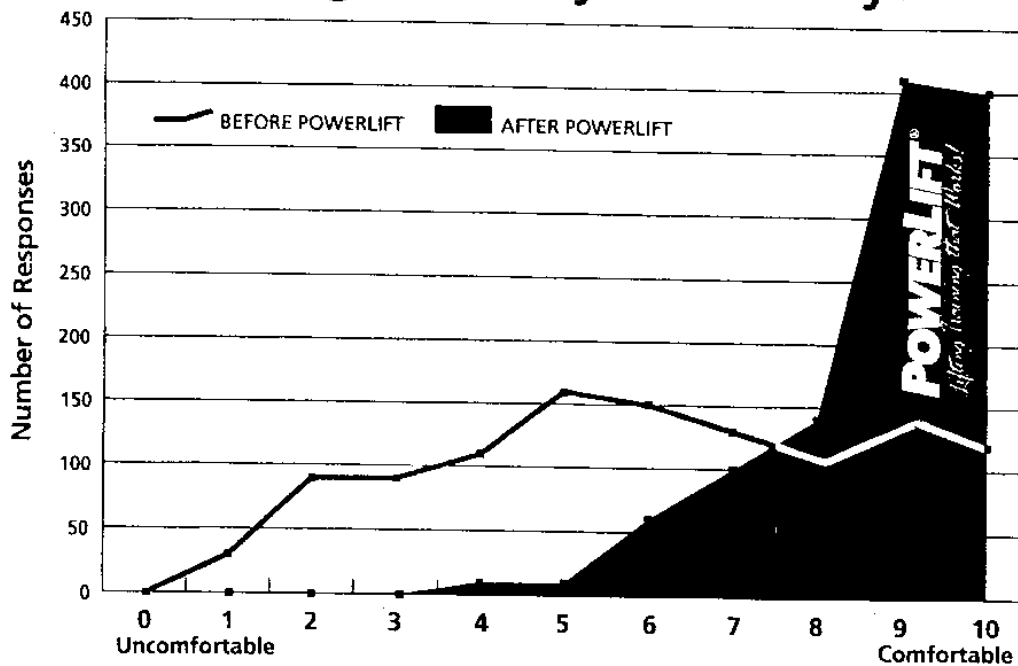
## WORKER RESPONSE TO POWERLIFT® TRAINING

The most frequently asked question we receive regarding POWERLIFT® Training is:

- Will our employees accept the POWERLIFT® Training?
- Will they do it?
- Does it work?

YES. The response to POWERLIFT® by employees is overwhelmingly positive. It does work and your employees will choose to use POWERLIFT® because they can feel the difference POWERLIFT® makes in all their material handling tasks.

### How comfortable are you with your knowledge or ability to lift safely?



Information was gathered from 1,130 workers who responded to post training surveys.

**Risk Management Consultants, Ltd.**  
**POWERLIFT® Training**  
**P.O. Box 11780**  
**Glendale, AZ 85318-1780**  
**623.516.9552**  
**powerlift@cox.net**