



FALL 2017 NEWSLETTER

LifeSavers Training Center Members,

GREETINGS.

I hope this Newsletter finds all of you Happy and Healthy. The AHA world has been quite slow ... until this last week.

I have put off writing this Newsletter, hoping the latest AHA news would be retracted. However, as of now, it stands ...

I will continue to be proud to be an American Heart Association Training Center and support the AHA Mission; Building healthier lives, free of cardiovascular diseases and stroke.

However, in my almost 25 years of working with the AHA, the last 7 days has been by far the hardest for me. (This difficult time is regarding the next heading I have posted.)

HEARTSAVER COURSE MATERIAL UPDATE – CHANGE IN PRICING:

All United States AHA Training Centers received an email on 10.3.2017 at 8:36 am stating the following information, effective that day:

All Heartsaver Manual prices have been *decreased* to \$2.50 each. The Heartsaver Completion cards have been *increased* to \$17.00 each to Training Centers.

As all AHA Training Centers have to carry the Liability Insurance for their center, the aligned Instructors and distribute the cards – the fee for all Heartsaver cards will be \$20.00 each, effective 10.3.2017 for LifeSavers Training Center Members.

Other TC's may charge the same or more. I have not heard of anyone charging less than \$20.00 per card.

The AHA believes that all our learners should be receiving a student manual along with the completion card.

If we all had been doing this all along, this change would affect us very little.

Those of us who have not been issuing the manuals, feel the monetary loss.

This is also addressed in the New 2017 PAM on the AHA IN. (pages 22 and 34)

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HEARTSAVER COURSE MATERIAL UPDATE – CHANGE IN PRICING: (cont...)

As one would expect, during this past week, there have been endless calls and emails between all of the Training Centers and our AHA representatives venting and sharing our disappointment in this abrupt and unexpected change.

There is talk of a Heartsaver card of a lesser price for school aged students – but that's just talk, as of now.

PLEASE NOTE: This **DOES NOT** affect any BLS Provider material or cards, as of now.
(Please see attachment #1)

TRANSITIONING FROM PRINTED CARDS TO E-CARDS:

All AHA Training Centers are mandated to use eCards by 1.1.2018. The eCards and Printed cards are the same price. **(Please see attachment #2)**

Although change is hard for all of us, I believe we will appreciate all the advantages the eCards brings to the table.

For Example: less turn around time to receive your cards, no more filling out the cards yourself, no more issues of your printer eating our very expensive cards, no more issues of cards being lost in the mail – hence - eCards, more secure, no more replacing your students cards as they have access to their card for 2 years, and many more.

Please familiarize yourself with the **eCards User Guide** on the AHA Instructor Network.

This will be a learning process for all of us, as I will also be learning with you.

I have very little inventory of printed cards in my office and when they are gone, we will be using the eCards.

After reviewing the **eCards User Guide**, you will find that it is **imperative** that you have the correct email addresses of your students so you are able to email them the link to receive their eCard.

This could happen as early as next week. So, please familiarize yourself with the guide.

The New Card Processing Form will be posted on LifeSavers website by the end of this week.

Thank you in advance for your patience.

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REQUIREMENT ON USE OF FEEDBACK DEVICES IN ADULT TRAINING COURSES:

By January 31, 2019, all adult manikins must have a feedback device which provides audio or visual (or both) on rate and depth of compressions during CPR training.

(Please see attachment #3)

I recommend that you do not do anything right now. I am confident that more clear requirements will be announced as we get closer to this deadline.

There will also be many devices that can be added to your existing manikins and equipment.

If you are reading your emails from AHA, you would have been directly notified of this approximately 2 months ago, when released.

This is also addressed on page 36 of the PAM.

INSTRUCTOR STATUS:

Often while sending out Newsletters, we get emails back that are undeliverable.

Please assure your email address is correct on the AHA IN or AHA and/or LifeSavers, as we cannot get you imperative information and/or updates with incorrect communication information.

Also, if you are no longer teaching or affiliated with LifeSavers TC, please email me so I can update your files and the AHA IN.

COMMUNICATION:

You are welcome to call or email me with your thoughts and concerns.

I can listen and support you, but these changes are certainly out of LifeSavers control.

I am confident that you will find the silver lining in these changes and continue to help save lives.

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ON A PERSONAL NOTE:

Change is hard on all of us, sometimes I think as I age, change gets more difficult.

I was once told that “change is progress.”

One thing you can always count on with LifeSavers being your training center - is knowing what affects you, affects me also.

Not only because I am an instructor, teaching several classes per week, but because I am “your” person ... the one person that you can always come to, to ask questions and get clarification.

I am confident that with this initial sting of the card hike, with time, our focus will fall back on why we chose to teach in the first place.

I am very proud to have YOU as a part of LifeSavers training center and I thank you for your patronage.

Today and always, be happy, be healthy, and be thankful...

*Regards,
Sandy*