



## Important Facts

- **Inner ear disorders** are the leading cause of falls
- **33%** of all seniors will fall this year
- **Over 69 million people** suffer from vestibular dysfunction
- **Effective treatments** exist for vestibular disorders

# VAT<sup>plus</sup>

VESTIBULAR AUTOROTATION TEST

the best diagnosis for your patients,  
the profitable solution for you.



## The Test

Simple test process  
performed by your MA staff.

Report is generated with  
interpretation for serial evaluation.

Requires minimum space and is easily  
rolled into any exam room or hallway.

Test is noninvasive – there is no  
patient discomfort.

## The Value

Excellent return on investment.

Offering the VATplus test  
can provide significant additional  
practice revenues.

Tax benefits for both lease  
and purchase options.



**SPECTRA  
MEDICAL CONSULTING**

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## Offering a Solution

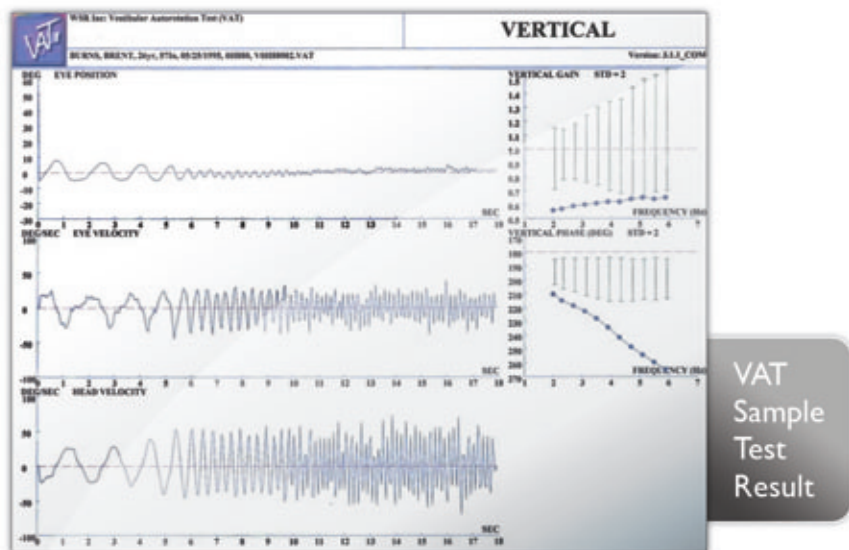
It costs Medicare, on average, \$19,440 when a senior falls. The American Geriatric Society and Medicare together state that 85% of senior falls occur as a result of some type of vestibular issue.

As a result, doctors are being encouraged to screen all seniors for vestibular disorders in an effort to reduce falls with their senior patients.

# VAT<sub>plus</sub>

- ➔ Vestibular Autorotation Test
- ➔ Positional Nystagmus
- ➔ Corneo-Retinal Potential Value

- Simple process for evaluating and interpreting inner ear disorders
- Test takes 10 minutes
- Attractive per-test reimbursement
- Noninvasive test process—patients are seated throughout the entire test
- Test can be performed in most exam rooms by MA staff



"Balance Testing needs to be part of basic primary care... all physicians need to be monitoring and screening their patients for vestibular dysfunction so that we can take preventative measures to guard against falls"

- Johns Hopkins University Gazette

"The most common causes of falls include...unstable balance, dizziness, vision problems...Fortunately, most causes of falls and instability can be treated successfully, with improved mobility, and fall risk reduced."

- American Geriatrics Society

"An estimated 35 percent of U.S. adults age 40 and older have vestibular dysfunction (inner ear balance disorders), and those who do may have a higher risk of falling...70 percent higher among people with diabetes mellitus"

- Archives of Internal Medicine