

#### Characteristics

- · Dependent on amplification.
- Use amplification daily.
- Prior experience with hearing aids.
- Require high quality, dependable performance from hearing aids.
- May have strong preferences about how hearing aids should be set.











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#### The Super Power Patient

- New Super Power Users.
- Experienced Non-Linear Super Power Users.
- Experienced Linear Super Power Users.







#### **New Super Power Users**

- New hearing instrument user.
- Previous hearing instrument user, but new to super power.
- · Counseling and support.
- Fitting strategies may not be unique.



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# Experienced Non-Linear Super Power Users

- Have experience using digital technology.
- Less challenging because no "transition" time.
- Likely willing to try new technology.
- Patients will be extremely dependent on amplification.



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# Experienced Linear Super Power Users

- Presented with severe to profound hearing loss for many years, possibly since childhood.
- Extremely powerful, low-end BTEs with full shell earmolds and little to no venting.
- May have had multiple pairs of hearing aids or may have been wearing the same pair for many years.
- Familiar with the process and has received counseling over the years.
- Do not want to "get used" to new technology.
- Rarely swayed by claims of "new" or "best".



# Speech Understanding: Experienced Linear User

- Possibly patient was fit with whichever low-end technology was available.
- Brain has learned to add MEANING to distorted sounds.
- Patient becomes fully dependent on amplification.
- New hearing aids must provide distortion because it has meaning.

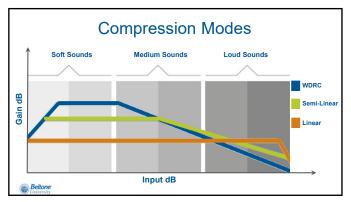
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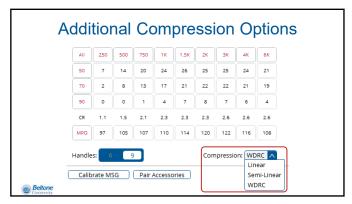


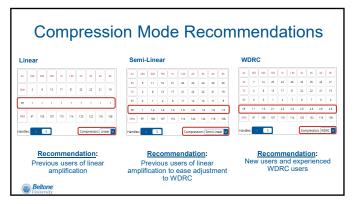
# Needs of the Experienced Linear User

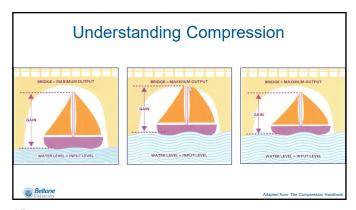
- Find the balance between new technology and why the patient is hesitant.
- Patient may request that new amplification "sounds like my old one".
- Distortion has MEANING!
- Reduced speech understanding; rejection of hearing aids.
- Trial, trial, trial.

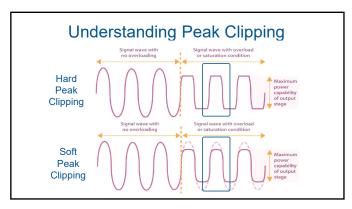
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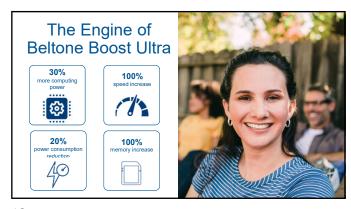


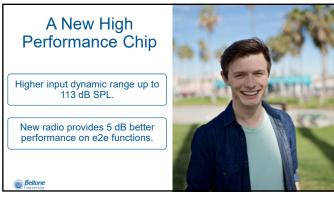






	Low Frequency Boost				
	Value	250 Hz	500 Hz	750 Hz	1K
	Off	0 dB	0 dB	0 dB	0 dB
	Mild	3 dB	6 dB	3 dB	1 dB
	Moderate	6 dB	9 dB	5 dB	2 dB
	Strong	9 dB	12 dB	8 dB	3 dB
Beltone University					



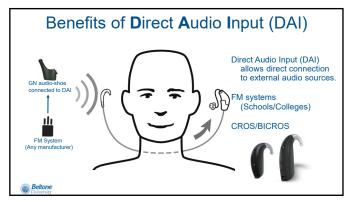












## **BiCross Options**

- · Create a DAI program in fitting software.
- Need to attach Boot to Boost Ultra hearing aid use offside mic for dead ear.
- Can be used with Beltone hardwired system.
- Can be used with other wireless BiCross systems.









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# Flexibility in Beltone Solus Max Beltone Solus Max

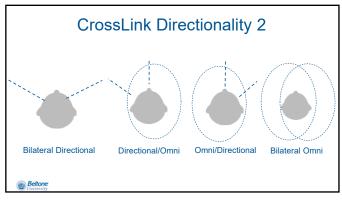
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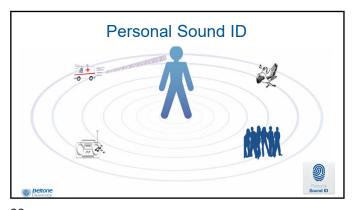
#### Beltone Boost Ultra: Beyond powerful

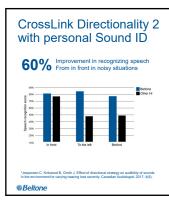
- Full surrond awareness
  - CrossCrossLink Dirctionality 2 with Personal Sound ID
- Comfort with high power output
  Feedback Eraser with Whistle Stop
  Low Frequency Boost
  Impulse Noise Reduction
- Sound frequency compression
  Sound Shifter
- Connectivity
  - Smartphone streamingWireless accessoriesTelecoil and DAI











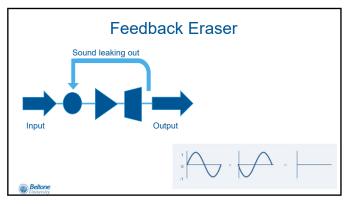


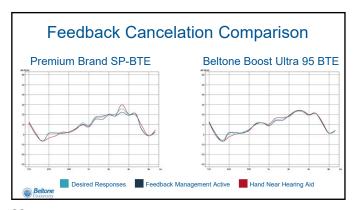


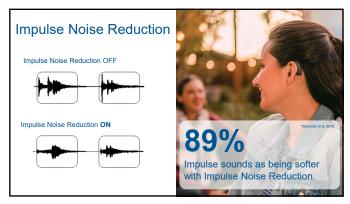
# Feedback Eraser with Whistle Stop

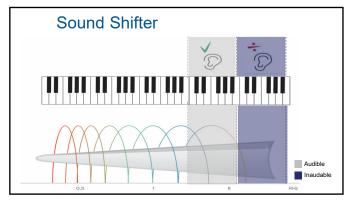
- Completely redesigned feedback cancellation.
- Maximum amount of usable stable gain.
- Prevents feedback in challenging situations without compromising amplification.

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### **Increased Connectivity**

- Almost half of the population with severe-to-profound hearing loss is younger than 65.
- Greater need to use communication devices, such as smartphones.
- Beltone Boost Ultra allows access to the complete Beltone ecosystem.











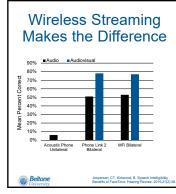
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## HearMax App

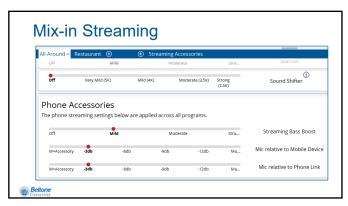
- Beltone Boost Ultra supports direct streaming from Apple and selected Android phones.
  - 9.5 KHz with Apple and 7.5Khz with Android devices
- The HearMax app adds flexibility at the patient's fingertips.
- Results in more confidence and listening comfort.

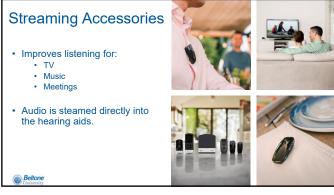














#### Beltone Boost Ultra Benefits

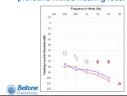
- New chip platform (Beltone Amaze)
- High input dynamic range
- Most stable power system on the market
- Broad fitting range (Up to 120dB HL)
- 140 (86 model) & 145 (95 model) dB SPL output
- IP 68 Rating
- Direct Apple and Android streaming
- · Wireless Connectivity
- · Telecoil and DAI functionality
- Customized hearing solution (HearMax App)
- Beltone Remote Care and Remote Care Live



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## **Meet Whitney**

- Female, 70 years old, retired teacher
- Experienced user, has been wearing hearing aids since her teens.
- Bilateral congenital severe-toprofound mixed hearing loss.





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# **Meet Whitney**

- Demands a hearing solution that provides speech understanding in very dynamic & noisy situations
- Needs connectivity solutions for phone calls, TV and tutoring.
- Currently wearing competitor's superpower hearing aids.



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## Need to Upgrade

- · Low spatial orientation.
- Hard to hear in noisy environments.
- Unable to identify where her husband
- Only able to understand her son in a noisy situations when directly in front.
- Hard to hear students that she tutors.
- Need help with phone calls.



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## Time for an Upgrade!

- Fit with Beltone Boost Ultra.
- Immediately had the feeling that sound was clearer and more
- Was able to locate where in the room her husband was standing.
- Was hearing better in noisy environments.
- Loved the connectivity and Remote Care.



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## Follow-up Visit

- Clear, vibrant sound quality with low listening effort
- In noisy environments speech was present all the time.
- I really feel more self confident and in control of the situation now.







