

Tips on how to introduce an IQoro® to a patient

Which instructions are best for you?

This document is designed to help you if you will need to introduce IQoro® training to a patient for the first time.

Other instruction documents available are the basic **"How to train with your IQoro®"** for an individual treating his or herself. If you are not sure that you have the right training action, then read **"I'm not sure I'm training properly"**. If patient's lips are weakened, for example by a stroke, they may need to reinforce them with their hand: see the document "How to train with your IQoro® using a jaw grip". If you think that your patient will need an assistant to help him, you should refer to **"How to assist someone training with IQoro®"**.

These instructions are also to be found in the manual that was in your IQoro® carton, and there are a helpful **videos** on our websites too.

1. Motivation and commitment

Motivation is an important part of any therapy. The patient will tell you of his or her symptoms: swallowing difficulties with liquids for example. Explore if other conditions are present in your patient - it is likely that he will not have realised that these could be interconnected. Training with IQoro® will address issues with swallowing, drooling, sleep apnoea, indistinct speech, snoring, poor facial expressiveness, Hiatus hernia, acid reflux, lump in the chest, etc. It will improve his commitment to training when it is explained that all these symptoms will be addressed at the same.

Which brings us to commitment. IQoro® is proven to work naturally and effectively, with great results – but only if used as directed. Your patient simply needs to commit to training three times per day, and for 30 seconds in each session. Without that commitment the treatment will not be optimal. Doing it right takes one and a half minutes per day, that's the extent of the commitment that you need.

2. Demonstrating the use of IQoro®

If you are going to demonstrate yourself how to train first, that's best done standing.

- Stand erect with good posture, explain that this is important and that, even when sitting, both feet must be placed evenly on the floor. Legs should never be crossed, even when training in bed. Show that your chin is at 90° to your neck.
- The aim is to pull against and move the lips, not to engage in a tug of war with the patient's jaws and teeth. So, relax your jaw, don't bite, breathe through your nose, and don't suck against your pulling action.
- IQoro® can be used with the handle angled upwards or downwards; this is optional. Show the appropriate grip depending on which way you angle the handle. The user manual, and the video on our website explain the grips.
- Focus on getting your lips properly sealed to allow a low-pressure effect in the mouth when you start exercising. It is this low-pressure that moves the tongue backwards and upwards against the soft palate. This, and the stimulation of

the sensory nerves in the lips, are probably the most important effects of IQoro®.

- Explain what you're going to do, then pull forwards steadily and forcefully and hold for ten seconds, then rest for three. You can show with your fingers that you are counting down the seconds. It's a good idea to let your IQoro® rest in your mouth between pulls, but to take your hand away to underline that you've stopped pulling.

Note: Moving the IQoro® gently against the lips during the short rest period increases the stimulation effect.

- A vital part of this therapy is that the tongue moves upwards and backwards and seals against the soft palate. When this happens, the tongue automatically forms a shape like a ski-jump and the tip of the tongue ends up down in the fleshy hollow behind and below the lower front teeth. If this doesn't happen position your tongue consciously first: try breathing in through the nose and then out through the mouth, that should position it correctly as described.

If appropriate, the patient can place his hand under your chin and feel the musculature moving indicating that you are training correctly. And you can do the same when he trains.

3. Other useful tips

- Three 10 second pulls may be a bit much for your patient in the beginning. If so, start with 5 second pulls and increase as you progress.
- Some patients can be extra-sensitive around the lips and oral cavity, if so wet the IQoro® first or use olive oil to smooth the process in the early days.
- Get your patient to be friends with his IQoro® gradually if necessary - just encouraging your patient to accept the IQoro® in his mouth for a few seconds might be a reasonable first goal, as even this will start the important afferent nerve stimulation process.

4. Encourage yourself!

You are doing a great thing in trying to help your patient!

There seems to be quite a lot to think about, but it really does come easily after a short while. The key things are to pull the sealed lips forward; and to get the tongue tip down.

Clenched teeth, sucking, or holding lips stiff and unmoving will not allow the training action that we want. If you are uncertain, read **"I'm not sure I'm training properly"**.

Don't expect to get all these points across at once, give yourself a pat on the back if you have got your patient started on the process. Refine it bit by bit.

Good luck! If you are unsure about **anything**, ask us!