

Customer Spotlight Q&A:

SMART Medical Training

Vince Montefusco, ECSI Instructor

Could you tell us about your organization and your role there?

I started SMART (Specialized Medical Aid Response Team) in 2010 as a 501 c 3 organization for training and emergency medical response for first aid standby events in Santa Barbara County, California. We provided many standbys within and outside of Santa Barbara and taught lay and professional responders, including for hospitals, government, schools, and businesses. We had a classroom set up in Santa Barbara at the county public health department. I also recertified EMTs and helped recertify EMTs at the local community college a couple times per year. About 7 years ago, I dropped the non-profit status and the company changed its name to "SMART Medical Training", its current name. SMART teaches ECSI (Emergency Care and Safety Institute), AHA (American Heart Association), and ARC (American Red Cross) courses based out of Florida today. I am also the Training Officer for Florida Hernando County Fire Corps.

What led you to considering ECSI for your emergency care training?

In a word, "flexibility." Unlike the AHA and ARC, ECSI allowed me to teach its courses based on the students. It wasn't "One Size Fits All" training. Some of the businesses that I teach use all sorts of heavy equipment and machinery, while for others, they sit behind a desk.

As an ECSI instructor for over 10 years, what changes stand out to you?

Consistency and simplicity of the course material. Your First Aid student workbook options are far superior to AHA and light years ahead of ARC.

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PRODUCTS USED

- Various Emergency Care and Safety Institute (ECSI) training products
- *Emergency Medical Responder, Seventh Edition*

Key Benefits

- ✓ Felt the ECSI products are more flexible and offer superior student workbook options compared to American Heart Association and American Red Cross.
- ✓ Received positive feedback from students on the structure and readability of ECSI training books.

What led you to considering Emergency Medical Responder, Seventh Edition (EMR 7e) over other EMR training solutions?

This was an easy one. I put together the course curriculum based on the EMR 7e book. I wasn't sure if it would fly, but I went ahead and spent months putting together the course program based on the Florida Bureau of Emergency Medical Oversight's requirements. When I submitted my paper, along with your student workbook and ECSIs credentials, the Florida State EMS Oversight medical coordinator approved my application as a state certified EMR instructor. Then, and surprisingly, the coordinator contacted NREMT and set me up as a NREMT EMR program director.

California to Florida is a big move. How does teaching on the West Coast differ from teaching on the East Coast?

On the West coast, I was set up with the Santa Barbara EMS and Board of Health (same building) and taught for the Santa Barbara County Medical Reserve Corps as their in-house trainer. I taught lay responder members to EMS and healthcare professionals. I truly enjoyed those days. Since moving to Florida four years ago, I have served as the Florida Hernando County Fire Corpss Training Officer and have had the pleasure of instructing the members life-saving care programs including performance procedures for hands-only CPR as well as basic and advanced CPR/AED courses.

What kind of successes have you seen working with ECSI and/or EMR 7e in your program (i.e. pass rates, positive comments from students, etc)?

I can tell you every student I have taught under ECSI speaks positively of it. Students love the custom classes, and they absolutely love the student workbooks. I get nothing but positive comments on the books!

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What's your biggest training/ educational challenge?

The after effects of COVID-19 have hampered my ability to teach full-time. As soon as the lockdown happened in the USA, I immediately lost ALL of my scheduled classes, and for two years, I had a total of 5 classes. Last December, I got COVID for 3 months and was deadly sick. Since then, I suffer from the after effects and hope to be up and running soon (it's a waiting game). I lost all taste and smell, extreme fatigue, difficulty sleeping, aches and pains come and go, and worse of all, brain fog.

Who do you work with at ECSI/ PSG and how are things going?

Jennifer Troup. She has been so supportive of my endeavors, and she's always there when I need assistance. I've also worked with Hope Gottlieb for many years. I can't say enough how supportive ECSI has been. They're always there when I need assistance!

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