WHAT DETERMINES A “GOOD” CUSHION AND HOW DO WE CHOOSE FOR EACH CLIENT?

BRENNLEE MOGUL-ROTMAN
Toward Independence

ANDY WOODCOCK
Roho

Too often prescribers and providers who recommend seating and positioning products do not fully understand the reason(s) behind the design and the specific characteristics of good seating product options. Prescribers sometimes rely on generalized assumptions, sales and marketing spin, and historical effectiveness for their justification regarding choosing one product over another. Often the choice of product or features of a product are left to the vendor to provide out of a list of what they might have in stock or what they have used in the past.

It is paramount that prescribers understand the client presentation, client goals and needs, type of condition and whether the client will change over time. As well as understanding the client, the clinician must be able to determine generic features that are required of a seating product to meet all client needs, now and in the long term. The vendor can assist in problem solving and providing possible product solutions that must then be evaluated with the client. The product that meets the most needs and that will continue to meet needs for the longer term is the product that should be prescribed and provided.

Research and ROHO Relevance References


Speaker Bio:

**Brenlee Mogul-Rotman** is an occupational therapist who owns a private practice in the Toronto area. She is a well-known presenter and clinician.

**Andy Woodcock** is the Canadian National Sales Manager for ROHO and is well known for his industry experience and expertise.