

# Nolaro24 (Feat. Vendor) | Haden Boliek, Kjirsti Myles, Roberta Nole, and Dr. Louis DeCaro

## 6.5.2015 | The Working Therapist Podcast

- I. Intro
  - a. Welcome
    - i. Haden introduces herself
      1. “Welcome to The Working Therapist podcast, I’m Haden Boliek, your host...”
    - ii. Haden thanks the listener for joining her today
  - b. Introduction of guests
    - i. We are very excited to have both Roberta Nole and Dr. Louis DeCaro joining us today
      1. Both Dr. DeCaro and Roberta are invited lecturers/speakers for many national and international podiatric, PT, Pedorthic and other scientific meetings
        - a. Dr. DeCaro will be speaking June 11-14 at the British Columbia Podiatric Medical Association Annual Conference
        - b. Both Roberta and Dr. DeCaro will be speaking at the American Podiatric Medical Association's 2015 Annual Scientific Meeting in Orlando in July
    - ii. Roberta Nole
      1. Haden asks Roberta “Tell me how you as a PT came to specialize in feet?”
        - a. Started in PT and sports medicine
        - b. Came to start a custom orthotics lab
          - i. This led to her patent
    - iii. Dr. Louis DeCaro
      1. Haden asks Louis (Dr. DeCaro) to share share a little bit about himself and his practice
        - a. Share about experiences as a DPM
        - b. DeCaro Total Foot Care Center
        - c. Surgical associations
          - i. Franklin Medical Center
          - ii. Holyoke Medical Center
        - d. President of The American College Of Foot and Ankle Pediatrics
          - i. What the organization is about – purpose / mission
          - ii. How PT’s can join as affiliates
            1. ACFAP’s purpose / mission
    - iv. Kjirsti Myles
      1. Kjirsti introduces herself

a. Name, discipline, title

c. Publications

i. Haden points out that both Roberta and Dr. DeCaro are also published authors

1. Haden poses question to Dr. DeCaro, “Louis, you recently published an article with in *Pregnancy and Newborn Magazine* title ‘Best Foot Forward’, correct? Can you tell us a little about that article”

a. Louis gives an overview of ‘Best Foot Forward’

b. Louis also shares briefly about other articles he has written

i. PDF copies are available on Nolaro24’s website

1. Haden comments that the link will be provided in the show notes on

[www.theworkingtherapist.com](http://www.theworkingtherapist.com)

2. Haden comments that Roberta is also a published author and states “Roberta, I understand that you are currently authoring a series of articles for *Current Pedorthics Magazine* on functional foot typing. Can you share about this series?”

a. Roberta shares about the series of articles and most recent article

b. Roberta discusses the benefits of the most recent article for PT’s

i. Haden comments that the link will be provided in the show notes on [www.theworkingtherapist.com](http://www.theworkingtherapist.com)

d. Haden thanks all guests for joining her today

i. Excited about being able to record together today

II. Introduction of Topic

a. Haden discusses the importance of good equipment in pediatric therapy

i. We like to feature products that we are using in therapy that are helping our little people grow more, do more, and be more so you, the listener, can learn about these and have the same results with your patients

b. Why we like QUADRASTEPS and LittleSteps

i. Quality, adaptability, and affordability

III. How we learned of the product

a. Kjirsti explains how we learned of the LittleSteps and QUADRASTEPS

i. Held an event in the Spring of last year with Pat Pande called FootCentric

1. Kjirsti shares story of reaching out to Nolaro24 about a gait plate for her son

a. Reached out to them personally, saw improvements, and wanted others to we treat to have the same success

- b. We reached out and set up a video conference call with Haden, myself, Roberta, and Bert, LittleSteps account manager, and got further connected from there

#### IV. History of the company

- a. So we commonly refer to you guys as the LittleSteps and QUADRASTEPS people, but the company name is Nolaro24
  - i. Haden asks Louis how he met Roberta became partners to start Nolaro24?
    - 1. Louis shares story of how he and Roberta met
    - ii. Haden asks Roberta when Nolaro24 started and where?
  - b. Roberta and Louis share any additional anecdotal stories about starting the company / history of the company

#### V. Concept

- a. So, Roberta, the concept behind the LittleSteps and QUADRASTEPS is based on your foot typing methodology that identifies 24 different foot types
  - i. How did this methodology come about?
  - ii. How does it work?
    - 1. 6 Major categories
    - 2. 4 sub-groups

#### VI. Products

- a. So Nolaro24 has 2 different product lines - QUADRASTEPS and LittleSteps
  - i. QUADRASTEPSYSTEM
    - 1. QUADRASTEPS came first, correct?
      - a. What type of patients usually benefit from the QUADRASTEPSYSTEM
        - i. Ages
        - ii. Diagnoses / ailments
      - b. Where did the name come from?
        - i. 6 quads of foot types
      - c. Where did you first start using these products?
        - i. Your own practice?
        - ii. How many practices are using them now?
      - d. What makes the QUADRASTEPSYSTEM products different from other orthotic systems?
        - i. How long does it take for a patient to be assessed for a QUADRASTEPEP orthotic?
        - ii. How long does it take for a practitioner to learn QUADRASTEPSYSTEM
          - 1. Roberta highlights the foot typing app that is available as a tool for practitioners
            - a. Free
            - b. Available for download on their website

- i. Haden comments that the link will be provided in the show notes on [www.theworkingtherapist.com](http://www.theworkingtherapist.com)

- ii. LittleSteps

- 1. What is the LittleSteps system?
  - a. Who is it for?
    - i. What ages / sizes?
    - ii. What typical diagnoses / ailments does it treat?
- 2. When did you introduce the LittleSteps line?
- 3. How did its development come about?
  - a. What was the inspiration behind it?
    - i. Roberta and Louis can speak about the importance of early intervention
- 4. How do LittleSteps differ from the QUADRASTEPSYSTEM?
  - a. How is it similar

- VII. Use at private practice

- a. Haden & Kjirsti discuss how we are using the QUADRASTEPS & LittleSteps at Pediatric Developmental Therapy
  - i. Recent QUADRASTEPP trainings and fittings for our employees
  - ii. LittleSteps at all 3 of our clinics
- b. Louis provides insight into how he is using them w/n his practice
- c. Roberta can share some of her favorite testimonials about the use of QUADRASTAPS and LittleSteps

- VIII. Wrap Up

- a. Haden thanks Roberta and Dr. DeCaro for joining her
  - i. Haden asks Roberta how listeners can contact them if they are interested in purchasing and/or distributing these Nolaro24 products
    - 1. Roberta can highlight the referral program for LittleSteps orthotics
      - a. Give instructions on how PT's can obtain a referral code
    - 2. Roberta gives insight on how to contact them in regards to distributing QUADRASTEPS
- b. Roberta and Louis give last thoughts / closing remarks
- c. Haden thanks the listener for their time
  - i. "I'll catch you next time on another episode of The Working Therapist podcast."