



## Reflex Protect Frequently Asked Training Questions

*What is the difference between 2.5 oz and 5 oz Presidia Gel product and the old, branded product?*

Since rebranding, we have reduced the price on surplus “Healthcare” labeled 5 oz Presidia CS Gel units. The only difference between the discounted product, and what we currently offer schools, is the label.

*What does the \$5,500 training cover? Is it just the 60-90 minute Reflex Protect training?*

The \$5,500 training is six hours including an hour lunch break, often taught from 10:00 to 4:00, but times are flexible. It includes the active shooter response training combined with the 60 minute Reflex Protect training.

Topics covered in Training:

- Active shooter response triangle (Escape/Deny/Defend)
- Gun disarms
- Barricading techniques
- Dealing with knife attacks
- Ambush techniques
- Working as a team
- Stop the bleeding
- Understanding the differences between cover and concealment
- Disaster response psychology
- Combat breathing
- How to develop a survivor’s mindset
- What Reflex Protect is
- When to use Reflex Protect
- How to use Reflex Protect with actual spraying of inert training units.

Reflex Protect training, when combined with policies, will reduce liability for the organization/district, provide peace of mind to front line personnel, administration, and stake-holders, and is favorably viewed by insurance providers as risk reduction plan.

*Is your Escape Deny Defend training an additional cost, or is that part of the \$5,500 cost?*

The Escape Deny Defend training is the model used in the full \$5,500 six hour training.

*Is your “Escape Deny Defend” training aligned with “Run, Lock, Fight” training provided by law enforcement? Has your “Escape Deny Defend” training been “vetted” by law enforcement?*



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The Escape Deny Defend model is a variation of Run Lock Fight, just as Run Lock Fight is a variation of Run Hide Fight. The model was created by our resident expert, Alain Burrese, author of "Survive A Shooting," after teaching the Run Lock Fight model for years. The Escape Deny Defend Triangle provides a more encompassing and accurate response plan than the linear Run Hide Fight and Run Lock Fight models. While all three models teach similar and identical concepts, we feel the Escape Deny Defend Triangle model better instills the different responses to active threat situations. Law Enforcement have endorsed the book "Survive A Shooting" as the best book on the topic, and have also endorsed the course.

*The description you provided says that Reflex Protect training is good for two years. How are staff recertified after the two year period? What is the cost for that? What about new staff who join after the whole group training? How are those staff trained?*

During the live training, you can designate an in-house trainer that Reflex Protect trainers will work with to ensure that they can then teach staff the Reflex Protect portion of the training in the future, both for recertifying staff, or for new staff. Additional online resources will be provided to your in-house trainer to assist with this. Alternatively, some institutions believe in the benefit of annual training, or training every two years, to be conducted live and therefore budget accordingly for the annual/bi-annual live training. (Currently, the Active Shooter/Threat Response, or Escape Deny Defend, training is only available as a live training.)

*What is the shelf life of the product? How often do we have to buy (replace the product)? How do we dispose of the expired product?*

We warranty the live units for 4 years (other defense sprays vary, anywhere from a 2 to 6 year shelf life), and recommend they be replaced after then. Anyone looking to dispose of expired cans can send them back to us, or we can provide detailed instructions how to properly release pressure, neutralize the Presidia Gel, and dispose of the empty units.

*How does the dock unit work? Are they installed on walls (like fire extinguishers)? How easy is it to access the product in emergencies (for staff)? Are there concerns about too-easy access for students?*

The dock is designed to keep the live unit handy if needed, but out of sight. It can be placed under a desk, in a cabinet, or in a desk drawer. Basically any place that does not require fine motor skills to acquire it in a tense situation. Keeping in mind that 99.9% percent of kids are good kids, schools have found that consequences, both school infractions and potential criminal charges, have kept kids away from Reflex Protect. Worst case scenario, Reflex Protect is non-lethal, will have no long term effects, and comes with an antidote that will reverse the effects in minutes should a student use it maliciously. Currently most schools employ improvised methods, such as baseball bats, which could obviously cause long term damage or worse, and could be a liability should a student have access to it (particularly when an item is



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placed in a room with the intent of being used outside of its intended purpose as a self defense weapon).