

COURSE DESCRIPTIONS

2024 Triple Crown: Education, Certification, Legislation

Taking the Complication Out of Compensation

Bob Alexander

Course Length: 1 hour

Course Type: Technical Level III

Description: In this course, you will learn why a spectacle lens' effective power isn't necessarily what was written on the prescription. Today's lens technology compensates the prescription so that what the patient views through their new lenses equal what was determined in the refraction. Upon completing this course, you will understand why the compensation is done, how proper fitting procedures effect the final compensation and how to properly explain prescription compensation benefits to your patients.

Progressive Lens Fitting Techniques

Bob Alexander

Course Length: 1 hour

Course Type: Technical Level III

Description: In this course, you will learn why matching the progressive lens design is imperative to wearer success, how proper adjustment prior to obtaining fitting measurements will increase success rate, and how adjustments made during the troubleshooting process may negatively affect visual comfort.

Uncommon & Complicated Case Reports in Trouble Shooting

Bob Alexander

Course Length: 1 hour

Course Type: Technical Level III

Description: Discussing actual troubleshooting case reports, learners will be exposed to the subjective chief complaint of the patient, how open-ended questions were formulated to uncover the objective complaint from the patient, the formulation of an accurate assessment and then prepare a mutually accepted plan of action for multiple spectacle trouble conditions including, but not limited to:

- Utilizing correct spectacle lens design
- Compare and contrast viewing distance and working distance for occupational lens designs
- Designing spectacle lenses for specific visual needs
- Spectacle lens over contact lens combinations in each situation
- Proper spectacle assembly
- Cases brought up for discussion by learners

ASK, SHARE, LEARN - Optical Round-Table

Jackie O'Keefe and Bob Alexander

2 Hours including Round Table Discussions

Technical Level 2

Description: There are days when we as eyecare professionals wish we had a room full of experts to help us during our day. Whether the assistance you desire is help with patient objections, time management, optical concepts and a plethora of other topics, we are here to help you. The goal of this interactive course is to allow the attendees to direct the discussion and present what is most challenging in their own practices and to share their success stories. Attendees can text their questions, write them on paper

provided or simply raise their hands. This interactive course has been well received. The panel will be available to answer any questions that arise.

Light Management - A need for ocular solutions

Jackie O'Keefe

Course Length: 1 hour

Description: In our industry, we focus a lot on vision correction. However, when we speak about vision – we must go beyond correction. There is a universal need – to bring light under control – that gives you the opportunity to offer light management to your patients.

We are going to explore light, and new light management technologies that will enable you to better serve your patients' needs beyond correction.

Meet All Generations

Jackie O'Keefe

Technical Level 1

Course Length: 1 hour

Fit For All Generations

DESCRIPTION: The relationship between light and vision changes throughout life—as children, as working adults, and as we age. As eye health needs change one need is constant: light protection. Understanding the complicated relationship between light and vision throughout life, and how patients define good vision, can reveal new ways to bring forward product recommendations that are even more relevant patients.

THE ELDERLY... Dispensing Tips To Practice By

Jackie O'Keefe

Course Length: 1 hour

Description: When assisting the elderly, ECPs can do a lot to help enhance their visual experience and improve the quality of life by providing optical solutions to their subjective complaints. The process begins by understanding the milestones and trip stone these patients have endured over time. And a little empathy goes a long way. This course also examines the top eye disorders the aging eye experiences and what we can offer to ease their visual discomfort.

Trial Frame-Your New Best Friend

Jenny Webb

1 Hour-Technical

Hands-On Workshop

Description: Would you like to become more of an asset to your team, keep paying patients in the exam chair, and keep those troubleshooting patients out of the doctor's exam chair?

Learn how to troubleshoot with confidence. This course will teach you how to utilize a trial frameset and Rx flippers...you know, that dusty box with all the lenses! This is by far the best and one of the most underutilized tools in the office. How often has a patient been back in the doctor's chair, just to find out it was a seg height issue, a P.D. issue, or a lens material or design issue...not the RX? Knowing how to use a trial frame set to help troubleshoot will win over patients and save your practice money!

Prism

Randy Smith

Course level: Basic to Intermediate.

Course Length: 1 hour

Description: The participant will learn prism is not to be feared. The one-hour course is designed provide a better understanding of prisms and prismatic Prism as a diagnostic part of a complete eye health examine will be presented along with, prescribed prism, prism denotation, unwanted prism, and the visual effects of prism will be covered

Mirrors

Randy Smith

Course Level: Advanced ABO and NCLE

Course Length: 1 hour

Description: Through the use of computer slides and handouts the course will examine plane, concave, and convex mirrors. Object/Image relationships will be covered and practical applications.

Ocular Dissection

Dr.Aarlan Aceto

Hands-on Workshop

Course Length: 2 hours

Description: This workshop is a hands-on dissection that will use real preserved Cow's eyes to help the attendee better understand the inner workings of the eye. A cow eye is a good specimen to compare to a human eye as many structures are fairly similar, and

it's large size allows for better examination. Attendees will explore the external and internal structures of the cow eye to better understand the principles of how the human eye anatomy contributes to vision.

Please note that this lab contains actual preserved specimens and we will be using sharp objects, such as scissors, scalpels and other instruments normally used for dissection purposes. Any attendee to this workshop must be aware of the nature of the lab, and observe ALL safety protocols at all times to keep themselves and fellow attendees safe. Any attendee that exhibits behavior that is deemed unsafe by the instructor may be asked to leave the workshop.

Fundamentals of Accommodation & Convergence-

Pete Hanlin

Course Length: 1 hour

Description: As many as 1 out of 3 patients have a characteristic that can make adapting to a progressive (or any form of near correction) more difficult. Fortunately the visual systems of most patients adjust, but some patients may not. This course discusses the function of our accommodation and convergence systems, how they are related, and how they are impacted by correction of presbyopia.

Welcoming Patients to Presbyopia-

Pete Hanlin

Course Length: 1 hour

Description: We are currently welcoming a new generation (Millennials) to presbyopia. This course discusses research which has revealed fundamental misunderstandings patients have regarding presbyopia, as well as the differences in how this new generation perceives solutions to presbyopia.

Creating Perceived Value-

Pete Hanlin

Course Length: 1 hour

Description: There are five components of how consumers (including eyecare consumers) assess the value- or worth- of products and services, and the least important is price (no, really- think of how rarely you yourself purchase the cheapest version of the products you buy). This course provides descriptions and actionable steps practitioners can take to differentiate on the other four (quality, service, level of need, and convenience) to diminish the impact of price in consumers' minds. Consider this- Disney is perhaps the most expensive place you can go for a family vacation- yet 70% of consumers who visit Disney make a repeat visit! Obviously, consumers are willing to pay for things they value.

Psychological Safety in the Workplace-

Pete Hanlin

Course Length: 1 hour

Description: The US is currently in a period that has been called the "Great Resignation." Employees are resigning from even well-paying jobs... especially in the healthcare industry. This course discusses the concept of psychological safety, it's components, and- most importantly- how a psychologically safe work environment can reduce absenteeism and resignations and increase productivity.

Advanced Lensometry

Jeff Brady

Course Length: 2 hours

Description: Understand with a high level of proficiency difficult prescriptions, verify prescriptions with prism, bicentric grind (slab-off) and understand equi-thinning as applied to both progressive and bifocal lenses.

Troubleshooting Checklist:

Jenny Webb

Course Length: 1 hour

Description: Pull up the patient's chart.

Pull lab order

Check current glasses in on the lensometer, and confirm they were made correctly, RX, Seg Ht,

OC Ht, lens material, and lens design.

Sit down with the patient and allow them to explain. Sometimes, they just want to be heard.

Take the time.

Look at old Rx vs. New Rx

Was there a large change?

Do they have health issues ie. cataracts, or diabetes, that may cause changes?

What is the expected best-corrected acuity? Should they be seeing 20/20?

Dot up lenses and place the progressive mask on; if progressive, OC Ht. for SV.

Confirm measurements. *Note: Sometimes, patients like old measurements. Do they wear their

progressive lower? Higher? Are measurements from "old" to "new" similar?

Is it an adjustment you can make?

Does the new frame fit/sit as close to the old frame as possible?

Base Curve?

Trial Frame new Rx.

Distance

Near (if multi-focal)

If necessary: Dr. Re-check.

Foundation of Opticianry: Building Patient Relationships for Life!

Jennifer Block

Course Length: 1 hour

Description: This course provides the foundation of communication for building confident and comfortable patient relations beginning with the Right Mindset, learning to adapt one's social style, and the fundamentals of Professionalism as an Optician.

The Formula to Accuracy

Jennifer Block

Course Length: 1 hour

Description: From the interpretation of the eyeglass prescription, selecting the lenses & frame, measurements, to delivering the final product. Getting it right the first time for patient retention, practice growth, and increasing revenue.