Experience EXPO With Us!

- Main Stage Exhibit Hall Booth F11084
 Our Main Stage sessions feature free, promotional content for all attendees.
- Vision Series Thursday 9/18, Friday 9/19 and Saturday 9/20 Grab a bite to eat and continue learning over Breakfast 8:30-9:30am or Lunch 12:00-1:00pml* Listen to industry leaders as they address the latest clinical innovations in a relaxed and collaborative environment.

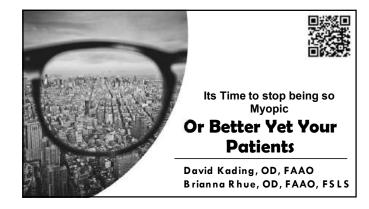
 $*Open \ to \ Optometrists \ only. \ Not \ for \ Credit. \ Meals \ offered \ on \ first-come, first-serve \ basis \ to \ pre-registered \ attendees.$

• Exhibit Hall Hours Conferee Cafe - Exhibit Hall - Booth P19087

Thursday, Sept 18 b 9:30am - 6:00pm Fducation Lounge - Level 1 - Conference Area

Saturday, Sept 20 9:30am - 3:00pm Conferee Happy Hour Thur, Sept 18 4:30 - 5:30pm

vision expo



Financial Disclosures

- Co-Founder Dr. Contact Lens
- Co-Founder TechifEYE
- MAB- OSRX Pharmacy
- · Principal Investigator- STAAR Study
- Medical Advisory Board- Visus
- Speaker Bureau- Bausch & Lomb Specialty Vision Products
- Speaker Bureau- Coopervision
- PAC- Johnson & Johnson
- · Advisory Board- Ocumetra

All relevant relationships have been mitigated.

Are you practicing myopia management?

- A. Yes-I am all the way in
- B. No-
- C. Dabbling-
- D. I want to learn more



The trick to forgetting the big picture is to look at everything close-up

Chuck Palahniuk

Goals

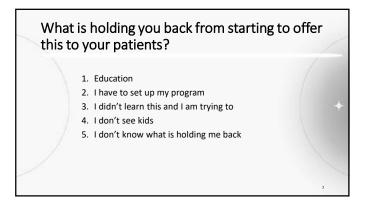
Understand the treatment options available and what is coming

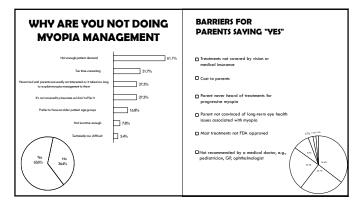
How to stand up your clinic for success

Which treatment to choose in which case

Build your confidence

Start talking about it with your patients





Myopia Belief Busting

- 1. Myopia is just a refractive error
- 2. That kids can't get off devices
- 3. Be careful and not treat is safe
- 4. Atropine is bad
- 5. Myopia spectacles are going to save myopia
- 6. Kids can't wear contacts
- 7. Ortho k is hard or bad
- 8. Genetics can't be stopped
- $9. \ \, \text{This is hard to implement}$
- 10. Parents won't pay for this treatment

A goal not written down is just a wish Commit that Myopia IS a disease Treat your patients how we would treat our own kids Have patience for your patient's and listen This is about passion and your team getting behind you for success There is no cookbook approach... yet

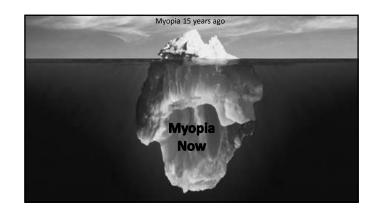
Vision & Mission Vision: Provides a context within which people at all levels can make decisions Mission: Individual mountains you are focusing on in your business Core Values: How to hire, train and stay on track Turning Your Business into an Endaring Great Company Turning Your Business into an Endaring Company Turning Your Business into an Endarin



Plant Seeds





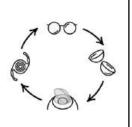


Looking at Myopia Differently

Our greatest challenge around Myopia is not our treatments, but the refusal to call it a disease

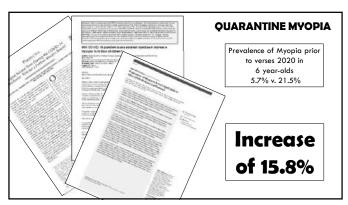
Lifecycle of Myopia

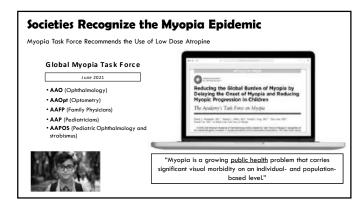
- Pediatrician
- First pair of glasses
- Fitted with contacts (if right for the child)
- Interested in Refractive Surgery
 - LASIK (SMILE)
 - PRK
 - ICL
- Refractive Cataract Surgery
- Retinal specialist



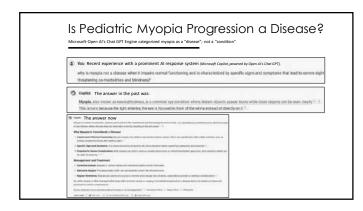




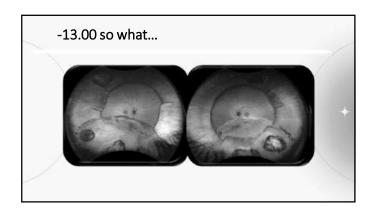


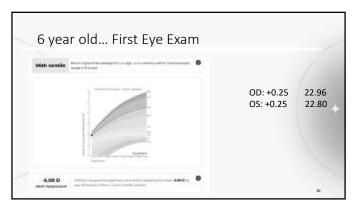


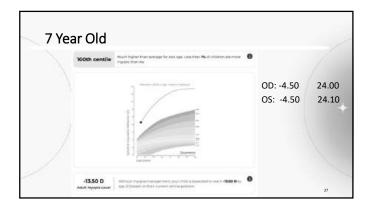


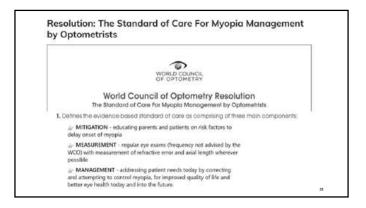














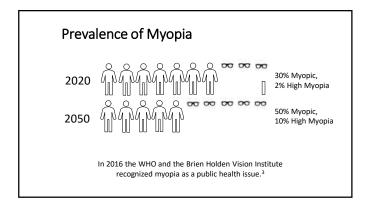


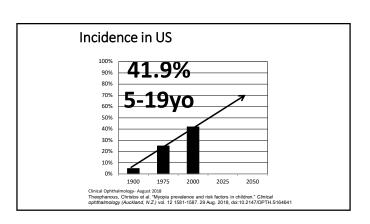




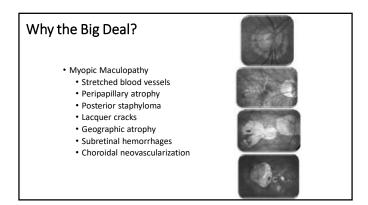


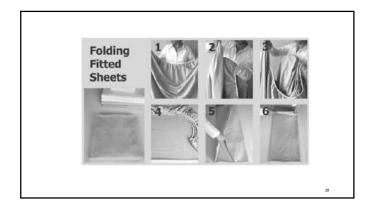


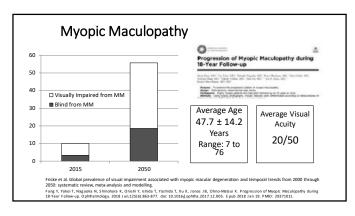


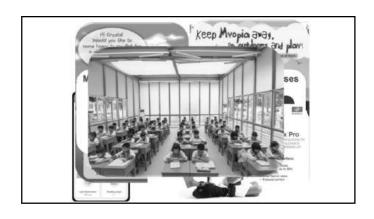














What are you using for treatment?

- A. Educating
- B. Atropine
- C. Ortho-k
- D. Dual Focus Lense
- E. All of the above
- F. I want to learn more

Standing Up Your Myopia Management Practice Education Program Equipment **Parent Questions**

The Game Plan

- 1. Commit
- 2. Kids
- 3. Analyze your practice
- 4. Educate yourself
- 5. Build your program-
- 6. Team training
- 7. Invest in equipment
- 8. The Myopic Exam
- 9. Select the Treatment
- 10. Elevator Pitch



Goal

Keep myopia below -3.00 and Axial length below 26mm



Myopia Treatments Terms

- Myopia Correction: traditional approach to prescribing SV correction for refractive error
- Myopia Control: Treatment modalities/intervention (optical or pharmaceutical)with proven efficacy aimed at slowing myopia progression
- Myopia Management: employment of a broad range of strategies aimed at slowing progression AND addressing overall impact on visual health and quality of life. Includes behavioral and environmental modifications



Myopia Control vs Myopia Management

Myopia Control

- Slows the progression of myopia in age-appropriate children
 - MiSight

Myopia Management

- Refers to the decision to implement a strategy to slow down the progression of myopia in a child

 Low-dose atropine
- Ortho-k
- Soft multi-focals
- Spectacles

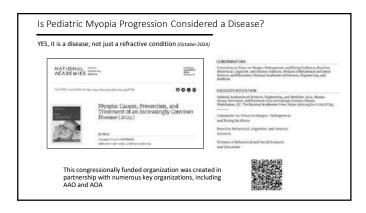


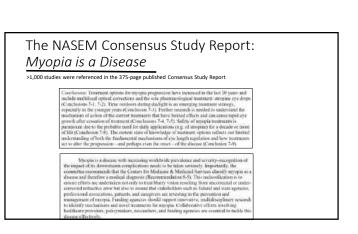
Single Vision Glasses & Contacts • Single vision glasses & contacts have NO effect on slowing progression • 80% of practitioners acknowledged this • 64% of myopic children around the world are treated with a single vision option James Wolffsohn: Global trends in myopia management attitudes and strategies in clinical practice – 2019 Update

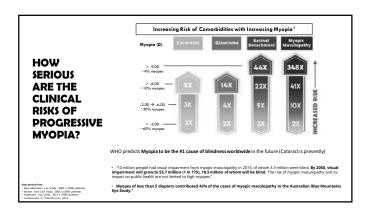
Rethink "Refractive error"

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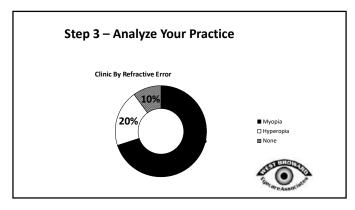




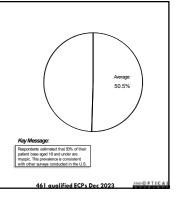


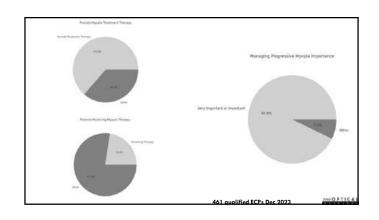


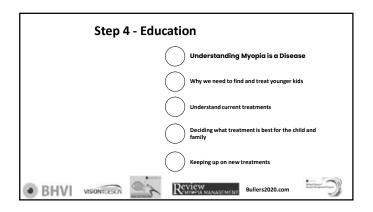


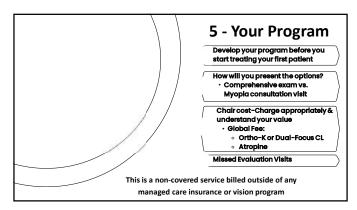


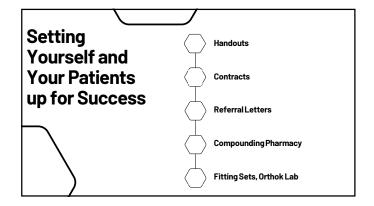
WHAT
PERCENTAGE OF
YOUR PATIENTS
AGE 18 AND UNDER
WOULD YOU
ESTIMATE ARE
MYOPIC?





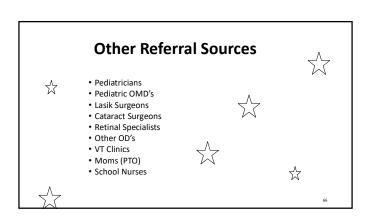


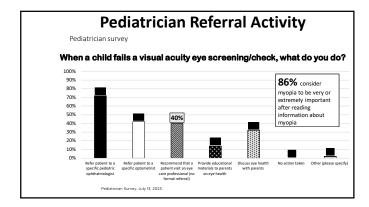


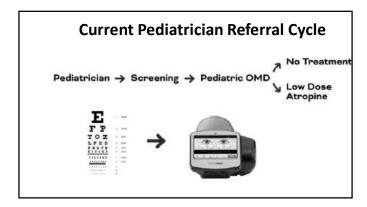


Who is going to be your main referral source?









New Suggested Referral Cycle

Letters Back to the Pediatrician

- Once you do have a patient referral ensure you send a nice treatment plan letter back.
- · Patient feedback loop



Lasik Surgeons

- · Avoid complications of high myopia
- Less corneal tissue removal
- Safer procedure
- Overall better experience and better visual outcomes



Cataract Surgeons

Myopia	Odds of NS	Odds of PSC
-0.50D to -1.99D	2.25	1.59
-2.00D to -3.99D	3.65	3.22
-4.00D to -5.99D	4.54	5.36
-6.00D & up	3.61	12.34



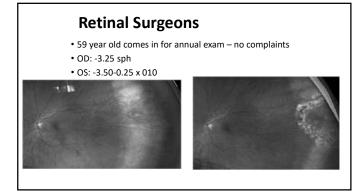
No association found between Myopia & cortical opacities.

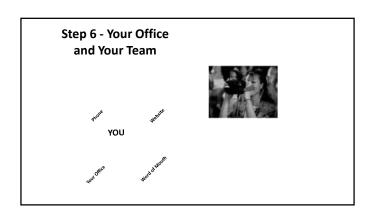
Chang, et al. The Association between Myopia and Various Subtypes of Lens Opacity, American Academy of Ophthalmology 2005, 112, 8: 1395-1401

72

WM[NJ1 Mention of slowing progression not allowed in US. Can we get a version that removes "designed to slow progression myopia (nearsightedness). The rest of the letter will be fine!

Waugh, Michelle [VISAU Non-J&J], 2023-08-01T04:09:14.423





Do you have an OCT?

A. Yes

B. No

C. Plan on getting one in the next few months

75

Do you have an axial length device?

A. Yes

B. No

C. Plan on getting one soon

D. Don't really see the value yet

Do you have a topographer?

A. Yes

B. No

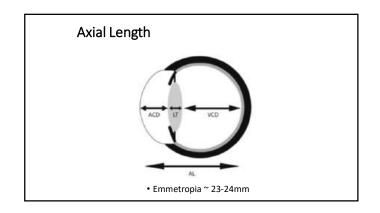
C. Plan on getting one

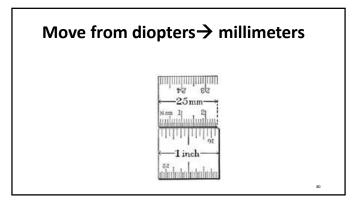
D. Don't see the value yet

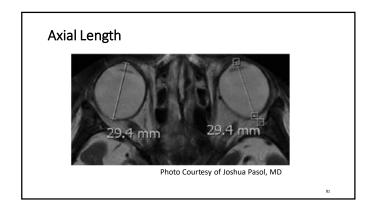
Step 7 - Equipment

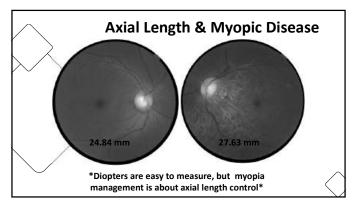
Topographer Length
Device

Photo Courtesy Joshua Pasol, MD

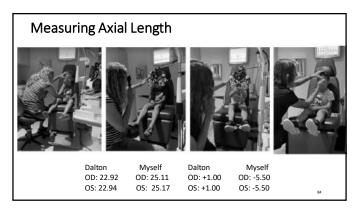












Axial Length Norms*

Age	Girls	Boys	European	Chinese
6- 7 yo	22.75 mm	23.05 mm	22.33 mm	22.77 mm
8-9 yo	23.29 mm	23.65 mm	23.05 mm	24.02 mm
10-11 yo	23.76 mm	24.09 mm	-	-
12-14 yo	23.80 mm	24.25 mm	23.40 mm	24.69 mm

*Caution must be taken when applying this data clinically, as many confounding factors affect these norms, including but not limited to, gender and racial background.

Fuensanta A. Vera-Diaz, OD, PhD, FAAO. The Importance of Measuring Axial Length. Review of Myopia Management. August 9, 2020 https://reviewofmm.com/the-importance-of-measuring-axial-length-when-managing-childhood-myopia/

Axial Length & Refractive Error

Refractive Error		Axial Length	
OD	-4.75-0.75x010	23.91	
OS	-5.00-0.75x180	24.11	

Refractive Error		Axial Length
OD	-5.50-0.50x180	27.28
OS	-5.50-0.50x165	27.24

*Refractive error does not correlate with axial length

Risk of Visual Impairment by Age 75

Refraction and Axial Length

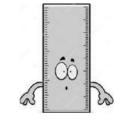


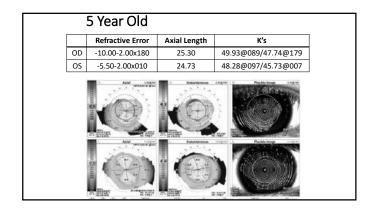
• The earlier the onset the higher chance for high Clua SY, Sabanayagam C, Cheung YB, Chia A, Valenzuela RK, Tan D, Wong TY, Cheng CY, Saw SM. Age of onset of myopia predicts risk of high myopia in later childhood in myopic Singapore children. Ophthalmic Physiol Opt. 2016

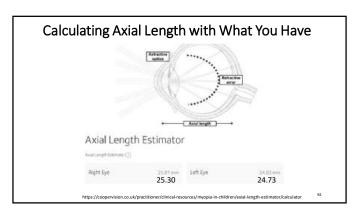
Axial vs Refractive

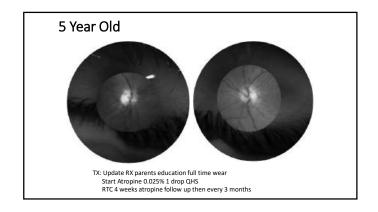
- 5 Year old- Parents worried about retina and wanted second opinion on what to do
 - Current Spectacle:
 - OD: -8.00-0.75x164 20/100
 - OS: -5.00-1.75x178 20/60
 - Refraction: • OD: -10.00-2.00x180 20/60-
 - OS: -5.50-2.00x010 20/50
 - Cyclo: • OD: -10.00-2.00x180

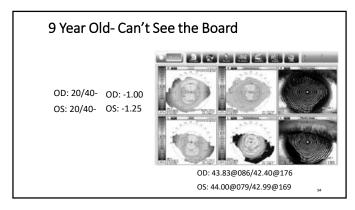


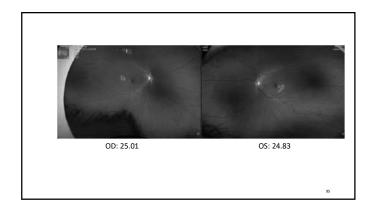


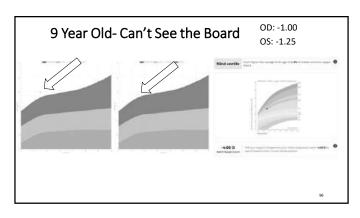


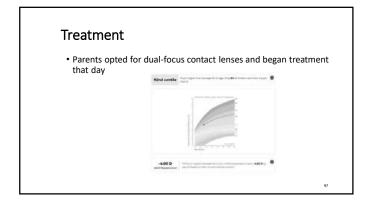


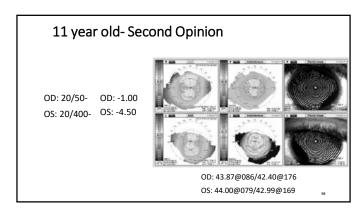


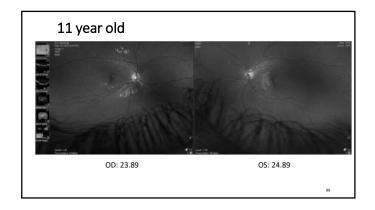


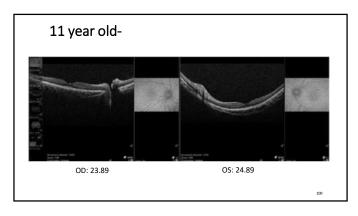


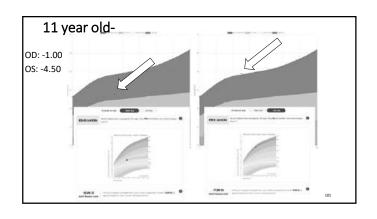


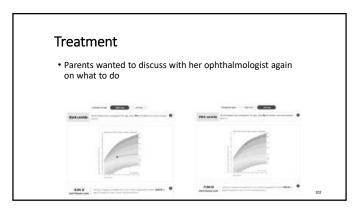












Step 8 - The Myopic Exam

- History (Family history, near work, outdoor time)
 Assess the risk factors
- Age of onset, progression (if myopic)
- Visual acuity (uncorrected, best corrected)
- Corneal topography
- Pupil size- dim and light
- Binocular vision (lag, eso/exophoria, AC/A)
- Axial Length (average of at least 5 readings)
- Pachymetry
- Objective/subjective cycloplegic refraction
 1% Tropicamide → 2 drops 5 minutes apart
- Anterior/posterior examination
- IOP

Assess the Risk Factors











Ethnicity

 Age of Onset Current prescription

• Other (prematurity, diet, light exposure)



What is the Cycloplegic Refraction?

Age	Normal	Refractive Error @ Risk
6 years old	+1.75 → +1.50	+0.75 or less
7 years old	+1.50 → +1.25	+0.50 or less
8 years old	+1.00	+0.50 or less
9 years old	+0.75	+0.25 or less
10 years old	+0.50	+0.25 or less
11 years old	+0.50 → +0.25	0.00 or less

- Tropicimide 1%, 2 drops 5 mins apart
- Follow up every 6 months, sooner if risk factors are high or patient is changing

Pre-Myopes



 \equiv \ll +0.75 @ 6-7yo is high risk

- Independent of family history, ethnicity and other optical and environmental factors.⁷
- Fastest change in refraction is year before onset.
- Watch for eso and lag of accommodation

Step 9 -Select the treatment that is best appropriate for the patient and the family

Indoor/Outdoor Time Spectacles (Available in Canada) Myopia Low Dose Atropine Treatments **Dual-Focus Soft** Lenses Orthokeratology

The Myopia Equation

Patient Data

• Current Age

• Ethnicity

Age of onset

- Indoor/Outdoor time
- K Readings
- Refraction
- Axial Length

Patient Data

vs.

- Child willingness
- Parent willingness
- Cleanliness
- · Able to sit still

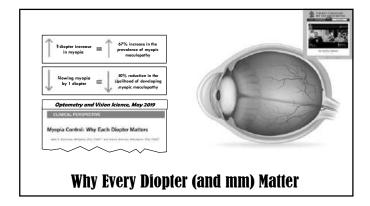
Treatment Goals

- Present the options to the parent and child and decide together what is best
- Set realistic expectations for treatment
- Atropine, MF contacts, Ortho-k all have around 50%-70% efficacy *depending on studies
 - Children will still likely progress depending on age of onset
 Which ever method you choose you are providing evidence based myopia treatment
- Atropine should be reserved for younger children
- Contacts lenses should be fit as soon as patient and parent are ready
- Dual treatments are becoming more common

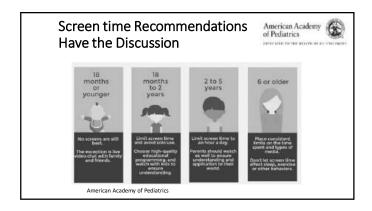
Why Every Diopter Matters

- 3 benefits of lowering a patient's level of myopia for the long-term care
 - Less visual disability when uncorrected
 - Better options for, and outcomes from, surgical myopia correction
 - Reduced risk of blindness associated with higher levels of myopia

Bullimore, Mark A. MCOptom, PhD, FAAO¹*; Brennan, Noel A. MScOptom, PhD, FAAO² Optometry and Vision Science: <u>June 2019 - Volume 96 - Issue 6 - p 463–465</u>









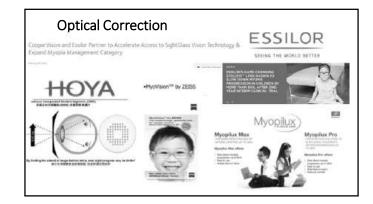
Relationship between Sleep and Myopia

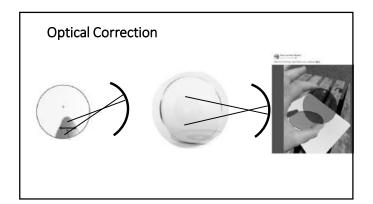
Relationships between Sleep Duration, Timing, Consistency, and Chronotype with Myopia among School-Aged Children

- 10,142 children surveyed (7-12 yo)
- · 42% of children meet the recommendation for sleep (9-11 hours)
- Later bed time and later wake up time increased risk
- Shorter sleep duration had increased risk



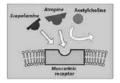
https://www.ncbi.nlm.nih.gov/pmc/articles/PMC9325560/





Atropine MOA Theories

- A non-specific muscarinic receptor antagonist
- Anticholinergic that binds to M1, M2, M4, and M5 receptors
- May act on one or more muscarinic acetylcholine receptors in the retina or directly on scleral fibroblasts to slow eye growth
- May prevent choroidal thinning due to hyperopic defocus¹⁷



Does not work by blocking accommodation 8

 McBrien NA, Moghaddam HO & Reeder AP. Atropine reduces experimental myopia and eye enlargement via a nonaccommodative mechanism. Invest Ophthalmol Vis Sci1993; 34: 205-215
 Samuel T.-H. Chiang and John R. Phillips, "Effect of Atropine Eye Drops on Choroidal Thinning Induced by Hyperopic Retina Defocus," Journal of Ophthalmology, Vol. 2018.

Atropine Treatment Protocol

- 1 drop 0.025% or 0.05%(QHS) daily
- Can start as young as 3 years old
- Slows rate of progression by 30% -70% concentration & formulation dependent
- In the first 6 months, may still see progression



Look for a 2mm dilation in pupil

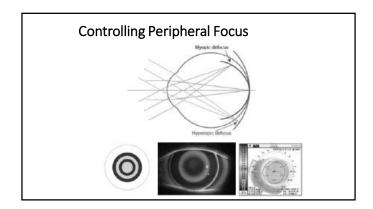
Atropine Evaluation Schedule

- 4 week follow up (make sure they got their drops and are using them)
- 4 months after starting to ensure no side effects/compliance
- Start assessing treatment efficacy at 6 months
- Assess for progression every 6 months
 - VA
 - Binocular vision
- A-scan
- Refraction/Topography
- If >0.25-0.50 D of change at 1year consider changing dosage
- If stable for 2 years or past the age of 16→ Taper

How Long Will They Be On Drops?

- May add in another therapy to taper drops
- May start tapering past the age of 16

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MiSight Study

- Three-year randomized, controlled clinical trial (4 study sites)
- 135 children ages 8 to 12 at the start of treatment
- MiSight vs. conventional soft contact lens
- Results (for the full three-year period) progression in myopia of those wearing MiSight lenses was less than those wearing conventional soft contact lenses
- In addition, subjects who used MiSight had less change in the axial length of the eyeball at each annual checkup.
- There were no serious ocular adverse events in either arm of the study

Slowed progression by:

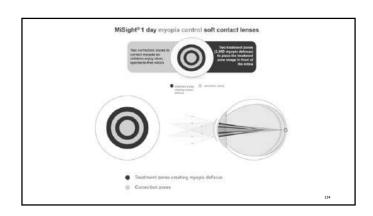
59%

cycloplegic spherical equivalent (SE) and

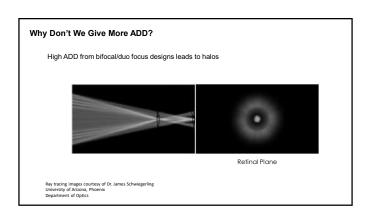
52%

mean axial elongation of the eye

 $\frac{https://www.fda.gov/news-events/press-announcements/fda-approves-first-contactlens-indicated-slow-progression-nearsightedness-children$



The Future of Soft Contact lenses for Myopia Management September 9, 2021 Johnson & Johnson Vision Receives Approval in Canada for ACUVUE® Abiliti™ 1-Day Soft Therapeutic Lenses for Myopia Management Menicon Bloom Day™ Benefits - Silve deligent control for thypial control of control of the Myopia Control of Contr



Dual Focus Soft Contact Lens Evaluation Schedule

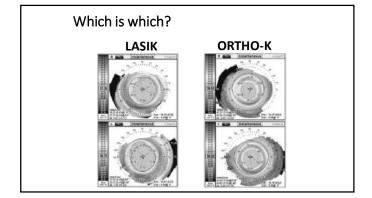
- Year 1 Follow up schedule

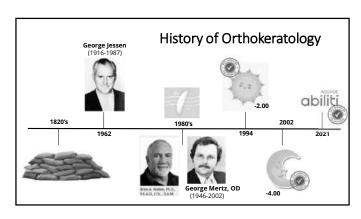
 - 1 week
 Enroll in the program
 - 1 month
 - Can be done in the office (highly preferred or via telemedicine)
 - Then every 4 months for the first year
- Year 2 Follow up schedule
 - Annual exam
 - Every 6 months if progression has slowed <-0.50D

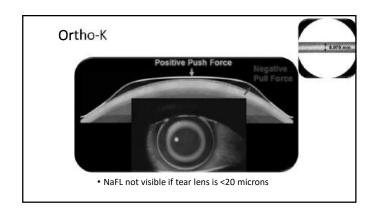


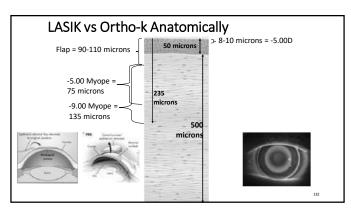
• Extended depth of focus • Center distance • Can fit empirically with K's and refraction • Hybrid Lenses • Ortho-k Brien Holden SynergEyes

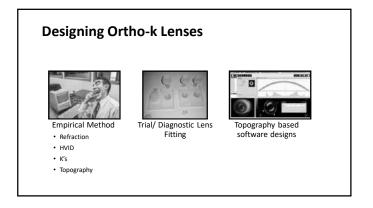
Astigmatism >1.25

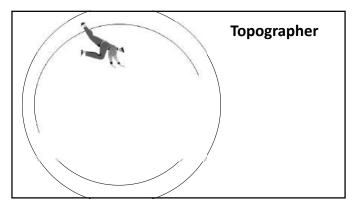


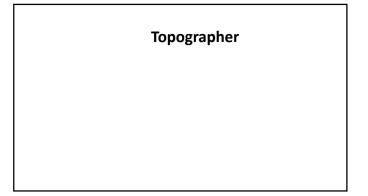




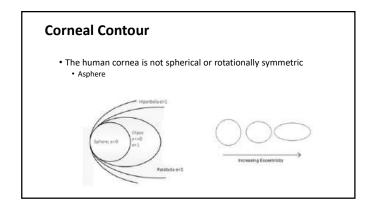


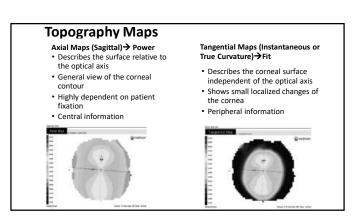


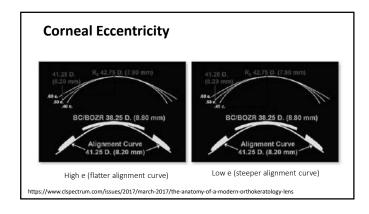


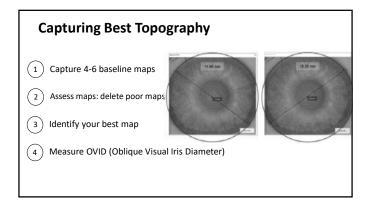


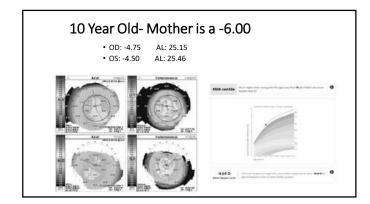


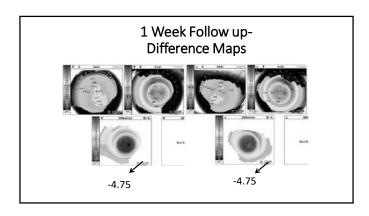


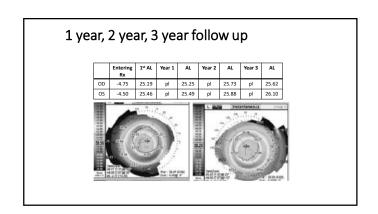


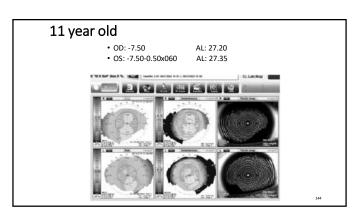


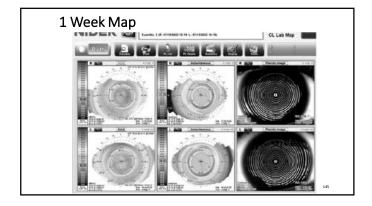


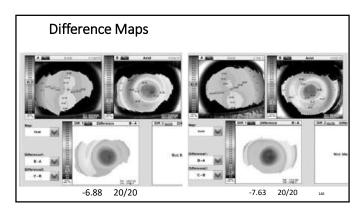


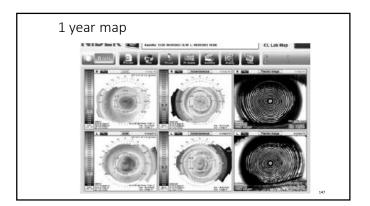


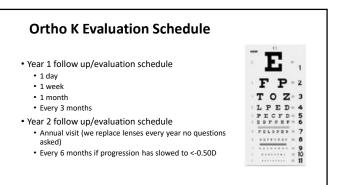






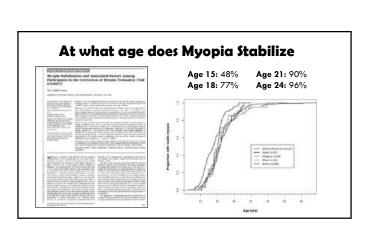






When is my child done with treatment?

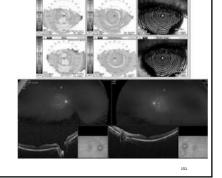
- When they reach ocular maturity or are ready for Refractive Stability
 - No change in MRX of more than -0.50 in approx. 1 year



Case 1 21 Y/O

OD: -4.00-0.75x180 40.52@031/39.11@121 27.31

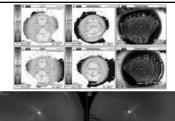
OS: -4.25-0.75x010 41.31@113/39.99@023 27.04

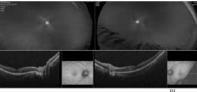


Case 2 37 Y/O

OD: -8.25-2.25x180 45.25@094/42.88@004 26.89

OS: -8.00-2.75x180 45.55@087/42.83@177 26.63

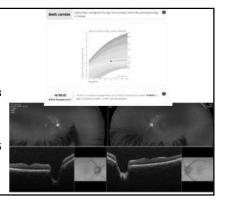




Case 3 14 Y/O

OD: pl-0.75x180 41.87@093/40.18@003 25.06

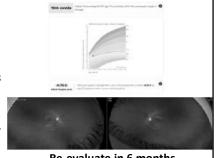
OS: pl-0.75x180 41.41@095/40.18@005 24.90



Case 4 7 Y/O

OD: +0.50 42.88@088/41.98@178 22.77

OS: +0.50 43.16@177/42.08@177 22.77



Re-evaluate in 6 months

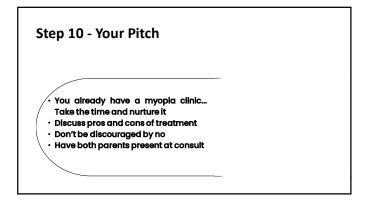
Case 5 8 Y/O Last year -3.00, 1st Rx @4yo -1.00 Mom: -3.25 Dad: plano OD: -4.25-0.50x180 45.98@098/44.88@008 24.14 Began Ortho-k OS: -4.25-0.50x180 46.62@076/45.06@166 23.99

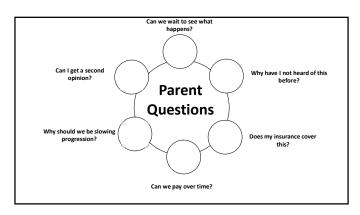
Case 6 8 Y/O

OD: -1.00-0.50x095 44.76@086/44.35@176 23.84

OS: -0.75-0.75x075 45.00@086/44.70@176 23.62 SSCORE CONTRACTOR CONT

Opted for SV Specs...Re-evaluate in 3 months





Communication
Connection
Culture
Compassion
Patient and Practice Success

Monday Morning...

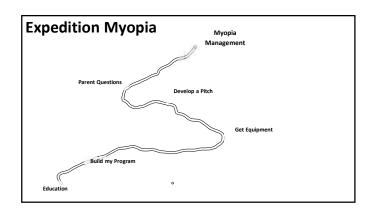
Now What?

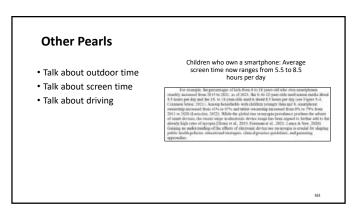
We need to be the ones to own this

Access the risk factors

Discuss options

Ask for help





Providing Solutions Over Sales Generations to Come...

