#### **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 12:00-1:00pm!\* 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 Friday, Sept 19 9:30am - 6:00pm Saturday, Sept 20 9:30am - 3:00pm

Education Lounge - Level 1 - Conference Area Conferee Happy Hour Thur, Sept 18 4:30 - 5:30pm



- Co-Founder Dr. Contact Lens
- · Co-Founder Techifeye
- Medical Advisory Board- OSRX Pharmacy
- Principal Investigator- STAAR Study
- · Sydnexsis Advisory Board • Medical Advisory Board- Visus
- PAC- Coopervision
- PAC- Johnson & Johnson
- Advisory Board Ocumetra
- PAC- Weave
- · Author- The Eye Pitch Book

#### **Financial Disclosures**

#### Time is Money

"You either pay for things with time or money." attention...

#### Keep Learning & Invest in yourself!

- Buy Back Your Time- Dan Martell
- . 10x is Easier than 2x
- The Gap and The Gain
- Supercommunicators
- The Success Principles- Jack Canfield
- The Five Dysfunctions of a Team- Patrick Lencioni
- Good to Great- Jim Collins Competition is for Losers (TED Talk)- Peter Theil The 20 Minute VC Podcast- Harry Stebbings
- Masters of Scale Podcast- Reid Hoffman
- SaaStr Podcast
- YouTube: Productivity Game



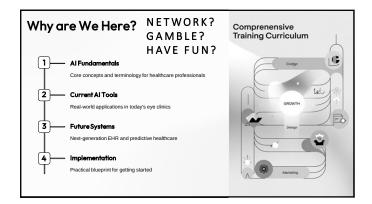
#### **Book Nerds Podcast**

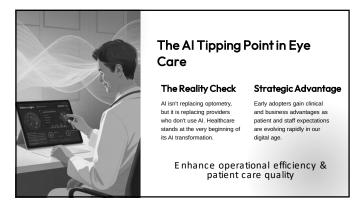
Aaron Werner, Kyle Klute, Brianna Rhu

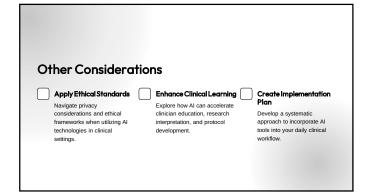
#### **Poll Time**

How do you currently feel about using Al in your optometric practice?

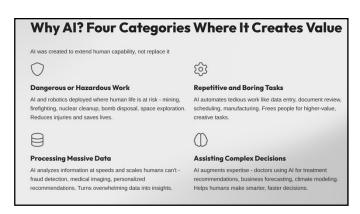
- A. I'm already using it and love it
- B. I'm curious but unsure where to start
- C. I don't think it fits into my daily workflow
- D. I'm skeptical of its impact and value

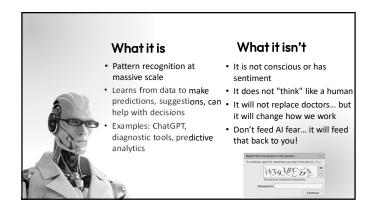








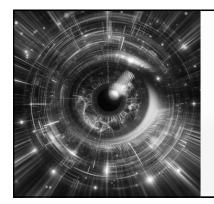






#### Let' Dream...

Write Down Where You Are Today Write Down Where You Want to Be a Year From now



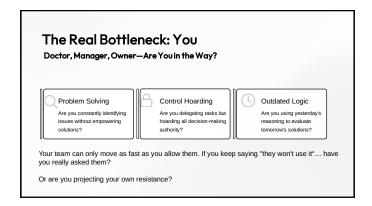
Now it is 2030

## Ask better questions to improve your processes

It all starts with a use case aka prompt...

I want a better way for my patients to order their contacts from me

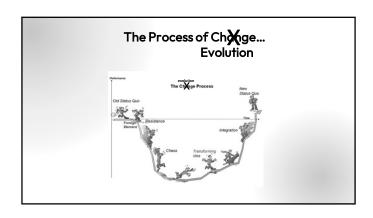
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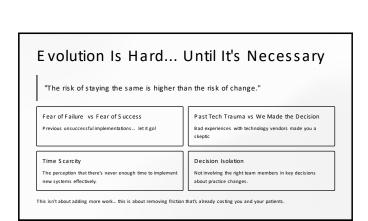
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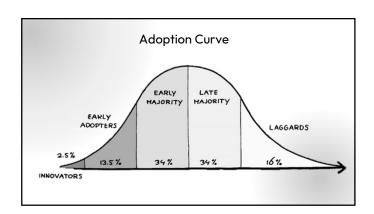
## AI + Research Making Sense of the Information 74GB 1000+ Daily Information New Studies Published Daily The volume of information has become overwhelming. AI tools help distill, summarize, and apply research

insights to real-world clinical practice.



# Henry Ford and Innovation "If I asked the public what they wanted, they would have said a faster horse." - Henry Ford, founder of Ford Motor Company







#### 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



BILL LAZIER

#### Your Vision

- Is change (evolution) part of your mission and vision statement
- Your Team Follows Your Lead
- Are you constantly improving and tweaking processes
- What is your implementation process



#### What Kind of Doctor Are You?

	Business	Science
B usiness	Business/ Business	Business/ Science
Science	Science/ Business	Science/ Science





#### You are Already Using it Daily

· Al isn't the future... it is already here, but woven into our daily lives





Integrated Healthcare

The question isn't whether to adopt Al... It is how do we maximize its potential for our patients and our practices.

\_

## Your Practice & Patient's Are Ready for Al Don't fear the change. Lead it.Action Step: Identify one area of friction in your practice and ask: • Can AI help me here? Start Prompting: You are a master scheduler create a schedule to see 25 patients a day where we take an hour for lunch starting at 9am and being done by 4:30pm to pick up my son



11

The problem with selling minutes is there is only a minute in a minute.

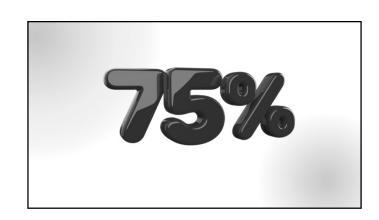


#### **Poll Time**

#### Which area of your practice would you most want AI to improve first? A. Diagnostic accuracy and speed B. Patient communication and scheduling

- C. Business insights and profitability
- D. Staff workflows and documentation

The future of healthcare is through eyecare



#### **Terminology**



#### Machine Learning

Systems that learn patterns from data to make predictions or decisions without explicit programming for each

#### Large Language Models

Al systems trained on vast text datasets to understand and generate human-like language for various

#### Human-in-the-Loop

Al systems designed to work with human oversight, ensuring clinical judgment remains central to patient

#### **Automation**



Al handles routine tasks independently, such as appointment scheduling, insurance verification, or basic data entry.

#### **Augmentation**



#### Benefits and Risks in Healthcare

#### Key Benefits

- Improved patient engagement and personalized care
- Streamlined workflows and operational efficiency

#### Important Risks

- Potential for AI hallucinations or incorrect outputs
- · Privacy and data security concerns
- · Over-reliance reducing clinical judgment skills · Implementation costs and staff training requirements
- Environmental factors

#### Real-World AI Tools in Today's Eye Clinics

Al tools already transforming eye care practices, from voice documentation to intelligent patient communication platforms.



#### **Poll Time**

What's the biggest barrier holding you back from implementing more Al-driven tools?

A. Cost and ROI uncertainty

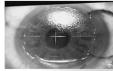
- B. Lack of time to evaluate or train
- C. Fear of losing the human touch
- D. I don't know what's available or where to start

## 1970's

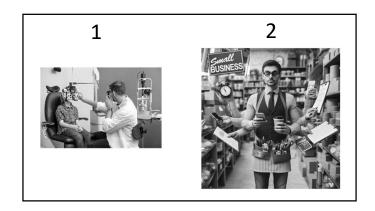
#### Our Profession and Disruption

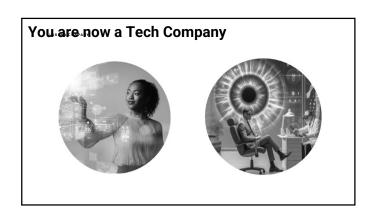




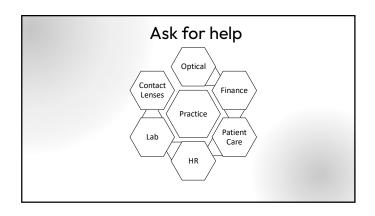


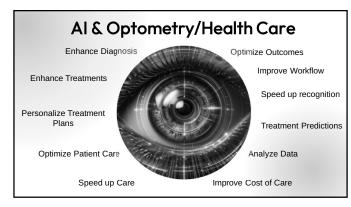
1990's

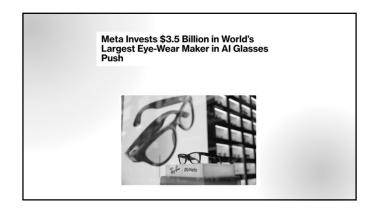








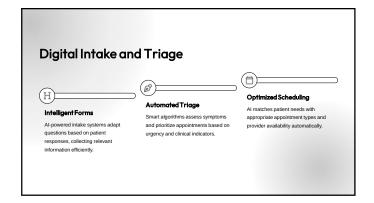


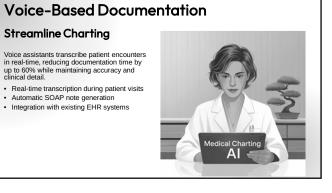


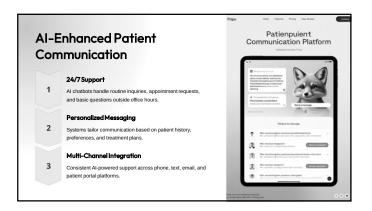
#### Using AI to Run a Smarter Practice · Understanding and monetizing YOUR data • Predictive recalls based on purchase history · Al-powered marketing copy · Contact lens ordering automation • Patient scheduling optimization

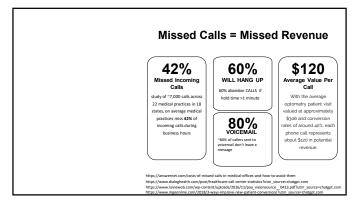


**Streamline Charting** 









#### Intelligent Contact Lens System

Al-powered contact lens reordering systems analyze usage patterns, prescription history, and patient preferences to automate supply management to increase orders.

- Predictive reordering based on usage patterns
- Automatic insurance verification and processing
- Patient notification and delivery coordination
   Inventory management and cost optimization



## Onto the Next Syndrome



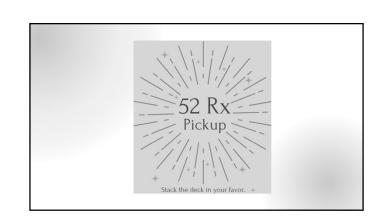
#### 1 Patient Walking

1 Patient per Day x 5000 Doctors = 5000/Day

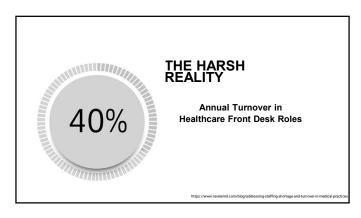
3.5 Days = 17,500/week

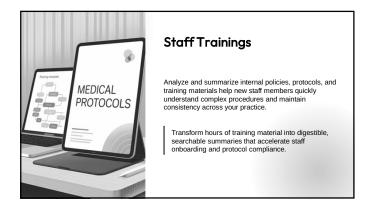
45 weeks = 787,500/year

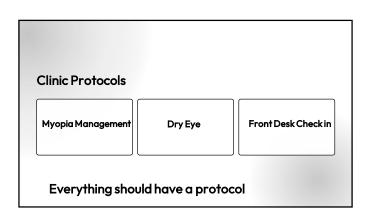
\$236 Million

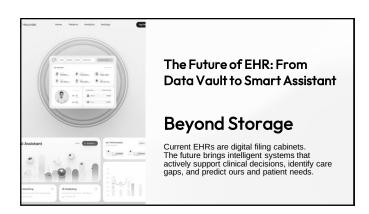






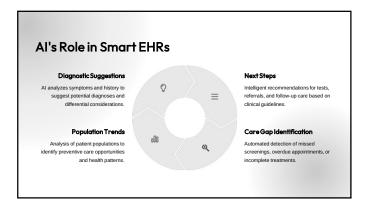


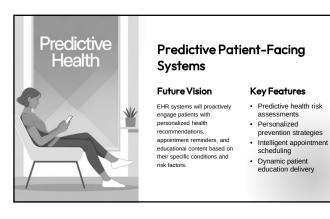






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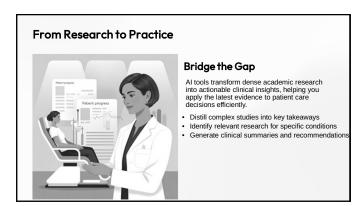


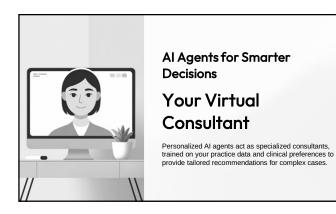


## The Research Overwhelm Problem Thousands of new studies make evidence-based care increasingly challenging. How can busy clinicians stay current with the latest research while providing excellent patient care?











#### Personalized Systems

Customized digital assistants trained on specific data sets and configured for particular clinical specialties or practice needs.



#### Learning Capability

Learn from your practice patterns, preferred protocols, and clinical outcomes to provide increasingly



#### On-Demand Consultation

Available 24/7 to provide specialized expertise for complex cases, rare conditions, or challenging clinical

#### Al Agents as Specialty Consultants



#### Retinal Specialist Agent

Trained on retinal disease protocols, imaging interpretation, and treatment selection, medication challenges, and guidelines for complex posterior segment troubleshooting for difficult patients.



#### Dry Eye Agent



#### Myopia Eye Care Agent

Focused on children's vision development, amblyopia treatment, and age-appropriate examination techniques.

#### **Custom Practice Data Integration**



#### Localized Intelligence

Upload your practice's protocols, outcomes data, and clinical preferences to create AI agents that provide recommendations aligned with your specific patient population and treatment approaches.

- Historical patient outcome data
- Preferred vendor and product information
- Local referral network details

#### Patient Experience: Al in Education & Engagement

#### d creation of educational content

tailored to each patient's condition, reading level, and preferences,

#### Tailored Messaging

Communication strategies adapted to individual patient profiles, preferences, and



#### Dynamic Summaries

Al-generated post-visit summaries and personalized care plans that patients can easily understand and follow.

#### Smart Reminders

Intelligent reminder systems that improve medication adherence and appointment compliance rates.

#### Automated Educational Materials & Personalized Content

Create customized patient education materials based on specific diagnoses, treatment plans, and individual patient characteristics such as age, language preference, and health literacy level.



#### Al for Marketing and Messaging



updates for social media platforms



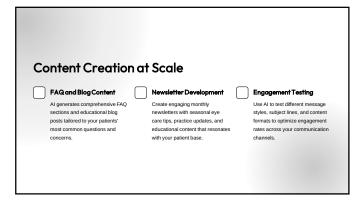
Create comprehensive content series on topics like dry eye, diabetic eye care, or children's vision

#### Multi-Language Support

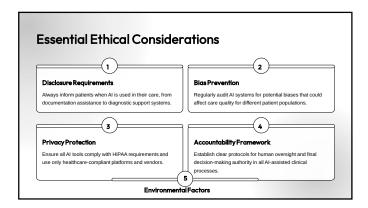
Translate and adapt content for diverse patient populations and varying health literacy levels

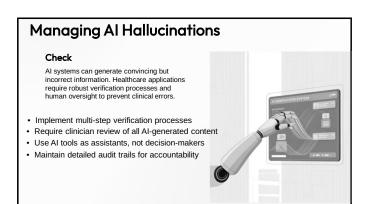


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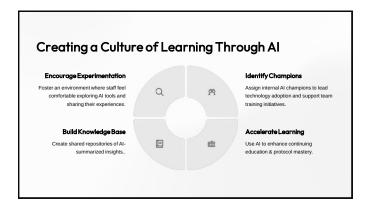
















#### Lean on Your Team

- · Remove administrative tasks from you
- Your team wants and is craving your inspiration and attention
- You can't inspire if you are bogged down by small tasks
- They are a reflection of your energy every day
- · Self development goes a long way
- Let yourself get back to your dream





### The F-Word in Optometry: Feedback

Feedback isn't just what we say... it's also what we observe!

- Every patient asking for a copy of their Rx = **feedback** about your value proposition
- Every team member silent in meetings = feedback about
- your leadership

   Every missed opportunity = feedback about your processes

Most feedback is either avoided entirely or delivered too late to be actionable.

#### Be Careful of "Free"



- Don't give your patient data away for free!
- If you are getting something for free remember you are the product



"There are only two industries that call their customers "users": illegal drugs and software." — Edward Tufte

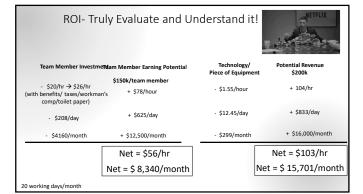
\$1600

LTV= \$350 x 6= \$2100

### Understand Your Value







Providing
Solutions Over
Sales

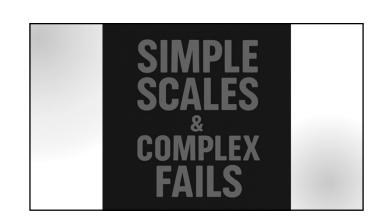
#### What Are We Actually Selling?

Not Just Exams Professional expertise that patients can't get elsewhere Not Just Products
You're selling solutions that improve quality of life

You're Selling:

- Confidence
- Simplicity
   Belonging
- Trust

When your systems confuse patients, they leave. The most successful practices ruthlessly simplify everything.



#### **Empowering Your Team**

- · Be involved in the process
- Start with one workflow
- (emails, social, recall)
- Choose a tool that fits your current process
- Measure both the time and revenue you gain
- Stop being the bottleneck of your practice or letting the doctor be the one to make all of the decisions



#### Easy, fixable, Leaky buckets

- · In office advertising
  - -Show your patients what kind of patients you want to see
  - Dry Eye Clinic
  - · Myopia Management
- · Buy now pay later
- · Online contact lens ordering

#### Coming up with a plan

- Ego aside
- Remember how you shop and how YOU purchase and receive things
  - We shop on websites we remember and frequent often
- Get your staff involved with the decision making and with demos of products
- It comes down to making a decision, implementing it, team and patients applying it and accountability throughout the process
- Focus on one new to do every 90 days... no more



#### More Revenue, Less Patients, Happier Team

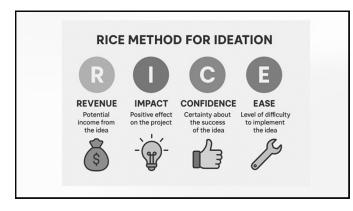
- · Hire technology to take care of mundane tasks
- · We all want an easy button
- When in doubt delete and add back











Start small, measure results, and grow your AI capabilities systematically.

> The future of eye care is here and it begins with your first step.

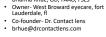
### KPI's vs KPI's



## Your Profession is Counting On You!



- Brianna Rhue, OD, FAAO, FSLS







On behalf of Vision Expo, we sincerely thank you for being with us this year.

#### Vision Expo Has Gone Green!

We have eliminated all paper session evaluation forms. Please be sure to complete your electronic session evaluations online when you login to request your CE Letter for each course you attended! Your feedback is important to us as our Education Planning Committee considers content and speakers for future meetings to provide you with the best education possible.

