

Tools of the Trade: What's in your armamentarium?

Getting started, A to Z

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- ▶ **Financial Disclosure:**
- ▶ **I am a clinical consultant to Eschenbach Optik of America**
- ▶ **All course materials were developed by me independently and without commercial bias**
- ▶ **Any product shown in my presentation is for illustration purposes only and not an endorsement or recommendation of any manufacturer or product**
- ▶ Now is the time!
- ▶ General "misunderstandings"
- ▶ **Not many low vision patient**
- ▶ **Very time consuming**
- ▶ **Limited success**
- ▶ **Does not make economic sense for my practice**
- ▶ **Requires a large investment in equipment**
- ▶ My philosophy.... Let's keep it simple!
- ▶ Break it down to small pieces
- ▶ Enhance contrast and control glare
- ▶ Magnify*
- ▶ Learn to use remaining vision more productively
 - ▶ Where do I start?
- ▶ Make a plan
 - ▶ Start slowly with realistic goals for growth
 - ▶ Don't try and work patients in between comprehensive clinics

- ▶ Where will your patients come from? (within, outside, agency)
- ▶ Last patient of the morning, last of the day, special LV session?
- ▶ Where do I start?
- ▶ Make an equipment list
 - Exam room equipment
 - Contrast and glare control devices
 - Analog near magnifying equipment
 - Telescopic low vision aids
 - Digital video aids
 - Visual field expanders and prismatic field aids
- ▶ Exam Room Equipment
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Near reading card examples.....

- ▶ Basics you already know
- ▶ They are lenses of different shades of colors that range from ordinary sunglass colors like gray and dark amber to other colors like yellow, light amber, plum, & rose—colors more often called absorptive filters or contrast enhancing filters or low vision filters.
- ▶ Can either be incorporated into an Rx pair of eyewear or be a pair of glasses that fit over an Rx.
- ▶ Basics.....
- ▶ The different shades of a color are usually identified by two properties:
 - 1) The percentage of *light transmitted through the lens*.
 - ▶ Glare is reduced by decreasing the amount of light passing through the lens.

- ▶ You can think of this as the “darkness” of the lens.
- ▶ The lower the transmission number, the lower the amount of light enters the eye.
- ▶ Conversely, the higher the transmission number, the greater the amount light enters the eye.
- ▶ Analog near magnifying equipment
- ▶ Handheld magnifiers
- ▶ Stand magnifiers
- ▶ Telescopic near magnifiers
- ▶ Reading glasses
- ▶ **Handheld magnifiers**
 - 1) Very familiar
 - 2) Relatively inexpensive
 - 3) Comes in a wide range of powers
 - 4) Should be used for "spotting" reading tasks
 - 5) Wide variety of designs
- ▶ **Stand magnifiers**
 - 1) Designed for longer reading tasks
 - 2) Less tiring because it set on the reading materials
 - 3) Wide range of powers and designs
 - 4) Patient views images thru their bifocals
- ▶ **Telescopic low vision aids**
 - 1) Handheld
 - 2) Off the shelf wearable
 - 3) Custom designed wearable
- ▶ **Video magnifiers..... Lots of options**
- ▶ **Visual field expanders**

► **Summary**

- 1) Providing LV services makes your practice truly unique
- 2) You will get referrals from other eye care professional
- 3) Right now...no one is competing for these patients
- 4) It isn't difficult and done properly, not any more time intensive than fitting contacts
- 5) You can get started with a modest investment and build your "arms" as the practice grows
- 6) Done properly it makes economic sense

► **One final thought**

► **If we do nothing for these patients, we all share in the outcome**

Thank you for coming! **tomporterod@msn.com**