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

Vision Expo Has Gone Green!

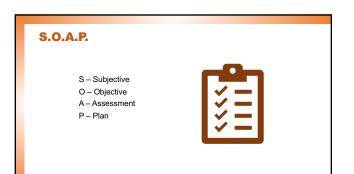
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1

Objectives

At the end of this presentation, you will be able to:

- Recall the S.O.A.P. process for proper trouble shooting steps
- Apply new techniques to uncommon and / or complicated trouble shooting of spectacle lens issues
- React confidently to unique situations posed in the troubleshooting process



S.O.A.P.

- S Subjective
- Info the patient provides to us
- May be highly inaccurate
- · It is the BEST starting point
- No matter how trivial it may seem, they are there for a reason



4

S.O.A.P.

- O Objective
- Info we gather from patient
- Clarify any misunderstanding
- Use of open-ended questions are a must
- Leading questions are detrimental to the process



5

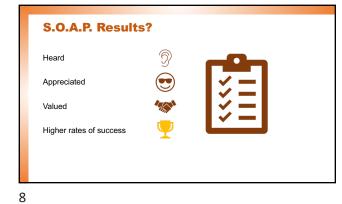
S.O.A.P. A – Assessment Our evaluation of the info from subjective and Objective Provides us with a formulation of underlying problem Patient should agree

S.O.A.P.

- P Plan
- Turning Assessment into action or set of actions
- Present to patient and ask for permission to proceed



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10



That's what this lens was meant for, what do you mean she can't wear it at work?!



11

Office Lens Non-Adapt - Subjective

- 62-year-old female has had Lasik
- Wears a multifocal CL in one eye only and sits at computer all day
- Had been wearing single vision readers over top and they aren't working anymore



Office Lens Non-Adapt - Objective



13





Office Lens Lenses Are Blurry!

We switched to your brand, and, well



16

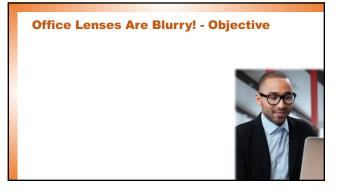
Office Lenses Are Blurry! - Subjective

Our patients that have had office lenses are now trying to adapt to a new brand of office lenses and are complaining of... Poor Visual Clarity!

 Particularly vision at distance and finding a comfortable position for their computer screen.

So, my big question in contemplating this the past few weeks... is there a different way to prescribe?

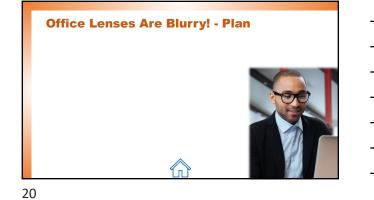




Office Lenses Are Blurry! - Assessment



19



I Can't See Out of These!

These two pairs are identical, why can't I see out of this pair?



I Can't See Out of These! - Subjective

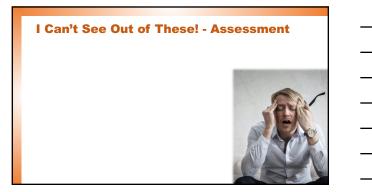
Patient presents two pairs of eyewear. Two pairs of PAL's purchased at the same time

- Only difference between the two pairs was color of frame
- Vision in pair 1 is the best he's ever had
- Vision in pair 2 is unacceptable
- No one can find anything wrong with them.



22





I Can't See Out of These! - Plan



25



Wait, what?!



26

These Don't Work – Subjective

Patient presents with D-28 that was dispensed a few days ago

- At time of dispensing, vision was acceptable at both distances
- Complaints of unacceptable vision at work

 Original troubleshoot performed at distance and near
 Reveal that both are acceptable



These Don't Work – Objective







Sometimes I Cover One Eye to Read

Oh, I have a solution for you!



31

Cover One Eye to Read – Subjective

- Patient presents Rx with 6.00D of anisometropia
- · Sometimes covers one eye to read
- In a +2.50 Add progressive





Cover One Eye to Read – Assessment



34



35

I Can See Every Leaf On That Tree!

Then what's the issue?



I Can See Every Leaf On That Tree! -Subjective

- Patient presents with first pair of glasses after cataract surgery
- States that she doesn't like her vision out of the new lenses
- Wearing same style PAL with only change being new Rx: +0.25 DS +2.50 Add, OU
- 'Something isn't right'.



37





38

I Can See Every Leaf On That Tree! -Assessment



l Can See Every Leaf On That Tree! – Plan

