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COLLABORATIVE CARE *In Myopia Management*

LEARNING OBJECTIVES



TODAY'S AGENDA



- 1 WHY MYOPIA MANAGEMENT DISCUSSIONS AND SOLUTIONS ARE SO IMPORTANT

- 2 PRESCRIBING FROM THE EXAM CHAIR, THE OPTOMETRISTS ROLE

- 3 PRESCRIBING IN THE OPTICAL, THE OPTICIAN'S ROLE

- 4 HOW TO ENGAGE THE WHOLE STAFF

- 5 HOW TO EDUCATE TO A LARGER AUDIENCE/SOCIAL AND COMMUNITY ENGAGEMENT

- 6 THE EFFECTS COLLABORATIVE MYOPIA PROCEDURES ON YOUR RENUE

NOBODY SHOULD SAY...

"WE WILL WAIT AND SEE"

WHY WAITING ON TREATING MYOPIA ISN'T IDEAL



As soon as a Myopic progression is identified
your optical team needs to jump into action.

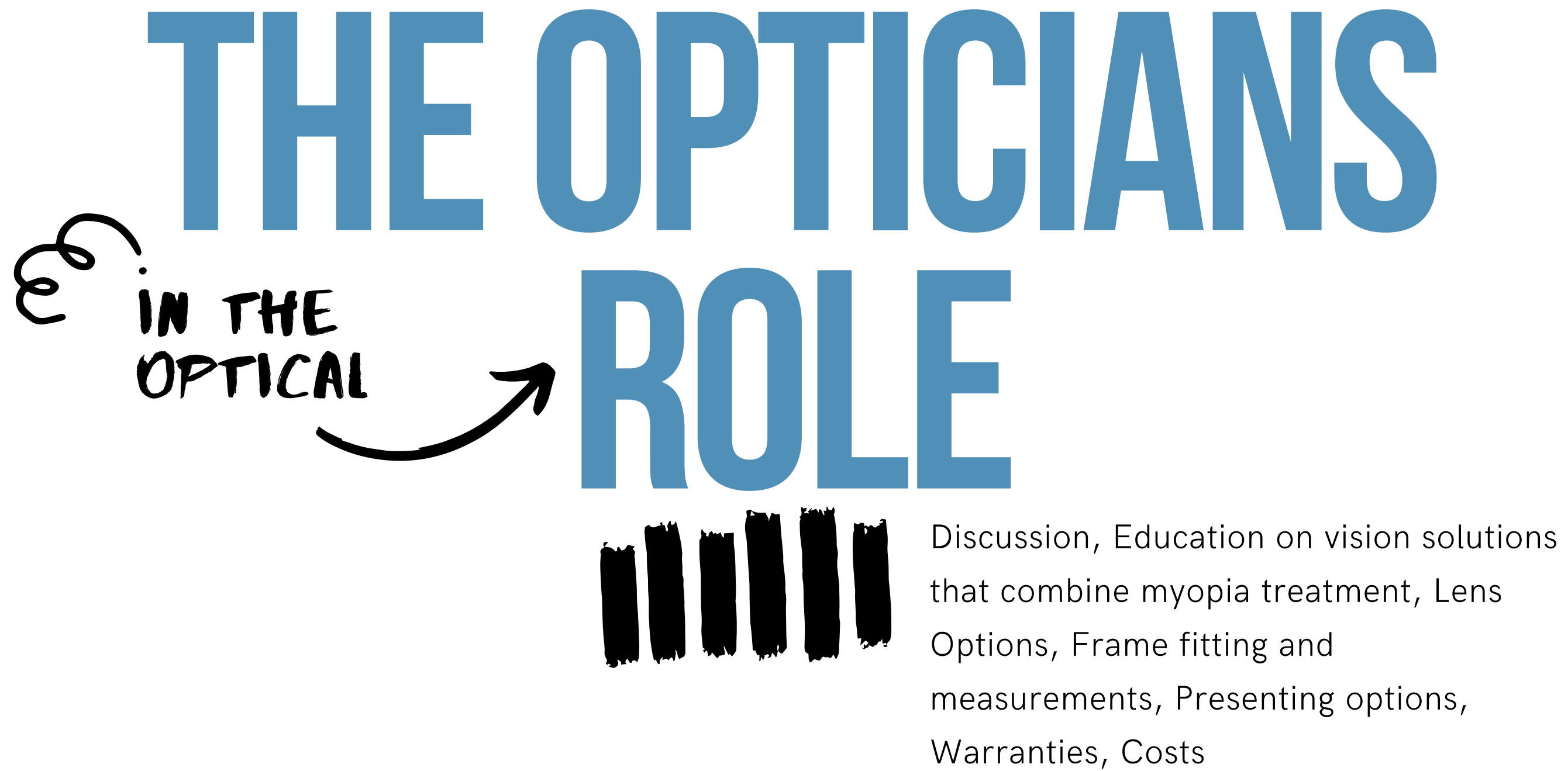


IT'S EASIER TO STOP A CAR GOING 10 MPH
THAN AT 50 MPH

THE OPTOMETRISTS IN THE EXAM ROOM ROLE



Diagnosis, Health risks associated with myopia, Discussion in the exam room on myopia treatment options, Schedule for follow up



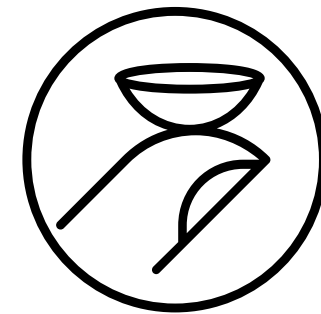
OPTIONS FOR MYOPIA TREATMENT

ATROPINE DROPS



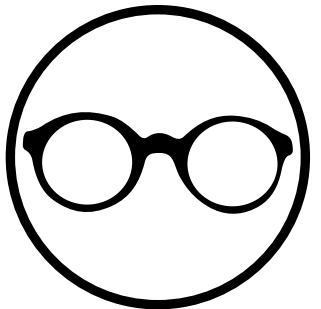
Can be effective in slowing the progression of myopia, but does not correct vision. Easy to administer and can be combined with other myopia treatments.

CONTACT LENSES



Vision correcting and myopia treatment together. Great for sports and active children. Ortho K hard lenses can reduce the need for daily CL or spectacle lenses during the day.

SPECTACLE LENSES



Vision correction and myopia treatment together. Easy to wear, little to no adaptation. Can be combined with other treatments.

ATROPINE DROPS

PROS
AND
CONS

PROS Easy to administer, the same as an eye drop.
Simple to follow dosing schedule (nightly). Minimal
change in lifestyle for patient and can be combined with
other treatment option.



CONS Potential for blurred vision and/or light sensitivity during the
day. Many children have an aversion to drops. Does not correct
vision, glasses or CL still need to be worn. Must be specially
formulated in a sterile compounding pharmacy every month



SOFT CONTACT LENSES

PROS
AND
CONS

PROS

More flexible and comfortable, they are an easier sensation to get accustomed to. Allow for more oxygen to pass through them. They are individually packaged, which allows for backup to always be on hand and require no cleaning.



CONS

Limited Rx range, only currently available in sphere powers. More delicate and prone to tearing during insertion. Require replacement daily. Less environmentally friendly.



ORTHO K CONTACT LENSES

PROS
AND
CONS

PROS Correct vision and help slow myopia progression.
They provide freedom from spectacles and contact lenses during the day. Are able to correct a wide range of prescriptions and can be combined with atropine eye drops.



CONS The cost is high. Vision correction only lasts for the period of time the patient is using the lenses. Compliance is key and lenses must be worn every night. Can take up to two weeks for vision to settle and become clear after initiation of ortho-k treatment.



EYEGLASS LENSES

*PROS
AND
CONS*

PROS The child requires corrective lenses anyway, these lenses offers treatment and correction in one lens. Easy adaptation, most children do not feel the difference between SV and a Myopia treatment optical lens.



CONS Higher cost than single vision lenses. The child must wear their glasses 10-12 hours per day. Frame selection must be large enough and remain correctly in place to best use the treatment zone and OC.



WHICH TREATMENT IS BEST

→ How to ask parents the right
questions to choose a compatible
myopia treatment for their child

QUESTION

Is your child happy to wear their glasses?

ANSWER

No

TREATMENT RECOMMENDATION

Contact lenses hard or soft would be a treatment option

QUESTION

Is your child squeamish about eye drops?
Are you comfortable and able to administer them on schedule on a daily basis?

ANSWER

Yes

TREATMENT RECOMMENDATION

Eyeglass lenses are easy and non invasive.

QUESTION

Is your child hygienic? Do they practice good hand washing? Room cleaning? and follow directions well?

ANSWER

Yes

TREATMENT RECOMMENDATION

Soft daily contact lenses are a great option

UNDERSTANDING THE FINANCIAL BENEFITS

* Exam Schedule

- Myopia management comes with an additional monitoring and more frequent exam schedule.
- Depending on the treatment, exams can be as frequent as every 3 months. The result is an increase in exam fees. The fees can be built into a package, which ensures commitment to the program and a greater level of success.

* Higher average transaction

- Myopia management through control lenses are a more expensive product due to the years (or decades) of research, testing and development that goes into bringing them to market. Rather than an inexpensive single vision lens, these lenses often increase the profits by 4x-6x

* Multiple products

- Myopia management is often treated through multiple products at the same time. This helps to maximize efficiently through the crucial years of possible progression. Patients and families committed to the process will often purchase more than one treatment option.