

MENOPAUSE, MANOPAUSE, & PRESBYOPIA:

Emotional Rollercoaster

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DISCLOSURE

CooperVision (Bynum)
J&K (Bynum)
Integra LifeSciences (Bynum)

All financial disclosures have been mitigated.

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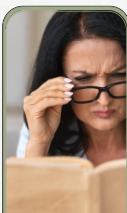



Active Listening & Addressing Patient's Needs

Chief Complaints:

- Admitting near blur
- Eye fatigue
- Discomfort with near work


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PATIENT'S NEEDS

- Work Needs
 - digital devices
 - efficiency
 - lighting needs
- Hobbies
- Social Needs

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Glasses

- Single Vision
 - Anti-fatigue
 - Computer
- Bifocal
- Trifocal
- Progressive
- Using Artificial Intelligence (AI) to design lenses
- Economic Impact: Sticker Shock?

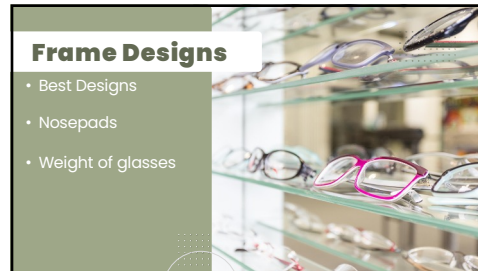
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Glasses

- Coatings:
 - UV
 - Blue light
 - Anti-reflective coatings
 - Photochromic
- Lens Materials:
 - Plastic
 - Polycarbonate
 - Hi-index

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Frame Designs

- Best Designs
- Nosepads
- Weight of glasses

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Contact Lenses: Single Vision vs. Multifocal

- Single vision (with readers)
- Multifocal lens designs
- Monovision

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Contact Lenses: Daily, 2 wk, monthly

- Convenience
- Health
- Quality
- Chemicals with replacement lenses & those nasty cases

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Contact Lenses: RGPs, Hybrids, & Scleral Lenses

 CHALLENGES & OPPORTUNITIES
  QUALITY OF VISION

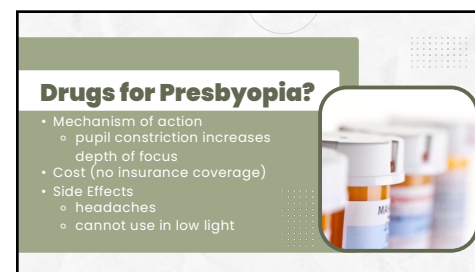
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CHALLENGES & OPPORTUNITIES

- Dry Eyes
 - best modalities
 - best material
- Education
- Economic impacts for practice

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Drugs for Presbyopia?

- Mechanism of action
 - pupil constriction increases depth of focus
- Cost (no insurance coverage)
- Side Effects
 - headaches
 - cannot use in low light

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Economic Impact

- Practice revenue
- Patient costs increase with presbyopia
- Strategy
 - Vision plans
 - Private pay

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QUESTIONS?

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THANK YOU



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