The Connecticut Opticians Association Only Supports You!

Founded in 1935, The Connecticut Opticians Association, COA is registered under the laws of Connecticut as a not-for-profit corporation. We have a 501(C)(3) status with the Internal Revenue Service.

Income from your dues goes towards promoting our long established objectives. There is no question, without the COA, Opticianry in Connecticut has no voice.

There are other groups in Connecticut that have attempted to divide our membership. When considering membership in another group, or attending seminars offered by our competition, be sure to ask yourself, Where does the money go? Does it support objectives which endorse Connecticut Opticianry? It is ironic that while these other groups attempt to divide the COA, we continue to support and protect their rights as opticians. And, if you’ve let your membership lapse, or have never joined, well, we support and protect you too.

We recognize the expense of COA dues. But ask yourself what would it cost you if there were significant changes to your license? Please keep this in mind when you see those competing CEC classes. No other organization or individual offering CECs in Connecticut contributes One Cent to support opticians in Connecticut.

Be confident that your paid dues in the Connecticut Opticians Association are your contribution to support you, no matter who you are, or where you practice.

Visit our website
www.CTOpticians.com

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www.CTOpticians.com

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Membership Application
Course Registration-online

The Connecticut Opticians Association, Inc.
Founded in 1935
The only professional Association in Connecticut that supports you, no matter who you are, or where you practice.

34 Shunpike Road Suite 3-165
Cromwell, Connecticut 06416
Voice Message: 860.416.5128
Fax: 860.258.0669
Email: CTOpt@aol.com
http://www.CTOpticians.com

Super Speakers!
Super Courses!

Middlesex Community College
100 Training Hill Road Middletown, Connecticut

March 7, 2010
7:00 am - 4:30 pm

The Connecticut Opticians Association
The only professional association in Connecticut that supports you, no matter who you are or where you practice.

Special thanks to the major sponsors of this event

The Connecticut Opticians Association
The only professional association in Connecticut that supports you, no matter who you are, or where you practice.
The Courses: Sunday March 7, 2010

<table>
<thead>
<tr>
<th>Time</th>
<th>ABO</th>
<th>NCLE</th>
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</thead>
<tbody>
<tr>
<td>7:00-7:50</td>
<td>Registration - Continental Breakfast</td>
<td>With our Compliments</td>
</tr>
<tr>
<td>8:00-9:00</td>
<td>Expanding—Freeform Family; Aging Eye: Basic Principles of Geriatric Care</td>
<td>1 Credit; 1 Credit</td>
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<tr>
<td>9:00-10:00</td>
<td>Anatomy of a Successful Optical Business</td>
<td>1 Credit; Troubleshooting Contact Lens Problems</td>
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<td>10:10-11:10</td>
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<tr>
<td>11:10-12:10</td>
<td>Today’s Occupational Lenses; Art and the Eye</td>
<td>1 Credit; Art and the Eye</td>
</tr>
<tr>
<td>12:15-1:15</td>
<td>Lunch; Compliments of: McLeod Optical Company Inc.</td>
<td>Call Today! Warwick, RI: (800) 288-LENS (5367); Waterbury, CT: (800) 873-LENS (5367)</td>
</tr>
<tr>
<td>1:30-2:30</td>
<td>Latest &amp; Greatest: Frame Designs &amp; Technologies; New Options for the Presbyopic CL Wearer</td>
<td>1 Credit; 2 Credits</td>
</tr>
<tr>
<td>2:30-3:30</td>
<td>My Top 10 Dispensing Tips; New Options for the Presbyopic CL Wearer</td>
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<tr>
<td>3:30-4:30</td>
<td>Checklist for Avoiding Redos and Remakes; Identifying &amp; Managing Complications of SL Wear</td>
<td>1 Credit; 1 Credit</td>
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Your paid membership allows unlimited hours of quality continuing education. Renew your membership or Join now!

REGISTRATION DEADLINE: Wednesday March 3, 2010

Name (Print) 
Address (Print)  
City (Print) State Zip
Area Code Home Phone Area Code Business Phone
Email (Print)  

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☐ As a current COA Member I can attend all CEC Seminars
☐ I am NOT a current COA Member. Attached is my Membership Application

I am NOT a current COA Member . . . I will pay NON MEMBER Fees
☐ Enclosed is my Check for $275.00  ☐ Charge my credit card $275.00

Credit Card No.  
Name on Card (Print)  
Expiration

Signature  
Mail or fax to: Connecticut Opticians Association  
Cromwell, CT 06416-2453  
Fax: 860.258.0669

Register online Connecticut Opticians Association  
http://www.CTOpticians.com  
Email:CTOpt@aol.com  
Skip Rivard, Executive Director
Long-term success with contact lenses depends upon thorough patient education, good compliance with the wear and care regimens, and regular follow-up visits to ascertain that instructions are being followed, that the cornea, conjunctiva, and lids remain healthy, and that any problems with solution sensitivity, changes in near or distance acuity, or comfort are addressed in a timely manner. This course will cover full-up care of patients wearing daily and extended wear soft spherical, aspheric, toric, bifocal, and tinted lenses. It will introduce the SOAP method (Subjective, Objective, Assessment, Plan) of evaluating both symptomatic and asymptomatic patients.

**THE SPEAKERS**

**ABO COURSES**

Laurie Pierce, ABOM, is an instructor of ophthalmic dispensing at Hillsborough Community College in Tampa, Florida. She is licensed as an Optician and Contact Lens Technician in Florida and Massachusetts, is certified by the American Board of Opticianry and the National Contact Lens Examiners. Ms. O’Keefe-Pierce is also a graduate of the OAA’s 100-hour course in Refractometry. She is a member of the Professional Opticians of Florida, and serves in the position of Liaison to Opticianry Education, as well as a member and past president of the Opticians Association of Massachusetts. Other professional affiliations include the OAA, NAO, and NFOS. Laurie is the former Program Director of the Opticianry Program at Holyoke Community College.

**NCLE COURSES**

Phyllis Rakow is Director of Contact Lens Services for The Princeton Eye Group, a multi-specialty eye care practice with three offices in central New Jersey. She is a JCAHPO-certified Ophthalmic Medical Technologist, an NCLE Advanced-Level Contact Lens Technician, and an Honored Fellow of the Contact Lens Society of America. She has lectured throughout the United States and Canada, writes for numerous trade and professional publications. She served a three-year term on the Board of Directors of the Contact Lens Society of America, and is currently serving her third term on the Board of Directors of the National Contact Lens Examiners and is a member of the RGPLI Advisory Committee. She has written a chapter, *Art and the Eye*, that was published in the 8th edition of *The Ophthalmic Assistant.*

**ABO Courses**

**Identifying and Managing Complications of Soft Lens Wear**

This course will begin with an overview of the concept, challenges, and the optimum management of Computer Vision Syndrome. As a result of taking this course, attendees will be able to identify and explain new processes of manufacture, including “Point File” systems that aid in the improvement of visual performance in a lens. This new paradigm of lens processing will detail the improvement of optics, resulting in the best possible solution of recreating perfect vision. Helpful hints in fitting and dispensing Free-Form Progressive Addition Lenses will round out the session.

**Anatomy of a Successful Optical Business**

There are many aspects to operating a successful optical business. The most important, customer service, is an ingredient to success that should not be overlooked. As optical professionals, we need to keep up with business trends as well as optical trends if we expect to grow our business. This session will outline a model of a successful optical business, detailing specific proven strategies that made the business stand out from the rest. Helpful tips in customer service, telephone triage, follow up and extra steps for excellence will round out the course.

**Understanding the Relationship between the Refractions & the Patient’s Rx**

This course will begin with an overview of the objective refraction (retinoscopy) and relate this to neutralization of an Rx. We will consider the eye’s optical system and review vergence and how it relates to the retinoscopic reflex and with/against motion. Topics will include analyzing the meridians of the eye, ways to control accommodation during the refraction sequence, sphere, cylinder and axis refinement, binocular balancing and duochrome. We will related these concepts to well known optical theories, in an effort to better understand the relationship between the refraction and the patient’s Rx.

**Today’s Occupational Lenses**

This course will inform the attendees of the concept, challenges, and the optimum management of Computer Vision Syndrome. As a result of taking **(Continued on page 4)
this course, the student should be able to: understand current research and development in the area of occupational lenses; comprehend considerations in design and production of specialty lenses; define optical characters: width of reading zone and length of corridor; define Computer Vision Syndrome; compare various types of occupational lenses; demonstrate exceptional fitting techniques based on the Rx and use.

Latest and Greatest: Frame Designs and Technologies 1 Cr
There is a growing awareness that business strategies used in the fashion industry can carry over into the ophthalmic market. Optical businesses with fashion savvy are gaining momentum in the optical dispensing arena. Ophthalmic frames have finally been recognized by the fashion world, presenting added opportunities for multiple sales and business growth. During this course we will discuss growing fashion trends, and how to translate fashion patterns into optical trends. Fashion concepts such as the Fashion Pyramid will be presented to gain insight into what makes consumers purchase fashion items.

My Top Ten Dispensing Tips 1 Cr
Opticianry is an art and a science, melded together with business and fashion. As we move forward with advances in technologies and fashions, it is crucial that we remember optical principles and how the new technologies affect how we dispense. This course will begin with optical tips to save time while troubleshooting an optical problem. Topics include troubleshooting PALs, managing the Anisometropic Presbyope, identifying Latent Hyperopia, and compensation due to vertex shift. We will round out the session with optical case studies, and tips for communication.

Checklist for Avoiding Rechecks and Redos 1 Cr
There is nothing more frustrating (and expensive!) than when a patient is scheduled to see the doctor for a recheck when the problem was in the eyeglasses needing a specific adjustment. A typical scenario is a patient who complains that she can see in the distance and in the near of her new progressives, but has difficulty seeing at intermediate range. Because the assistant identified a visual complaint (poor intermediate vision), it is tempting to automatically book the patient for a recheck with the doctor. The result is wasted chair time (a luxury most practices cannot afford) when the solution could have been handled by the optician. We will look at some "case studies" where optical problems are hidden in the prescription, and it is up to us to find solutions BEFORE we order the lenses or book for a refraction recheck.

New Options for the Presbyopic Contact Lens Wearer 2 Crs
Industry statistics indicate that 100,000,000 Americans currently require bifocal correction, yet 97% of the bifocal contact lens market remains untapped. Advances in bifocal contact lens technology have resulted in a number of new lenses and fitting options for presbyopes. This course will cover patient selection, current soft and rigid bifocal designs, fitting pearls based on the lecturer’s experiences in a predominantly senior citizen practice, disposable bifocal contact lenses, solving problems with near vision, distance vision, intermediate vision, comfort, and handling.

The Aging Eye: Basic Principles of Geriatric Care 1 Cr
The average life expectancy in the United States has increased from 47 years in 1900 to over 76 years today. Between 2010 and 2030, aging baby boomers are expected to swell the older population in the U.S. by 75%, from 40 million to 70 million, while the population under age 65 will increase by only 6.5%. This lecture will provide an overview of geriatric eye care, touching on the causes, clinical features, and management of the most common or important eye conditions and discuss how these conditions affect acuity and comfort with contact lenses as well as the visual expectations of patients toward their new spectacle correction.

Troubleshooting Contact Lens Problems 2 Crs
This course will cover problems that arise in contact lens wearers after they have been successfully fit and how to solve these problems. They include:

- Problems related to the lens fit
- Problems related to reduced visual acuity
- Problems related to lens care and patient non-compliance
- Problems related to lens discomfort
- Problems related to hypoxia
- Problems resulting in red eyes or other pathology of the eyes and adnexa