

Course Title

Optimizing Your Practice Through Managed Vision Care

1 Hour ABO

Technical Level II

Intended for experienced opticians with a basic understanding of optics.

Course Description

This course provides opticians with a comprehensive understanding of managed vision care. It reviews premium lens technologies, emphasizing the benefits of offering premium lens options to patients and how it can optimize their practice.

Course Objectives

1. Understand the fundamentals of managed vision care and how it operates within a practice.
2. Review the features and benefits of premium lens options for both patients and practices.
3. Recognize the impact of incorporating managed vision care into your practice.

Course Outline

- Introduction (5 mins)
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 - Overview of the importance of Managed Vision Care
 - Objectives of the course
- Understanding Managed Vision Care (10 mins)
 - Definition and explanation of Managed Vision Care
 - Explain how Managed Vision Care jobs are routed
 - Define key terms used in Managed Vision Care
 - Review key players in Managed Vision Care
- Benefits of premium lenses for patients (15 mins)
 - Review premium SV options, PALs, materials, and treatments
 - Increased visual acuity and clarity
 - Enhanced comfort and reduced eye strain
 - Enhanced visual experience in different environments
 - Reduced glare and improved night vision
- The impact of Managed Vision Care on your practice (20 mins)
 - Increased revenue opportunities
 - Exploring new lens products and brands
 - Upselling and cross-selling techniques
 - Streamlined billing and reimbursement process

- General tips for efficient claims processing
- Collaborative partnerships
 - Marketing opportunities directing patients to the practice
- Improved patient satisfaction and retention
 - Discover ways to increase the quality of office reviews
- Conclusion (5 mins)
 - Recap of key points
 - Questions