

## OAV Spring Convention – Event Schedule – May 6 & 7

| Time          | ABO                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | NCLE                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                           |
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| 7:00 a.m.     | Registration Opens and Continental Breakfast Served                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                                           |
| 8:00 – 9:00   | <b>Dispensing Theatre – 1 ABO – Judy Canty</b><br>What do you offer that the “onliners” can’t? We will breakdown the fitting and dispensing process into separate “acts” to make every phase of the process a polished and memorable performance for every patient.                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | <b>Soft Lens Fitting (Spherical and Toric) – 1 NCLE – Technical – Mike Gzik</b><br>Soft lenses make up more than 80% of all soft lens prescribed in the US. Because soft lenses are initially comfortable to patients they are considered to be the easiest to fit. Many practitioners “mail in” the lens type prescribed and give out a box of solutions based on nothing more than what is on the shelf at the time. This course is designed to help participant review the strategies used to prescribe a silicone hydrogel, or hydrogel material with appropriate system of disinfection based on patient needs and lifestyle with either spherical or toric soft lenses.                                                                                                                                | <b>ABO Exam Review Class sponsored by NFOS.</b>           |
| 9:00 – 10:00  | <b>Adventures in Sales Prevention – 1 ABO – Judy Canty</b><br>Rules are rules! Or are they? Learn to create win-win solutions for difficult patients and uncomfortable situations. We’ve all been there and we all approach them in unique ways. This course aims to help you find solutions that work for everyone.                                                                                                                                                                                                                                                                                                                                                                                                                  | <b>Astigmatism Fitting Strategies- 1 NCLE – Technical – Mike Gzik</b><br>This course is designed to help a practitioner evaluate a patient for astigmatism correction and choose a proper material and design for an astigmatism correction. There are many types of astigmatism correction that require optical correction. Because of the surgical procedures that are being utilized It is important that practitioners offer patients the best possible vision. Correcting the astigmatism portion of the prescription is essential to a viable contact lens practice                                                                                                                                                                                                                                    |                                                           |
| 10:00 – 10:40 | <b>Vendor Intro OAV Membership Meeting, Elections and Optician of the Year</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                                           |
| 10:40 – 11:30 | <b>Tips &amp; Techniques in Dispensing Eyewear To Toddlers – 1 ABO – General - Jackie O’Keefe</b><br>Fitting eyewear to toddlers requires not just the right frame and lens choice, it also requires additional patience. These tiny consumers come with a parent or guardian, so a unique relationship must take place. Selecting the appropriate lens materials and frame styles to achieve the best fitting for the child is also of the utmost importance. We will look at better frame designs for toddlers along with tips on assessing the fit and adjusting techniques. This course will demonstrate the best ways to measure the pupillary distance of a child and calculate centration to achieve the best eyewear profile. | <b>Fitting the Presbyope with Hydrogel Contact Lenses – 1 NCLE – Technical – Mike Gzik</b><br>Presbyopes are the most rapidly growing segments of the population. This course will enable a practitioner evaluate a presbyopic prescription to determine what lens system will suit the patients needs. The participant will be able to differentiate the lenses used to correct presbyopia and to manage patients expectations. to meet these needs. The methods include but are not limited distance contacts and glasses, BI-focal contact lenses and monovision. Methods of selecting a proper presbyopic candidate for hydrogel fitting will be discussed. Materials and designs of simultaneous lenses will be presented. Patient management, follow up procedures and instructions will be discussed. |                                                           |
| 11:30 – 1:30  | <b>Vendor Meet and Greet</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                                           |
| 12:30 – 1:30  | <b>Lunch</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                                           |
| 1:30 – 3:30   | <b>The Science of Shopping – 2 ABO – General – Leah Exline</b><br>The Science of Shopping discovers the techniques used by major retailers to turn shoppers into buyers and buyers into loyal customers. Gain a fundamental understanding of how                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | <b>Eye Disorders that Require Referral – 2 NCLE – Technical – Mike Gzik</b><br>The course will identify signs and symptoms of various material Related adverse responses and their management. This course will instruct the participant on the various strategies and designs that may                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | <b>ABO Exam Review Class sponsored by NFOS continues.</b> |

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|                       | environmental factors, displays and floor planning affect sales and customer satisfaction.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | be utilized to help a practitioner continue to fit the appropriate design, modality and material on a patient. The course will identify signs and symptoms of various solution related adverse responses and their management. This course will instruct the participant on the various strategies utilized to help increase patient compliance with MPS. |  |
| <b>3:30 – 5:30</b>    | <b>The DNA of Ophthalmic Lenses – 2 ABO – Technical – Jackie O’Keefe</b><br>Ophthalmic lenses have unique properties like lower specific gravity, higher safety, precise optics and thinner profiles. Each lens has its own story. Becoming familiar with lenses is a great place to start when relating to patients’ visual concerns, recommending and troubleshooting when there is a complaint. This course drills deeper and explores unique properties of plus, minus, cylinder, multifocals, progressives, prisms and the plethora of material choices. We will continue with a hands-on breakout session to help identify lenses.                                                                    |                                                                                                                                                                                                                                                                                                                                                           |  |
| <b>5:30 p.m.</b>      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                           |  |
| <b>Sunday April 9</b> |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                           |  |
| <b>8:30 a.m.</b>      | <b>Registration opens</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                                                                                                                                                                                                                                                                                                                                                           |  |
| <b>9:00 a.m.</b>      | <b>The Art and Science of Rimless Eyewear – 2 ABO – Technical – David Laing</b><br>There are many possibilities in regard to rimless eyewear selection, design, customization, and mounting and dispensing techniques. Be exposed to concepts in selecting lenses, choosing and customizing lens shapes, Rx considerations, and lens materials suitable for rimless mounts and Rx criteria and learn how to identify modern lens shapes and new consumer demographics, as well as additional treatments that can be added to the lenses. There will be discussion on considering the Patient/Client’s perspective, as well as the Optician’s perspective, including helpful tips in mounting and adjusting. | <b>Virginia Practical Licensing Exam Review 9-12</b><br>Kristi Green                                                                                                                                                                                                                                                                                      |  |
| <b>11:00 a.m.</b>     | <b>Rimless Hands-On Workshop – David Laing and Lynn DiMarco</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                           |  |
| <b>12:00 noon</b>     | <b>Classes End</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                           |  |