richmond, va

holiday inn airport, richmond, VA

spring convention

april 14-15, 2018

SCHEDULE

saturday, april 14

Time	ABO/NCLE Education Track for Opticians
7:00 a.m.	**Registration opens and continental breakfast served.**
8:00 a.m.	**The Visually-Impaired Patient – BW Phillips – Level 2 – ABO/NCLE** A National Institute of Health study has found that 94% of Americans age 12 and older have good vision; the remaining 6%, or 14 million, are visually-impaired. Among these more than 11 million have uncorrected impairments, such as near- or farsightedness. This population needs eyeglasses or contact lenses to correct their vision. Certain segments of the population due to race/ethnicity, medical reasons, or economics, have higher rates of impairment.
9:00 a.m.	**Opticians: Do we see 20/20…And Beyond (2020)? – BW Phillips–ABO/NCLE** The Optician is an internal part of vision care. The profession has a long and proud history. This lecture will "look" at the past, working environments, salaries, and education that has shaped the modern-day optician. We will assess how technologies (artificial intelligence) and educational change can/will have an effect on the future of Opticianry.
10:00	**OAV Membership Meeting and Introduction of Partners**
10:30	**Eye Development & Problems in Premature Babies – BW Phillips– ABO/NCLE** The development of the human eye begins just after fertilization and continues after birth. It is a complex process with many different stages that take place at the same time. Often the development of one component of the eye triggers the development of yet another. Preemies are more likely to have health problems, including eye conditions. You should know the risk for vision problems and what you can do to help prevent vision loss.
11:30	**Vendor Meet and Greet * 12:15 - Lunch**
1:00 p.m.	**Understanding Corneal Topography – BW Phillips—ABO/NCLE** This course examines the types of topography systems available from Placid disc-based systems to evaluation-based designs. Classification of normal and abnormal topographies will be discussed. Basic map types and this interpretation will be presented.
2:00	**Oh My, My Contact is Wearing a Skirt – BW Phillips—NCLE** Believe it or not, hybrid lenses have been around for more than 30 years. Tandem (piggyback) fittings were also reported in the 1970s. This course looks at the history of these modalities as well as the "how to" fitting philosophies and techniques and discuss the pros and cons of each, patient selection and review case studies.
3:00	**The Power of Branded Product and How To Use It – Jackie O'Keefe - ABO** This course takes a good look at branding in the optical industry, other venues and the differences between creating a brand and licensing a brand, and the rolls that the vendor, optician and the consumer play. We will examine the relationship between the product and the brand itself in the eyes of the consumer. Examples of "real life" ophthalmic brand positioning are given and how you can use this in your practice. We will look at how to recognize your own niche and how to brand yourself and/or practice. The attendees will break out and create a brand from scratch and share with the others.
5:00	**Classes End—Hospitality**

10:00 a.m. AM I LEGAL?
Do I have to give a PD? Can I charge for a PD? Can I fill an expired Rx? What if the doc won't release the Rx? These questions and more will be answered in t his interactive Q&A session. (not ABO approved) Included in conference registration or register for seminar only. Free for OAV Members.

2:00 p.m. Opening an Independent Optical Round Table Discussion
Independent optical shops are increasing in numbers again, filling a gap in the market. Join a panel of Independent Optical owners to find a mentor and have a discussion about the joys and pitfalls of owning your own optical shop (included in registration— not ABO approved)

Time	Dispensary Fundamentals (all ABO approved)
1:00 p.m.	Dispensary Fundamentals: Frame Adjustment – Darla All and Leah Exline Whether your patient brings in a pair of glasses that have been pushed to the extreme, or your lab forgets to put your frame into Standard Alignment, this course will walk you through step by step on how to bring these frames back to life through frame adjustment techniques.
2:00 p.m.	Dispensary Fundamentals: Troubleshooting – Darla All "OH MY GOSH, I just picked my glasses up, and I can't see!" Where to begin? Basic troubleshooting methods to turn a frown upside down. Learn how to confidently evaluate a pair of glasses and determine where the trouble might be.
3:00 p.m.	Dispensary Fundamentals: Basic Frame Repair – ABO – Amy Clause A basic repair can make a lasting impression on the patient and can help gain trust and respect in our practices. Wouldn't it be great to gain a fresh prospective on frame repairs? Come and join us as we rediscover how to confidently fix the most common frame repairs that we stumble across on an everyday basis. We will also explore into the most common tools and supplies need to make these repairs. This course is ideal for new and established Opticians and anyone who comes in contact with a broken frame
4:00 p.m.	Dispensary Fundamentals: Prism – Leah Exline In this Prism 101 class, gain an understanding of the basics of prism and how it is applied on a daily basis. Learn basics of prism strength, unwanted prism, imbalances and power differences.

register online
www.vaopticians.org

ADVANCED FRAME REPAIR WORKSHOP

sunday, april 15

8:30 a.m. Registration and Breakfast

9:00 a.m. Hidden Hinges (ABO)
Erik Meland
Explore the method and the madness behind installing hidden hingers. They can be tricky but this class gives a hands-on opportunity for attendees to identify different types of hidden hinges, learn methods to install and remove and when to use them. Attendees are welcome to bring frames they would like to work on during the class.

10:00 a.m. Frame Modification (ABO)
Erik Meland
Patients are unique in individual measurements and fit. Sometimes frames are uncomfortable and need modification so patients can comfortably wear them, whether it is stop them from falling off in active kids or adults. Learn hands-on techniques that can be used to modify eyewear in various ways to accommodate the individual preferences of our patients.

11:00 a.m. Soldering (ABO)
Erik Meland
Sometimes the only fix is to weld a frame but it can be intimidating. In a hand-on setting, attendees learn to identify common types of metal frame materials, discover which tools to use for welding and suitable methods for welding different types of materials

12:00 noon Classes End

HOTEL INFORMATION

Holiday Inn Richmond Airport
445 International Center Drive
Sandston, VA 23150
Telephone: (804) 236-1111

Make reservations **before April 1, 2018** to receive special OAV room rate of $104 per night.
Use Group Code of **OPT at holidayinn.com** or mention Opticians Association of Virginia to get room rate.

RICHMOND IN THE SPRING:

more than just classes—new attractions

The Spring Convention Richmond has some new attractions on the agenda, reaching out the greater optical community and filling gaps.

The Spring Convention scheduled for April 14 and 15 in Richmond is featuring BW Philips, a nationally known speaker who last spoke to OAV more than 10 years ago.

He will speak on varied topics, both ABO and NCLE approved including a look at the long and proud history of opticianry looking at the past, working environments, salaries, and education that has shaped the modern-day optician and then assess how modern technology will affect the future.

Being a prominent contact lens speaker, BW will present advanced contact lens classes in the afternoon opposite the OAV's new "Dispensary Fundamentals" track.

The "Dispensary Fundamentals" Certificate Program features classes aimed to new opticians, and optical staff and includes basic Frame Adjustment, Troubleshooting and Frame Repair culminating in a simple-language class on understanding prism. The classes are open to everyone and for convenience of opticians, the classes are all ABO-approved.

The ever-popular "Am I Legal?" seminar will be given at the convention too. For the first time, we'll be offering it as a 'stand-alone' class which means people can sign up to only attend the seminar. It is free for members to attend. The "Am I Legal" is also included in conference registration so if attending the conference there is no need to sign up separately.

The conference also sees the return of the round table discussion. The independent optical shop is on the rise and the topic for the round table will be "Opening an Independent Optical". It is moderated by Judy Canty and features independent optical owners on the panel who can answer questions and share their own experiences, mentoring anyone interested in making the leap.

On Sunday, Erik Meland will return with a three hours of hands-on Advanced Frame Repair topics. Frame modification, hidden hinges and soldering are topics that will be discussed. Bring frames that need fixing!

Last but not least, OAV will again be hosting the ABO review and state practical exam review classes for apprentices that will soon be doing the ABO written exam and taking their state practical.

Silent Auction and a casual evening event will top of the weekend.

Registration is now open.

registration form
spring convention

April 14-15, 2018 | Holiday Inn Airport, Richmond

Opticians
Association of Virginia
Advancing Virginia's Opticians

Name _____

Company Name for Badge _____

Address _____

City _____ State _____ Zip _____

Daytime Phone _____ E-mail or fax _____

Must provide e-mail address or fax number to receive confirmation that will be sent two weeks prior to convention.

registration packages	Member	Non-Member
FULL REGISTRATION—All classes Saturday and Sunday, Breakfast both days and Saturday (Includes Am I Legal? Dispensary Fundamentals, and Advanced Frame Repair)	☐ $145	☐ $199
SATURDAY ONLY—All Saturday Classes, Breakfast and Lunch on Saturday (Includes Am I Legal? and Dispensary Fundamentals)	☐ $125	☐ $182
Am I Legal Seminar only	☐ FREE	☐ $25
Dispensary Fundamentals—Includes four-hour class only—no lunch	☐ $70	☐ $70
Advanced Frame Repair Workshop	☐ $60	☐ $99
Student/Apprentice—no lunch	☐ FREE	☐ FREE
Student/Apprentice with lunch	☐ $30	☐ $30
Lunch only (For Guests. Guest Name: _____)	☐ $30	☐ $30
OAV Membership Renewal or New Membership—Membership is valid for 12 months from join/renewal date)	☐ $125	n/a
LATE FEE (after April 6)	☐ $25	☐ $25
TOTAL		

Cancellations must be received by **April 6** FOR FULL REFUND. No refund after April 6 for any reason.
Mail completed registration form and check payable to:
OAV, P.O. Box 6544, Ashland, VA 23005
Credit card registrations may be faxed to: **877-800-1103**
Register online at www.vaopticians.org/register
All further questions may be answered by calling **866-734-9251**
www.vaopticians.org or oav@vaopticians.org

Register online at vaopticians.org

REGISTER BY CREDIT CARD

Name on Credit Card _____ Credit Card # _____ Exp. date _____

Signature _____ Billing Zip _____ CVV _____