

October 13~14, 2010

LANSING CENTER
333 E. MICHIGAN AVE.
LANSING, MI 48933





For questions please call 517.482.0616 or email: amy@themoa.org

www.themoa.org

Wednesday, October 13, 2010 - OPTOMETRIST PRELIMINARY LECTURE COURSE DESCRIPTIONS

Breakfast CE lecture - Tim Fortner, O.D. Creating The Nothing Left To Chance Experience

This unique lecture provides a comprehensive best-practice resource for the optical industry. The changes in the economy have created a new value conscious consumer. As a result, we are experiencing a fundamental shift in consumer values and priorities the experts tell us will be long term. This seminar provides market research concerning the new consumer and how to adjust to this change in buying behavior. It takes the attendee into a successful practice where you will hear real eye care professionals (ECPs) interacting with real patients from the front desk through pretesting, the exam and the dispensary. Attendees will not only hear from the ECPs and staff, but also from the patient. An accompanying workbook takes the information from presentation to implementation.

TRACK ONE

The Foggy Window: Comeal Dystrophies and Degenerations Louise Sclafani, O.D.

A journey through the various layers of the comea shows us the normal versus diseased tissue. Classic examples and unknown entities will be explored with standard and developing treatments.

Update on Keratoconus Diagnosis and Treatment Louise Sclafani, O.D.

This course will discuss the latest in diagnostic instruments to detect Keratoconus and discuss the newest contact lens and surgical alternative for the treatment of these ectasias.

Progression in Glaucoma Michael Cymbor, O.D.

The field of glaucoma is changing. Those precepts and principals learned during optometry school have become obsolete, making it difficult for today's busy practitioner to stay on the forefront of current understanding. This presentation will address current understanding in all aspects of glaucoma care.

Every Case, Evidence Based Michael Cymbor, O.D.

The speaker utilizes a grand rounds case presentation format highlighting conditions experienced by today's busy optometrist. Each case has supporting peer-reviewed literature to justify management. Topics covered include comea, anterior segment, optic nerve, and retina.

5:00 pm - 6:30 pm EXHIBIT HALL RECEPTION

TRACK TWO

Ethics & Eye Care Kevin Roe, O.D.

This course will explore the issue of ethics and eye care. Emphasis will be placed on a number of different dilemmas and decisions that face today's Doctor of Optometry. Interactive discussion of specific real world scenarios will be utilized to increase awareness of ethical issues in practice and provide different perspectives for managing such situations.

The Elephant in the Room Kevin Roe, O.D.

Recent research has provided new information on both patient and ECP compliance with manufacturer recommended replacement schedules of daily disposable and silicone hydrogel soft lenses, as well as reasons given for patient noncompliance. Highlighting these new findings, this course will guide ECPs with practical tools to improve patient compliance as well as the overall patient-doctor relationship.

Are We There Yet? An Update on Silicone Hydrogel Multifocal Lenses Kevin Roe, O.D.

The "baby-boomers" have reached middle age with "Gen X" not far behind, providing a huge opportunity, and challenge, for contact lens practitioners. This course will review the latest research on presbyopic soft lens correction as well as new developments in silicone hydrogel multifocal lenses, and provide pearls for maximizing success with these novel new lenses.

Enhancing Patient Care through the Implementation of Electronic Health Records (EHR) Phil Gross, O.D.

This course will address the needs of optometrists for the selection and implementation of EHR, e-prescribing and PQRI. Optometrists have never had more reason to implement EHR systems in their practices and gain "meaningful use."

Thursday, October 14, 2010 - OPTOMETRIST PRELIMINARY LECTURE COURSE DESCRIPTIONS

Breakfast CE lecture - Tim Fortner, O.D. Telling the Best Story: Benchmark and Best Practices

Your best story is the story of what you do better than your competition and what makes your practice valuable. Your story must be true and supported by both your marketing messages and your actions. The story must also be communicated by all of your staff to all of your patients. Presented in lecture format with an accompanying workbook, this course covers the following areas: Industry Overview and Trends; Benchmarks, Points of Contact; Best Practices; Actionable Strategies. (Workbook also contains an interactive practice analysis and calculator, internet resources and a patient medical history questionnaire.)

TRACK ONE

Ocular Drugs for the New Economy Milton Hom, O.D.

The newer drugs are stronger, faster, better and safer. But in this new economy, patients are demanding lower cost alternatives. We will look at cost effective glaucoma therapy, poor man's approach to dry eyes, OTC allergy meds and high performance "legacy" antibiotics.

Unborn at Risk? Topical Medications for the Eye Milton Hom, O.D.

Prescribing for the pregnant patient has never been easy. For many of the topical drugs we prescribe, a judgment call needs to be made for two people: the patient and the unborn child. We will look at a sampling of recent drugs and their effects on pregnancy and lactation.

Eye Disease: Lids, Inflammation, and Management lan Gaddie. O.D.

Dry eye disease comprises several distinct clinical entities including primary inflammatory, eyelid/meibomian related, contact lens and autoimmune related dry eye. Each type of dry eye has specific signs and symptoms and should be managed in a tailored approach. The impact of allergy and non prescription therapy are discussed.

Glaucoma Update and Grand Rounds Ian Gaddie, O.D.

This course will highlight the most contemporary views on practical glaucoma management for the primary care optometrist. A series of grand round style cases will be presented to highlight current concepts and encourage participant interaction.

TRACK TWO

Wavefront Science in Vision and Eye Care: Now it Gets Interesting... Louis Catania, O.D.

Wavefront science in vision correction started with its applications in excimer laser refractive surgery. But now it has moved well beyond that narrow scope of care into advanced corneal and IOL surgeries, and more so for optometry, into high-definition spectacles and contact lens correction. Optometric physicians must understand the nature of this science and its expanding clinical applications to remain on the cutting edge of vision care correction.

Emotional Pain Management: Coping with Conflict lames Miller, O.D.

Conflict can hamper professional relationships resulting in emotional stress and pain. This course will present models for managing conflict and enhancing the doctor-patient relationship.

Strabismus and Amblyopia Valerie Kattouf, O.D.

This course will review various testing methods and normative values used to diagnose strabismus and amblyopia. The areas of refraction, eccentric fixation, measurement of the deviation, comitancy, and anomalous correspondence will be presented. Case examples will be used to allow the participants to implement the information into their practice. The goal of the course is to allow the primary care practitioner to feel more comfortable with diagnosis of binocular vision and refractive anomalies.

Pediatric Pharmacology and Pathology Valerie Kattouf, O.D.

This course will review the most commonly available ocular medications in the pediatric population. Diagnostic, antibiotic, and allergy agents will be presented with the side effects of each discussed. Examination procedures and normative data specific to pediatric pathology diagnosis in infant and toddlers will also be reviewed. Presentations of the anterior and posterior segment pathology frequently diagnosed in the pediatric population, and the proper treatment and follow-up care for each, will conclude this presentation.











HOTEL ACCOMMODATIONS AND DIRECTIONS

ACCOMMODATION INFORMATION

RADISSON HOTEL

III N Grand River Avenue Lansing, MI 48933

www.radisson.com/lansingmi

The Radisson Hotel Lansing is located in the heart of the entertainment, business, and government districts of Michigan's Capitol City. Adjacent to the Lansing Center and one block east of the State Capitol, the hotel is within walking distance to several area attractions, shopping and nightlife activities.

Reservations

Radisson Lansing Hotel: (517) 482-0188 Group Name/Promo Code: LDRS10 Reservation deadline: <u>September 10, 2010</u>

Group Rate

\$125 Non-smoking double \$125 Non-smoking king Hotel rates are subject to applicable state and local taxes in effect at time of check-in.

Parking

The hotel offers valet parking for \$11 per night.

LEXINGTON HOTEL (formerly the Sheraton)

925 S Creyts Rd Lansing, MI 48917 (517) 323-7100

\$114 Non-smoking double \$114 Non-smoking king

Reservation deadline: September 12, 2010

MARRIOTT HOTEL - University Place

300 MAC Avenue East Lansing, MI 48823 (517) 337-4440

\$124 Non-smoking double \$124 Non-smoking king

Reservation deadline: September 12, 2010

DIRECTIONS TO THE LANSING CENTER

LANSING CENTER

333 E Michigan Ave Lansing, MI 48933 517.483.7400

NOTE: Please factor at least 10 -15 minutes into your travel time for parking at the Lansing Center.

FROM THE DETROIT AREA:

Follow I-96 West to the 496 downtown exit, continue on 496 to exit 7A to Grand Avenue. Turn right onto Grand Avenue (north). Follow Grand Ave. to Shiawassee. Turn right on Shiawassee and go across the river to Cedar St. To park under the Lansing Center, turn right on Cedar, then right onto Museum Drive, just past the Lansing City Market. Follow signs for Lansing Center parking.

FROM GRAND RAPIDS AREA:

Follow I-96 to 496 East downtown exit and continue on 496 to exit 6 (Pine / Walnut St.). Merge onto the service drive and about ½ mile to Grand Avenue. Turn left (north) onto Grand Avenue. Follow Grand Ave. to Shiawassee. Turn right on Shiawassee and go across the river to Cedar St. To park under the Lansing Center, turn right on Cedar, then right onto Museum Drive, just past the Lansing City Market. Follow signs for Lansing Center parking.

FROM THE SAGINAW AND BAY CITY AREA:

Follow I-75 South to 69 West to 127 South to the 496 West downtown exit and continue on 496 to exit 7A to Grand Avenue. Turn right onto Grand Avenue (north). Follow Grand Ave. to Shiawassee. Turn right on Shiawassee and go across the river to Cedar St. To park under the Lansing Center, turn right on Cedar, then right onto Museum Drive, just past the Lansing City Market. Follow signs for Lansing Center parking.

FROM THE BATTLE CREEK AREA:

Follow 69 North to 496 East downtown exit and continue on 496 to the Cedar/Larch & Pennsylvania exits. Follow the Cedar/Larch signs and exit right onto Larch Street going (north). Follow Larch to Shiawassee. Turn left on Shiawassee (go one block) to Cedar. Turn left on Cedar, then turn right (just after Lansing City Market) onto Museum Drive. Follow signs for Lansing Center parking beneath the building.

*For traffic construction updates please visit the Michigan Department of Transportation (MDOT) web site : www.michigan.gov/laneclosure

OPTOMETRIST REGISTRATION part 1

(parts 1 and 2 must be returned)

Please ✓ check courses (from any combination of Tracks One & Two) to register Registration begins at 7:30 am - Main hallway

WEDNESDAY, OCT. 13, 2010

TRACK ONE

TRACK TWO

□9:00 am - 9:50 am - COPE # 22409-EJ - Ethics & Eye Care -

□9:00 am - 10:40 am - COPE # 21977-AS - The Foggy Window: Kevin Roe. O.D. Corneal Dystrophies and Degenerations - Louise Sclafani, O.D. 9:50 am - 10:35 am - Break in Exhibit Hall 10:40 am - 11:25 am - Break in Exhibit Hall □ 10:35 am - 11:25 am - COPE # 27918-CL - The Elephant in the Room - Kevin Roe, O.D. □11:25 am - 12:15 pm - COPE # 18116-AS - **Update on** Keratoconus Diagnosis and Treatment - Louise Sclafani, O.D. □ 11:25 am - 12:15 pm - COPE # 27464-CL - Are We There Yet? An Update on Silicone Hydrogel Multifocal Lenses -12:15 pm - 1:45 pm - Lunch in Exhibit Hall Kevin Roe, O.D. □ 1:45 pm - 3:25 pm - COPE # 27886-GL - **Progression in**

12:15 pm - 1:45 pm - Lunch in Exhibit Hall Glaucoma - Michael Cymbor, O.D.

□1:45 pm - 3:00 pm - COPE # 27904-PM- Enhancing Patient Care 3:25 pm - 4:10 pm - Break in Exhibit Hall through the Implementation of Electronic Health Records (EHR) ☐ 4:10 pm - 5:00 pm - COPE # 28291-SD - Every Case, Evidence - Phil Gross, O.D. Based - Michael Cymbor, O.D.

Total CE hours = 7 with breakfast lecture

5:00 pm - 6:30 pm EXHIBIT HALL RECEPTION

3:00 pm - 3:45 pm - Break in Exhibit Hall

□3:45 pm - 5:00 pm - COPE # 27904-PM - EHR Continued Phil Gross, O.D.

Total CE hours = 7 with breakfast lecture

THURSDAY, OCT. 14, 2010

☐7:55 am - 8:45 am - COPE # 18335-PM - Telling the Best Story: Benchmarks and Best Practices - Tim Fortner, O.D.

TRACK ONE

☐9:00 am - 10:40 am - COPE # 27163-PH - Ocular Drugs for the New Economy - Milton Hom. O.D.

10:40 am - 11:25 am - Break in Exhibit Hall

□11:25 am - 12:15 pm - COPE # 27164-PH - **Unborn at Risk?** Topical Medications for the Eye - Milton Hom, O.D.

12:15 pm - 1:45 pm - Lunch in Exhibit Hall

□1:45 pm - 2:35 pm - COPE # 21654-AS - Eye Disease: Lids, Inflammation, and Management - Ian Gaddie, O.D.

2:35 pm - 2:50 pm - Break in back of lecture room

☐ 2:50 pm - 4:30 pm - COPE # 29327-GL - Glaucoma Update and Grand Rounds - Ian Gaddie, O.D.

Total CE hours = 7 with breakfast lecture

TRACK TWO

☐9:00 am - 10:40 am - COPE # 27578-GO - Wavefront Science in Vision and Eye Care: Now it Gets Interesting... -Louis Catania, O.D.

10:40 am - 11:25 am - Break in Exhibit Hall

□11:25 am - 12:15 pm - COPE # 27831-PM - **Emotional Pain** Management: Coping with Conflict - James Miller, O.D.

12:15 pm - 1:45 pm - Lunch in Exhibit Hall

□1:45 pm - 2:35 pm - Cope # 11864-FV - **Strabismus and** Amblyopia Simplified: Diagnosis of Strabismus and Amblyopia in a Primary Care Setting - Valerie Kattouf, O.D.

2:35 pm - 2:50 pm - Break in back of lecture room

□ 2:50 pm - 4:30 pm - Cope # 20973-FV - **Pediatric Pharmacology** and Pathology - Valerie Kattouf, O.D.

Total CE hours = 7 with breakfast lecture

Total 2-day COPE Approved Credit Hours = 14

PLEASE RETURN TO: Michigan Optometric Association 530 W. Ionia Street, Ste. A - Lansing, MI 48933-1062 Phone: 517.482.0616 - Fax: 517.482.1611

OPTOMETRIST REGISTRATION part 2

Michigan Optometric Association 42nd Annual Fall Seminar October 13-14, 2010 Lansing Center, Lansing, MI

lame		Designation (O.D., F.A.A.O., etc.)				
DE Tracker Number		Fax				
Practice address						
City		State	Zip			
referred registration confirmation : \square M confirmation confirmed upon receipt of i						
 This registration form must be re PLEASE NOTE: Seminar attende speaker handouts and bring with Please check lunch attendance: Exhibit Hall Hours: Wednesday Exhibit Hall Reception: Wednesday 	es please visit the MOA you to the seminar. Wed Thurs Special - 9:45 am - 6:30 pm, Tleday - 5:00 pm - 6:30 pm	Web site at <u>www.then</u> al diet request: <i>Please spe</i> nursday - 9:30 am - 1	noa.org to download			
OPTION I - O.D. two day registration -	<u> </u>					
☐ I will attend Wednesday's Exhibit Hall Reception	Early Registration (On or before Sept 29)	Regular Registration (Sept. 30 - Oct 6)	On-Site Registration only (after Oct 6)	Total Amount		
MOA Member	\$220.00	□\$240.00	□\$350.00	\$		
Non-Member	\$360.00	□\$380.00	\$530.00	\$		
Extra lunch ticket	\$45.00	\$50.00	\$55.00	\$		
OPTION 2 - O.D. one day registration	- Please check: □Wedi	nesday 🗆 Thursday				
☐ I will attend Wednesday's Exhibit Hall Reception	Early Registration (On or before Sept 29)	Regular Registration (After Oct 6)	On-Site Registration only (after Oct 6)	Total Amount		
MOA Member	\$180.00	\$190.00	\$250.00	\$		
Non-Member	\$270.00	□\$300.00	\$350.00	\$		
Extra lunch ticket	\$25.00	□\$50.00	□\$55.00	\$		
Payment Information: Please make c	heck payable to: Michig	an Optometric Associ	ation			
☐ Visa ☐MasterCard (only): Cardhol	der Name (please print):					
Card Number:		Exp. Date:	Security Code			
Cardholder Signature:		Total amount: \$				
Credit Card billing address if differen	t than practice address:					

□ In accordance with the Americans with Disabilities Act, check here if you require special accommodations to fully participate.

PLEASE RETURN TO: Michigan Optometric Association 530 W. Ionia Street, Ste. A - Lansing, MI 48933-1062 Phone: 517.482.0616 - Fax: 517.482.1611

PARAOPTOMETRICS PRELIMINARY SCHEDULE AND LECTURE COURSE DESCRIPTIONS

WEDNESDAY, OCTOBER 13, 2010 - Registration begins at 7:30 am - Main Hallway

8:00 am - I0:00 am - Five Ways to Make Sunwear Important to Your Patients - Sunwear the Other First Pair - Sam Buemi, ABOC. Gain the technical facts and marketing and communication techniques necessary to successfully position sunglasses into your practice product/service mix. Learn to identify and address the unique needs of the sunwear consumer. Make sunwear important and profitable by implementing these turnkey methods of display, dialogue and demonstration. Understand the profits that simple tips in promoting sunwear can bring you. ABO pending.

10:00 am - 10:45 am - Break in Exhibit Hall

10:45 am - II:45 am - Giving Your Patients the BEST - Sam Buemi, ABOC. - It is our professional responsibility to provide every patient with the complete range of high quality eyewear options; options that can offer a tremendous value to our patients while increasing visual comfort, performance and cosmetic appeal. Learn the communication skills necessary to assure every patient leaves your practice fully educated on the highest quality products that meet all of their visual, cosmetic, and lifestyle needs. ABO pending.

11:50 am - 1:20 pm - Lunch in Exhibit Hall

I:30 pm - 3:30 pm - TechnogenEYEsis - Irwin M. Shwom, O.D. -This program is developed for the aspiring eye care professional who wants to get a better handle on the myriad of new and newer technologies currently found in the Optometric Practices of Tomorrow. HRT - GDX - OCT - Pachometry - Comeal Imaging Systems - Automated Lens Edging Systems will be some of the devices presented. Applications of these systems, as well as indications and contraindications for their clinical usefulness, will be discussed.

3:30 pm - 4:00 pm - Break in Exhibit Hall

4:00 pm - 5:00 pm - Investigative Photography - Irwin M. Shwom, O.D. - In-office photo documentation technologies have been exploding. After taking a photo have you ever sat there saying, "What am I looking at?" This new course will present an organized approach to viewing and interpreting in-office ocular photography. Employing a concept called "grounding," each attendee will view a series of both anterior and posterior segment photos. Each will then be able to identify key anatomical landmarks, as well as make a descriptive identification of the specific photo's contents.

THURSDAY, OCTOBER 14, 2010 - Registration begins at 7:30 am - Main Hallway

8:00 am - 9:00 am - <u>Selling Multiple Pairs</u> - David Lipkin - This class focuses on the opportunities for multiple pair sales. Areas of opportunity examined include sunglasses, safety eyewear, and occupational opportunities such as computer eyewear. Hand outs include lens color choices and lens guidance charts for various needs. ABO pending.

9:00 am - 10:00 am - Improving Your Capture Rate - Stephen Farebrother - This class will share Marchon's accumulated experience in helping independent practices turn prescriptions into eyewear sales. We look at six steps that connect to help meet the patient's complete vision needs: check-in, patient history, test and dilation, exam, Rx and eyewear, known as the "capture rate process." If you measure and improve any step in this process, you can improve your overall capture rate. In the seminar, we use our experience with thousands of independent practices across the country to make suggestions for improving the capture rate. ABO pending.

10:00 am - 10:40 am - Break in Exhibit Hall

10:40 am - 11:50 am - It's a Kid World - David Lipkin - This class focuses on the aspects of selling eyewear to children. Information covered includes eye disease in the aging eye, starting from birth, to points of information on how to build a practice that includes eyewear for children of all ages. The influence and buying power of children are examined in this seminar. ABO pending.

11:50 am - 1:20 pm - Lunch in Exhibit Hall

I:30 pm - 3:00 pm - Solving the Insurance Billing Puzzle - Linda Hood - Do you want to learn how to play the insurance game? Do you want to know and understand the part you play in the billing insurance puzzle? This course will explain how every staff person in the office affects reimbursement from insurance companies. It is not only the billing office's responsibility to receive reimbursement by insurance companies, first time, every time; it is the responsibility of the appointment desk, front desk registration, technicians, opticians, and optometrists, of which are all pieces of the puzzle. Learn how you can contribute to getting claims paid, in whatever role you may have. This course will provide valuable tips on billing, dealing with patients and their insurance carriers, and ensuring timely/proper reimbursement from insurance companies. It also covers upcoming changes, Red Flags Rule, HIIPA, compliance and documentation. Bring your insurance billing questions and puzzles and I will help you to solve them.

3:00 pm - 3:15 pm - Break in Exhibit Hall

3:15 pm - 4:45 pm - Solving the Insurance Billing Puzzle continued.

PARAOPTOMETRIC REGISTRATION

Michigan Optometric Association 42nd Annual Fall Seminar October 13-14, 2010 Lansing Center, Lansing, MI

Name		MPA #				
Practice Address	Dr					
City	State	_ Zip Off	ice Phone			
Preferred confirmation: □Mail □Email						
Confirmation confirmed upon receipt of reg	istration payment.					
 This registration form must be received. 10% discount for two or more fullentered. PLEASE NOTE: Seminar attendees purchased by speaker handouts and bring with your please check lunch attendance: We exhibit Hall Hours: Wednesday - 9: Exhibit Hall Reception: Wednesday 	Paraoptometric re please visit the MOA of to the seminar. ed □Thurs □Special 45 am - 6:30 pm, The of - 5:00 pm - 6:30 pr	gistrations from the Web site at <u>www.then</u> al diet request: <i>Please spe</i> nursday - 9:30 am - 1 n	same practice. noa.org to download			
OPTION I - Paraoptometric two day regist						
☐ I will attend Wednesday's Exhibit Hall Reception	Early Registration (On or before Sept 29)	Regular Registration (Sept 30 - Oct 6)	On-Site Registration only (after Oct 6)	Total Amount		
MPA Member	□ \$145.00	□ \$165.00	\$175.00	\$		
Non-MPA Member	\$160.00	\$180.00	\$200.00	\$		
Extra lunch ticket	□ \$45.00	□\$50.00	□ \$55.00	\$		
OPTION 2 - Paraoptometric one day regis	stration - Please che	eck: □Wednesday □	Γhursday			
☐ I will attend Wednesday's Exhibit Hall Reception	Early Registration (On or before Sept 29)	Regular Registration (After Oct 6)	On-Site Registration only (after Oct 6)	Total Amount		
MPA Member	□ \$100.00	□ \$110.00	□ \$120.00	\$		
Non-MPA Member	□ \$115.00	□ \$125.00	□\$135.00	\$		
Extra lunch ticket	□\$25.00	□ \$50.00	□\$55.00	\$		
Exhibit hall - Wed Thurs	\$25.00	□ \$35.00	□\$50.00	\$		
Payment Information: Please make check	k payable to: Michig	an Optometric Associ	ation			
☐ Visa ☐ MasterCard (only): Cardholder	Name (please print):					
Card Number:		Exp. Date:	Security Co	de		
Cardholder Signature:		Total amount: \$				
Credit Card billing address if different that	n practice address:					

□ In accordance with the Americans with Disabilities Act, check here if you require special accommodations to fully participate.

PLEASE RETURN TO: Michigan Optometric Association 530 W. Ionia Street, Ste. A - Lansing, MI 48933-1062 Phone: 517.482.0616 - Fax: 517.482.1611
No refunds after October 6, 2010 - Replacements welcome

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> Michigan Optometric Association 42nd Annual Fall Seminar Optometrist & Paraoptometric Registrations October 13-14, 2010

Lansing Center 333 E. Michigan Avenue Lansing, MI 48933