

Preparing Your Practice for Presbyopia  
Dr. Jack Schaeffer  
Dr. Mark Schaeffer

Objective:

- Discuss presbyopia as how it affects patients and demographics
  - Review different types of treatment options
  - Discuss implementation techniques for incorporating new technologies into your practice
- 
- I. Introduction to Presbyopia
    - a. Definition
    - b. Classification
      - i. New published data
      - ii. Mild, Moderate, Severe
      - iii. Different stages of progression
    - c. Prevalence
      - i. 125 million Americans
      - ii. 32 million Americans get OTC readers
      - iii. Eldest Millennials are starting to develop presbyopia
    - d. Psychosocial aspects
      - i. How it affects real life vision
      - ii. Types of complaints
      - iii. Average computer and near work usage among those in this demographics
  - II. Current treatments in refractive technology
    - a. Glasses
      - i. New PALs
        - 1. Increased corridor size
        - 2. Decreased adaptation size
        - 3. Digital lens surfacing to customize lens for better results
      - ii. Computer and occupational lenses
        - 1. Ability for flexibility especially at dedicated computer and near work tasks
        - 2. Addresses all the needs of the patient
    - b. Contact Lenses (New advancements)
      - i. Reusable lenses
        - 1. New Multifocal torics
      - ii. Daily disposables
        - 1. New technologies
      - iii. Specialty lenses
        - 1. Sclerals
        - 2. Hybrids
        - 3. Custom soft contact lenses

- c. Pharmacological therapies
      - i. Current: Vuity
      - ii. In the future:
        - 1. Orasis
        - 2. Visus
        - 3. Novartis
    - d. Surgical options
      - i. Corneal inlays
      - ii. Multifocal IOLs
        - 1. PanOptix
        - 2. Vivity
        - 3. Symfony
- III. Discussing workflow in the office
  - a. Creating presbyopia consultative visits
  - b. Discussing side effects and risk factors in office
  - c. Reviewing expectations
  - d. Pathway to success
  - e. Staff training
- IV. Hurdles to implementation
  - a. Patient Buy-In
  - b. Staff Buy-In
  - c. Optical and dispensary sales objections
- V. Counseling patients in the exam lane
  - a. Questions to ask the patient
  - b. What's going to work the best for their lifestyle needs
  - c. Reviewing expectations of each option
  - d. Maximizing "And" treatments instead of "Either/Or" for variety of needs
- VI. Follow-up with patients
  - a. Telehealth?
  - b. Office Visit?
  - c. Dilation at subsequent visits?
- VII. Things to Avoid in the practice
  - a. Not having a plan of action
  - b. Not setting expectations for patients and staff
  - c. Not discussing with patients as an option
    - i. This is being advertised as we speak so our patients are seeing this as an option
    - ii. Don't be the last one to tell them about it or even not mention it