



UNIVERSITY of **HOUSTON**
COLLEGE of OPTOMETRY

Present

The Subjective Refraction

Speaker:

Sam E. Johnson, O.O.



Registration: 5:30 pm
Dinner: 6:30 pm
ABO Credit: 7:30 pm (1 Hr)

Register Online: www.coat.tv
Text: 713- 890-2520
Registration Deadline July 17th

Date: Tuesday, July 19, 2016
Venue: University of Houston College of Optometry
Address: Health and Biomedical Science Building
4849 Calhoun Rd. Classroom 267W
Houston, TX. 77204
Phone: 713-743-7377

About the Speaker

Sam Johnson, ABOM, NCLE-AC - is the only Master Level Optician in the Central Texas Area and one of very few in the entire country. He is also State of Texas Advance Board Certified and Licensed in Contact Lens fitting. Multifocal glasses and contact lenses are his special area of expertise. Sam's attention to detail and professionalism has gained him a reputation among Austin Ophthalmologists as the Go-To-Guy for their patients. His gentle manner and patience has ensured his business success.

Course Description:

The Subjective Refraction

The intended audience for this course are ABO/NCLE certified or licensed opticians who already have a solid background in optics and are interested in leaning more about refraction and/or over-refracting contact lenses when directed by a physician.

Participants in this course will learn basic theory in refraction. They will also gain a basic understanding of refractions using a phoropter or a trial lens set and/or an over refraction of contact lenses for refinement and or troubleshooting purposes upon the successful conclusion of this course.

The 1 Hour ABO accredited course will cover a variety of subjects associated with the art of refraction. Sam will cover the theory of refraction, along with the parts and proper use of a phoropter, steps on how to use a minus phoropter with a projector and introduction to the Virtual Phoropter.

COAT is always looking for your valuable suggestions, questions, comments, ideas, thoughts, etc.,

**Please do not hesitate to contact me via
Email: coatpresident@yahoo.com
Phone or Text: 713-890-2520.**

We look forward to seeing everyone at the meeting on Tuesday, July 19, 2016

Your COAT President
Mustafa Asif,
ABOC



Follow us
on Twitter

@texas_optician



COAT CHRONICLES

By

Mustafa Asif

Hello Members, First of all I would like to Thank each and everyone who attended the meeting in May at Hilton Houston Westchase presented for the first time by Luxottica. It was an amazing night with a record attendance. The full house enjoyed as Alessandro Baronti presented the Art of Retailing. COAT appreciates all the support that we get from different manufacturers and we should support them in any way we can. Alessandro was a great speaker and he had the crowd focused all night long with his creative teaching methods and by the end of the night everyone left with a better understanding of how to present their business and make it appealing to the consumer.

One of our main goals as COAT leadership is to promote the profession of opticianry in the state of Texas. We are working with the Opticians Association of America to educate the local residents of the state. We have some excellent CE opportunities coming up this year, encourage your fellow opticians to attend COAT meetings and also if they are not one, ask them to become an annual member. We have to become opticians who provide a complete vision solution to our patients.

We are looking for members to come forward and own the association that has given them so much in the past. The current board term ends in December and we encourage all of you to nominate someone who will be a great leader and role model to carry on for the upcoming years.

Established in 1926, the Opticians Association of America (OAA) serves as the only national organization representing opticianry's business, professional, educational, legislative and regulatory interests.

OAA fosters, supports and sponsors programs of competency certification, licensing and continuing education for professional development.

For more information please contact the Opticians Association of America's home office at 3740 Canada Road, Lakeland, TN 38002, 901.388.2423, chris_allen14@att.net, or www.oaa.org.



RSVP by July 17, 2016
Register Online Today!
www.coat.tv



WE WANT YOU!

COAT BOARD NOMINEES

As we mentioned in the last meeting, this association is YOUR association. Be part of a group and give back to the profession you love.

The current board is ending their term in December and we are looking for COAT members to step up and take this opportunity to lead us in the future.

Open Positions Available

- President
- Vice President
- Treasurer

Please email your nominees to Martha Dela Torre at coatsecretary@yahoo.com

Thank You



Register online www.abo-ncle.org

May Highlights



A Huge shout out to Luxottica and our speaker for the night, Alessandro Baronti. COAT and its members appreciate the dedication of our corporate sponsors and the education that they provide



Thank You to the entire Luxottica Team, Area Manager Mark Mixon and to all the Reps, COAT appreciates all your hard work.

Sally, Peter and Diane (L-R) show their beautiful smiles to brighten up the night



We had a full house at Houston Hilton Westchase, It was great to see opticians in Houston and its surrounding areas to continue to make themselves better opticians, who can serve society at a professional level. Thank You COAT members for attending.



2017 Annual COAT Application

First Name: _____ Last Name: _____

Mailing Address: _____

City: _____ State: _____ Zip: _____

Email: _____ Phone: _____

Practice / Business: _____

Check all that Apply: (Please Select one and enter Certification or License number)

- | | | |
|--------------------------------------|---|---|
| <input type="checkbox"/> ABO _____ | <input type="checkbox"/> Optician _____ | <input type="checkbox"/> Lab Tech _____ |
| <input type="checkbox"/> NCLE _____ | <input type="checkbox"/> OD _____ | <input type="checkbox"/> Student _____ |
| <input type="checkbox"/> COT _____ | <input type="checkbox"/> MD _____ | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> COA _____ | <input type="checkbox"/> Office Manager _____ | |
| <input type="checkbox"/> COPE _____ | <input type="checkbox"/> Billing Staff _____ | |
| <input type="checkbox"/> Other _____ | | |

2017 Annual Membership Fee is \$80 (Please make Check or Money Order Payable to COAT)

Method of Payment: _____ Date of Payment: _____

If you want to volunteer with COAT please email coatsecretary@yahoo.com and tell us your area of interest. We are always looking for fresh new ideas. Thank You

You can also mail this form with your payment to:

COAT
P.O. Box 27630 Houston, Texas 77227

Prices are subject to change without notice. No refunds or exchanges. COAT is a 501(C)(6) non profit organization.

Trivex Material

Still a New and Growing Lens Category

By: Mark Mattison-Shupnick, ABOM

Patient Benefits with Trivex® lens material

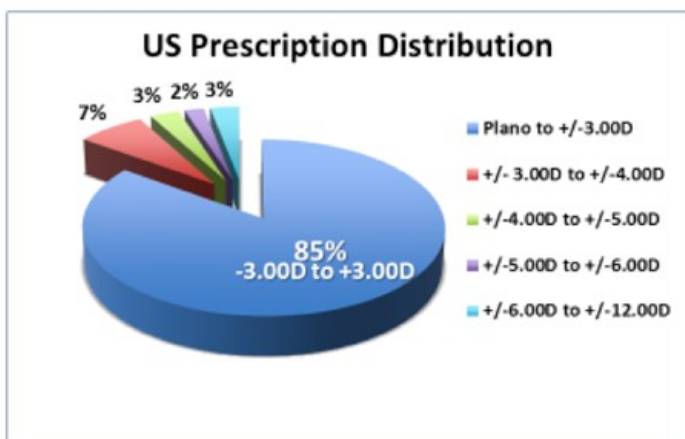
FRAME CHOICE

Frame choice also drives material choice. Usually the patient will select their frames first and then the lenses. This can present a problem with some lens materials. Consider the combination of a plus lens and a grooved semi-rimless frame. Lenses made from CR-39 material flake or chip at the thinnest corner. Oftentimes, patients will return a pair of rimless glasses because of star cracks around the drilled holes or flaking at the edges.

Patient Benefit-Frame Choice Freedom

Lenses that retain their looks and safety regardless of frame style allow patients to select the frame of their choice knowing that the lenses will not be affected. By selecting a lens material that doesn't flake or crack, opticians can feel confident that no matter the frame choice of the patient, the lenses will be suitable for the frame. Trivex material is unique in that it has extremely high strength and virtually no notch sensitivity. This means that the lenses won't develop edge flakes or chips, and when used for drilled rimless, won't star crack. This is particularly important in drilled polarized lenses. Polarization efficiency is affected by compression at the drill points. Choosing Trivex material solves many problems before they start by reducing breakage and remakes.

PATIENT TARGET



Eighty-five percent of the U.S. population that requires vision correction is within the range of -3 to +3 diopters, which means the majority of patients might not require a high-index material to achieve a thin lens. Trivex material will produce an equivalent or comparably thin lens for these prescriptions while also providing the patient with a more robust combination of lens attributes – optical clarity, lightweight comfort, impact resistance and UV protection.

TRIVEX MATERIAL FOR KIDS

Kids need sharp, precise vision for all they do. Their active and unpredictable lives also demand spectacles that provide the best strength and protection. It's estimated that 80 percent of what children learn in their first 12 years comes through their eyes. However, children's eyes are underdeveloped. In fact, the crystalline lens of a child's eye is virtually transparent and offers very little protection for the retina. The eyes of a child under the age of 10, transmit over 75 percent of UV radiation compared with 10 percent in adults, ages 25 years and older.

Here are five scripts you can use to highlight the importance of quality lenses for kids:

"We only use lenses made with Trivex material that provide extreme protection from UV radiation and are impact resistant while delivering the best in clear vision for your child."

"Because children rely on their vision for learning, it is important that they have the most durable, non-glare lenses made with Trivex material."

"Non-glare lenses can eliminate headaches and tired eyes caused from white boards, computers and classroom lighting."

"In addition, since children spend more time outdoors, they are exposed to more glare and harmful UV rays."

"I recommend lenses that absorb 100 percent of the harmful UV rays. They are also available in photochromic lenses that change tint when your child goes outdoors and then changes back to clear when they come back inside."

WHAT TO SAY

When making a lens recommendation, include the patient benefits of the lens along with the lens attributes. The more "true-to-life" the description, the more it will resonate with the patient. Again from Vision Watch, you are in control of the lens' attributes because consumers report that their decisions are ECP-driven.

Almost a third report that their most important reason for purchasing is their ECP's recommendation.

Suggesting a change to Trivex material as a replacement for CR-39 material might sound like this:

1. I'm recommending lenses made from Trivex material because it delivers crisp, clear vision with exceptional optical performance.

2. Your lenses will be ultra-lightweight, providing added comfort since Trivex material is one of the lightest lens materials available.

This material automatically provides 100 percent UV protection and is unsurpassed in impact resistance and durability, meaning your eyes will always be protected. Part Four and final part of this educational series focused on Trivex lens material gives practical advice for usage and prescribing Trivex lenses.

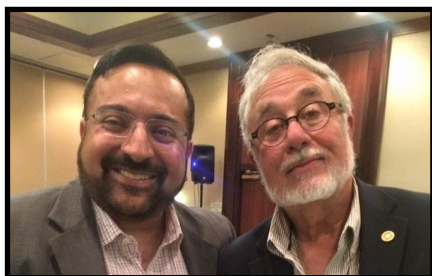
Both CR-39 monomer and Trivex material are manufactured by PPG Industries.

Trivex Material, Still a new and Growing Lens Category by Mark Mattison-Shupnick, ABOM Reprinted with permission, The Opticians Handbook, Jobson Medical Information LLC, all rights reserved. Please visit www.opticianshandbook.com, register (it's free) and enjoy more contemporary information about opticianry.




Mustafa Asif, Alessandro Baronti, and Mark Mixon after the COAT meeting by Luxottica. It's a beginning of a great relationship for Texas Opticians


AJ Saper is always an inspiration and the life of the party. We thank all life long COAT members for their support and encouragement.



Enrique and Alex Atuesta attended the meeting. A great father son combination and long time COAT members. Thank You for attending



ABO and NCLE Certification Renewal



All ABO and NCLE certifications are for three (3) years. Continuing education credits (CECs) must be earned within the three year certification period and may not be accumulated and carried over from one period to another. All CECs and renewal fees are due on or before your expiration date. If you fail to complete the requirements on time, you have a 4th year to complete them. During that year, your certification is suspended. This suspension year is not an extension, but will overlap into your next certification period.

Continuing Education Renewal Requirements:

- **ABO Certified:** Send in 12 ABO approved CECs (up to 3 may be NCLE approved) and the \$85 fee.
- **NCLE Certified:** Send in 18 NCLE approved CECs (up to 6 may be ABO approved) and the \$85 fee.
- **ABO and NCLE Certified:** Send in 21 CECs (9 ABO approved and 12 NCLE approved) plus the \$170 fee.

Acceptable Continuing Education Credit:

For ABO:

- Spectacle related courses approved by ABO with an assigned course number.
- Advanced certification prerequisite courses (ABO or NCLE).

For NCLE:

- Contact lens related courses approved by NCLE with an assigned course number.
- Advanced certification prerequisite courses (ABO or NCLE).

Contact lens related courses approved by NCLE with an assigned course number. Advanced certification prerequisite courses (ABO or NCLE).

Alternate Renewal Methods:

- **New ABO:** You may submit proof of maintaining a valid state license if the state has a satisfactory provision for continuing education.
- **New NCLE:** You may submit proof of maintaining a valid state license if the license entitles you to fit contact lenses and the state has a satisfactory provision for continuing education.
- **For Either:** You may also retake and pass the exam for recertification instead of earning CECs, but only in the third or suspension year of your certification. You may not sit for the exam at any other time during your certification.

Send CEC's and renewal fees to:

ABO/NCLE - 6506 Loisdale Rd., Suite 209, Springfield, VA 22150, and include name, address and certificate number.

Check certification status 24/7 on the ABO-NCLE website. www.abo-ncle.org

Job Bank

Lab Tech/Optician Needed

Looking for a lab tech and an optician for a mid to high end optical office located in the Memorial/ Voss area. Must have a great personality, professionalism and some experience for the positions applying for. Please send resume to drdngo@yahoo.com or fax to 713-722-0690.

Posted 7-7-16

Full-Time, Experienced Optician

Responsible Optician needed for mid to hi-end Optical located inside 610 Loop and Hwy 59. Must be able to frame style, troubleshoot and have great sales techniques. Must be knowledgeable, friendly, up-beat and professional. Energetic, enthusiastic and a self-starter is a plus. Benefits include Salary, Health Insurance, Potential Bonus and Commission. Please e-mail resume to srxo@aol.com, fax to 713-647-8298 or call 832-656-9090

Posted 6-30-16

Reliable Experienced Optician Needed

Looking for a reliable and experienced optician that has strong customer service skills (no weekends). This position consists of driving to businesses and taking orders, dispensing, adjusting, problem solving, etc. on-site. Must have a great, positive and friendly attitude. Must have reliable vehicle as job consists of driving approximately 200 miles per week. Most of the companies are centrally located in Houston. Competitive pay, benefits, commissions, gas, etc. Either e-mail srxo@aol.com, Fax to 713-647-8298 or call 832-656-9090.

Posted 6-30-16

Part-Time Optician Needed

Looking for a Part-Time Optician (maybe full-time) that has strong customer service skills, sales experience and must be reliable (no weekends). This position consists of driving to businesses and taking orders, dispensing, adjusting, problem solving, etc. on-site. Most of the companies are located in or will be located in the Pasadena, Baytown, Beaumont, Orange & Port Arthur. This position could also lead into an outside sales position calling on industrial accounts and receiving extra commissions. Dependent upon the level of service that is provided, this could grow into full time. Unique opportunity to be a part of a growing company. Competitive pay, benefits, commissions, etc. Either e-mail resume to srxo@aol.com, fax to 713-647-8298 or call 832-656-9090.

Posted 6-30-16

Sales Person for Safety Glasses

Industrial sales person needed for prescription safety glasses. Job entails calling on industrial accounts in Houston, Pasadena, Baytown, Beaumont, Orange, Port Arthur and eventually Louisiana. Position will already have set accounts in place, so part of a territory will already exist. Looking for an ambitious and aggressive person. Competitive pay, benefits, bonuses, commissions and gas provided. Unique and exciting opportunity. Optician knowledge in not required, but some background would help. Either e-mail resume to srxo@aol.com, fax to 713-647-8298 or call 832-656-9090.

Posted 6-30-16

Optician / Optometric Assistant (West Houston)

Optician / Optometric Assistant needed for multi-practice optometric group. Responsibilities include preliminary testing, optical sales (frame-styling), insurance verification and electronic records processing. Candidates must value superior patient care, possess good communication skills and a desire to integrate with a high-performing team. Experience required.

Benefits include: health, dental, 401k, commission, bonus, vacation, holidays, life, flexible hours and fitness club.

Memorial Eye has been on the forefront of providing Houstonians with personalized eye care for over 25 years.

Jan 281-556-5353

careers@memorialeyecenter.com

Posted 6-18-16

Optical Billing Specialist

Excellent opportunity for an individual with strong Optical Insurance Knowledge

Responsible for maintaining optical vision aging and providing training on any optical billing and collecting for all of Berkeley Eye Center's optical network.

Ideal Candidates will have at least three years of experience in an optical environment with an in-depth understanding of billing issues related to optical goods and vision plans.

Ability to problem solve submission errors accurately and effectively to ensure payments are received

Identifies and resolves patient billing issues related to optical goods

Reviews optical accounts to identify possible errors in billing and counsels offices on correct methods to get claims paid timely.

Travels throughout Berkeley Eye Center's optical network to maintain training on optical billing.

Monitor optical aging to maintain timely filing and payment.

Continued on Page 8

Work Schedule: Monday thru Friday –Closed early Friday, no nights or weekends. Competitive pay and benefits, and mileage reimbursement. Interested candidates submit resume to

David Burnett

Director of Human Resources

Berkeley Eye Center

281-348-4617 (direct) / 281-348-4690 (fax)

careers@berkeleyeye.com

Posted 6-18-16

Full Time, Experienced Lab Technician

Busy optometric practice in Humble/Atascocita is looking for an experienced, professional lab technician. Position responsibilities will include lens edging, frame and lens ordering, frame repairs and adjustments. Four day work week including Saturdays. We are looking for a motivated team player to join our staff. Competitive salary with benefits. Please email resume and references to DrBlock@VSA2020.com.

Posted 6-6-16

Office Manager – Optician

Klein Eyecare – Spring, TX

Our established 2 doctor practice has a full-time Office Manager position available for the right person. We are looking for an organized and reliable professional who works well in a team environment. Excellent customer service and managerial skills are critical in this role. The office manager will supervise a team of employees in the office as well as manage the human resources side of the business. The office manager will also keep track of critical business metrics to help the owners stay up to date with the health of the business. They will also need to help in the optical when needed.

Qualifications needed/preferred:

Excellent work ethic and people skills

Exceptional leadership skills

Positive energetic personality

At least 2 years management experience

Experience in an eye care setting desired, but not required

Strong Organizational skills

Must show a high degree of professionalism in both manner and experience.

Job Summary:

Manage all aspects of staff: weekly scheduling, quarterly reviews, day to day office/employee efficiency, help with hiring and recruitment

Oversee optical efficiency/production

Prepare and analyze office metrics/financials

If optical experience, help in the optical when needed

Maintain doctor’s credentialing, licenses, insurance policies (health, worker’s comp, etc.)

Manage patient complaints

Supervise all office processes including recall, contact lens and optical ordering/dispensing, insurance receivables, pt scheduling

Help prepare and organize regular staff meetings.

Please email resume to Dr. Gibson at grantwgibson@gmail.com

Posted 6-6-16



Certified Opticians Association of Texas
PO Box 27630
Houston, TX 77227

Mission Statement

Certified Opticians Association of Texas provides educational opportunities to certified and non-certified eye care providers, promoting opticianry as a Texas healthcare profession.

OPTICIANS



Helping America See



2016 COAT CALENDAR

July 19 - nJoy Vision

September 20 - Vision-Ease

November 15 - Europa Int.

2016 BOARD of DIRECTORS

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