PROGRAM NAME/SPONSOR: Vision Expo West 2011

REVIEWER: Tom Barracato

REVIEWERS INITIALS TB

DATE/LOCATION OF PROGRAM: September 21 – 25, 2011 in Las Vegas, NV

DATE SUBMITTED: **August 2, 2011**

COURSE TITLE/#	**HOURS REQUESTED**	**HOURS APPROVED**	**RECOMMENDATIONS/CONTINGENCIES**
Spectacle Courses			
Verifying & Troubleshooting the Latest Lens Technology	1-S	1-S	
Soak Up the Sun! Protecting your Patients and your Profits with Prescription Sunglasses	2-S	2-S	
212 Degree Dispensing	2-S	2-S	
PAL Measurements Hands-On Workshop	1-S	1-S	
Frame Technology – What's New, What's Now	1-S	1-S	
From Print to Practice: Lifestyle Dispensing for the Entire Practice	1-S	1-S	
The Science and Technology of Prescribing Photochromic Lenses	2-S	2-S	
Eyewear Selection and Fitting	2-S	2-S	
Clinical Applications of Wavefront Technology	1-S	1-S	
Innovations in Sight: Electronic Lens Technology	1-S	1-S	
Creating High Definition Vision	1-S	1-S	
Near/Intermediate Environment Lenses and Their Clinical Application	2-S	2-S	
Prescribing Spectacle Lenses for Patients with Anterior Segment Disorders	2-S	2-S	
Managing Difficult Frame Fits	1-S	1-S	

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Spectacle Courses Con't			
The Optics of Strong Lenses	1-S	1-S	
Using Ergonomics in Eyewear Selection and Fitting	1-S	1-S	
Optical Boot Camp Level 2 – Top Gun	4-S	4-S	
Let's Talk about Sun Lens Technology	1-S	1-S	
Absorption, Transmission, Tints and Coatings	2-S	2-S	
Digital Design Lenses and the Revolution in Vision	2-S	2-S	
Troubleshooting Rx Complaints	2-S	2-S	
Positioning Eyewear for Maximum Performance	1-S	1-S	
A Guide to Lens Material Selection	1-S	1-S	
Contact Lens Courses			
The UCLA Contact Lens Complications Studies	1-C	1-C	
Advanced Medical Contact Lens Fitting	2-C	2-C	
Contact Lens Hot Topics 2011	1-C	1-C	
Use of Specialty Contact Lens Designs for Irregular Astigmatism	2-C	2-C	
Scleral Lens Basics	2-C	2-C	
Custom Soft Contact Lens Design and Fitting	2-C	2-C	

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Contact Lens Courses Con't			
Current Controversies in Contact Lenses	1-C	1-C	
The Evolution of Toric Soft Lens Fitting	1-C	1-C	
Gas Permeable Management of Complex Cases – Fitting the Challenging Eyes	2-C	2-C	
Solutions Update: Dual Disinfection, Peroxides, Antimicrobial Efficacies and Comfort	1-C	1-C	
Management Courses			
Management and Design Strategies for the Presbyopic Contact Lens Wearer	2-M	2-M	
20 Tips to Improve your Contact Lens Practice	1-M	1-M	
Clinical Pearls for the Contemporary Contact Lens practice	1-M	1-M	
Advanced Lifestyle Vision: A Holistic Approach to Cataract Outcomes and Practice Performance	1-M	1-M	
Merchandising Magic: Increasing Attention – Increasing Profits!	1-M	1-M	
Electronic Eyewear Selection and Information Systems	1-M	1-M	
Inventory Pitfalls and Cash Flow Bandits	1-M	1-M	

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Management Courses Con't			
How to Hire, Retain, and Release Employees	1-M	1-M	
The Art of Managing Remote Teams and Multiple Sites	1-M	1-M	
Getting Bang for your Buck: Marketing Tips and Ideas	2-M	2-M	
Strategies in Building a Multi-Million Dollar Practice	2-M	2-M	
Increasing your Average Sale	2-M	2-M	
PAL Selection Strategies	2-M	2-M	
Five Ways to Increase Profits	2-M	2-M	
Setting the Course for Success: Business and Strategic Planning	2-M	2-M	
How to Set up and Maintain a Plan-O-Gram for Your Dispensary	1-M	1-M	
A Cookbook Marketing Plan for the Optometric Practice	2-M	2-M	
How to Make Staff Members Income Producers	2-M	2-M	
Vendor Selection and Evaluation	2-M	2-M	
The Doctor Jekyll/Mr. Hyde Patient: Doctor Patient, Staff Communications	1-M	1-M	
Essential Systems for Helping Patients Accept your Treatment Plan	1-M	1-M	
How to Make Your Practice Stand Out	1-M	1-M	

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COURSE TITLE/#	**HOURS REQUESTED**	**HOURS APPROVED**	**PAGE#**	**RECOMMENDATIONS/CONTINGENCIES**
Management Courses Con't				
10 Ways to Become the Best Boss you Can Be	1-M	1 M		
Technology Intergration: A Way to Boost Profitability	2-M	2 M		
IOF(in-Office Finishing): The Business Strategy to Control The Quality, Delivery, Patient Satisfaction & Profits of your Practice	2-M	2 M		
How to Increase the Selling Price of Your Practice	2-M	2 M		
Maximizing Opportunities in Your Practice	2-M	2 M		
Eyeglasses Online: A How-To Cookbook of Ideas and Options	2-M	2 M		
Secrets of a High Grossing Practice	2-M	2 M		
Increase Profits from Services and Products through Internal Marketing	1-M	1 M		
Setting your Frame Board Mix and Pricing	1-M	1 M		
Personalities in the Workplace	1-M	1 M		
E-Marketing	2-M	2 M		
The Great Debate: Staff Management Tactics	2-M	2 M		
Insurance Verification and Filling	2-M	2 M		

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Management Courses Con't				
Getting in the Game: Developing your Internet and Social Media Strategy	1-M	1-M		
Techniques for Driving Sales	1-M	1-M		
Eyewear Retail and the New Normal	1-M	1-M		
Principles of Negotiations	1-M	1-M		
Successful Selling	1-M	1-M		
Managing Finances to Increase Practice Equity	2-M	2-M		
Seeing is Believing: Tapping your Inner Retailer	2-M	2-M		
Managing Profitability	2-M	2-M		
Leading Staff to Excellence	2-M	2-M		
Women ask for Directions – Learning to Use the Essential Chip Removal Tool	2-M	2-M		
Tracking, Measuring, Monitoring and Replenishing Inventory	2-M	2-M		
Exceeding Patient Expectations and Driving Practice Profitability	2-M	2-M		
EHR's Incentives and Penalties	1-M	1-M		
Creating the High-Performance Practice and Providing Memorable Patient Experiences	2-M	2-M		
Delivering Persuasive Presentations	2-M	2-M		