

**ABO/NCLE CONVENTION
SEPTEMBER 8 – 11, 2011
CINCINNATI, OH**

<u>Course Name</u>	<u>Hours</u>
Dispensing Tips that Increase Sales	1-S
Keys to Improve Capture Rate	1-M
Legendary Customer Service	1-S
Understanding Dry Eye Disease for the Optician	1-C
Ocular Dissection – Anatomy of the Eye	1-S/C
What an Optician Needs to Know about Ophthalmic Medical Conditions	1-S/C
Business Management	2-M
Surfacing and Finishing	2-S
Designing and Dispensing Eyewear	2-S
Ophthalmic Prisms	2-S
Frame Materials, Selection and Adjustments	1-S
Professional Dispensing, Regulations & Standards	1-S
College Bowl	1-S/C
Application Tips and Tricks for Fresnel Press-on Prisms	1-S
Progressive Lens Brands	1-S
Soft Lens Fit and Evaluation	1-C
Mastering Lens Measurements	1-S
Introduction to Slit Lamp Use	2-S/C
What are all these adjustment tools for and how do I use them	2-S
Advance Lensometer Use	2-C
Introduction to Lensometer Use	2-S/C

September 8, 2011

The “Tool Box” of Team Building	1-S
Anatomy and Physiology	2-S
The Human Factor of Indoor Progressives	1-S
Anterior Segment Digital Photography	1-C
Dry Eye and CL Wear	1-C

September 9, 2011

CL Fitting Using Corneal Topography	1-C
Contact Lens Indications and Contraindications	1-C
Large Diameter GP Fitting	1-C
Anatomy/Physiology and CL Nomenclature	1-C

Course Name**Hours****September 9, 2011 Con't**

Basic Optical Principles and Calculations	1-S
Principles of 3D Viewing and Why Optics Matter	1-S
Pre-presbyopic near point prescriptions: Motivations and explanations	1-S
Adaptation to New Prescription and Unintended Side Effects of Spectacle Lens Optics	1-S
Ocular Anatomy and Physiology	1-S
Visual Assessment	1-S
Wavefront Aberrations and Contact Lens Fitting	1-C
Fitting the Presbyopia Case Histories: My Best Failures	1-C
Topography in Contact Lens Fitting	2-C
Optics and Nomenclature of Contact Lenses	1-C
The Power of Packages to Improve the Bottom Line and Satisfy Patients	1-M
Introduction to the Keratometer and Biomicroscope	1-C
Management of irregular Astigmatism	2-C
Frame Styling to Maximize Sales	1-S
Bugs – Friend or Foe? Basic Ocular Microbiology	1-C
UV Radiation and Lens Treatments	1-S
The Market Forces Around You: Identifying Lost Opportunities	1-M
Optical Formulas	1-S
Ophthalmic Lens Characteristics, Designs, Materials and Coatings	2-S

September 10, 2011

Managing In-Office Repairs	1-S
GP SV and Toric Lens Fitting	1-C
GP Lens Inspection, Polishing and Modification	1-C
Solutions Update: Dual Disinfection, Peroxides, Antimicrobial Efficacies and Comfort	1-C
Frame Technology – What's New, What's Now?	1-S
Instrumentation and Vision Assessment	1-C
Atlas of Complications	1-C
Do You Have What it Takes to be an Optical Manager?	1-M
Soft Single Vision Lenses	1-C
Mirrors, Magnifiers and Telescopes	1-S
Making Frame Vendors and Laboratories Your Business Partners	1-M
Soft Toric Lens Fitting	1-C
They're Not Problem Patients: They're Patients with Problems	1-S
Billing & Coding for the CL and Eyewear	1-S/C
Basic Soft CL Fitting	1-C
Dispensing and Follow up of Daily Wear Lenses	1-C
Presbyopia Contact Lens Correction	1-C

PROGRAM NAME/SPONSOR: ABO/NCLE Conference

REVIEWER: Brian Miller

REVIEWERS INITIALS BJM

DATE/LOCATION OF PROGRAM: September 8 – 11, 2011 in Cincinnati, OH

DATE SUBMITTED: June 20, 2011

COURSE TITLE/#	HOURS REQUESTED	HOURS APPROVED	PAGE#	RECOMMENDATIONS/CONTINGENCIES
September 10, 2011				
Progressives Made Easy, Including Occupational Lenses	1-S			
Ocular Emergencies & Triage	1-S/C			
How Low Cost Frames can Equal Big Time Profits	1-M			
September 11, 2011				
How to Match Lens Designs and Options to Meet a Patient's Visual Needs	1-S			
3- THINGS YOU CAN DO STARTING TOMORROW TO GROW YOUR DAILY DISPS.	1-M			
			TOTALS: 5	2-S 1-S/C 2-M

OPTIONS FOR REVIEWER RECOMMENDATIONS:

1. APPROVE AS REQUESTED
2. DENY INDIVIDUAL COURSE WITH RECOMMENDATIONS FOR FUTURE SUBMISSIONS
3. APPROVE CONTINGENT UPON RECEIPT OF ADDITIONAL DOCUMENTATION

KEY:

S = SPECTACLE
 IC=INFECTION CONTROL
 CL=CONTACT LENS
 S/C/O=SPEC/CONTACT/OCULARIST

O =OCULARIST
 M =MANAGEMENT
 S/C=SPECTACLE/CONTACT LENS
 S/C/OIC=SPEC/CONTACT/OCULARIST WITH INFECTION CONTROL

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REVIEWER: Brian Miller

REVIEWERS INITIALS BIM

DATE/LOCATION OF PROGRAM: September 8 – 11, 2011 in Cincinnati, OH

← LESS THAN 60 DAYS →

DATE SUBMITTED: July 27, 2011

COURSE TITLE/#	HOURS REQUESTED	HOURS APPROVED	PAGE#	RECOMMENDATIONS/CONTINGENCIES
September 9, 2011				
Developing an Online Presence for Your Optical Business: Social Media, Website Development, and Online Sales	3-M	3		
Women Power: To Power Your Practice	1-M	1		
Strategies for Thriving in Today's Optical Environment	2-M	2		
Exit Strategy for Selling your Optical Business	1-M	1		
Healing Humor: Making Your Lens of Perception Ultralight (and Impact Resistant)	1-S/C	1		
Merchandising Ophthalmic Products & Services	1-S/C	1		
Materials Update	1-S	1		
September 10, 2011				
Hand Magnifiers	1-S	1		

TOTALS: 11
 2 - S
 2 - S/C
 7 - M

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September 8, 2011				
On Line Ordering/Its Place in Your Practice	1-S ✓	1		
September 9, 2011				
Computerized Measurements	2-S ✓	2		
Introduction to Slit Lamp Use	2-C ✓	2		
Introduction to Lensometer Use	2-S/C ✓	2		
Reducing Redos	1-S ✓	1		
Advanced Lensometer Use	2-S/C ✓	2		
September 10, 2011				
The Perfect Pass	1-M ✓	1		
Compression mounting adjustments, repairs, assembly	2-S ✓	2		
What's New: The personalization of Lenses	2-S ✓	2		
Merchandising and Branding Your Optical Dispensary	1-M ✓	1		
Photochromic Experiment Workshop	1-S ✓	1		
September 11, 2011				
What are all these adjustment tools for and how do I use them?	2-S ✓	2		
Managing Astigmatism with SCL	1-C ✓	1		

TOTALS: 20

11 - SPEC
 3 - CONTACT
 4 - SPEC/CONT
 2 - MAN

Course Name

September 11, 2011

Managing CL Complications
Top Dispensing Tips to Reduce Redos
The Power of Premium Products
My Top Five Tips for Increasing Multiple Pair Sales
Everything You Want to Know about Prism
Clinical Applications of Wavefront Technology
Soft & GP Dispense and Follow-up
Protective Eyewear
Optical Inventory Turnover

Hours

1-C
1-S
1-M
1-M
1-S
1-S
1-C
1-S
1-M