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WORKBOOK 4: OPHTHALMIC INSTRUMENTATION

Opticians Study Guide

Erich W. Mack

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The Optician Training Manual 2nd edition David S. McCleary, 2018-07-15 The must have optical training system whether you are an optometrist ophthalmologist or optical manager responsible for training opticians or are an optician trying to better your skills Training opticians new and seasoned is a daunting task Are new opticians ready to hit the floor running Are seasoned opticians remembering the principles that make a good pair of glasses great These are the questions this book will answer in an easily implemented fashion Not a text filled with equations and theory never used clinically This book is written with how you actually practice in mind Extensive use of short Focus Points help highlight important principles Understanding of clinical relevance is primary objective of this book and as such it aims to take you from ordinary to extraordinary in your ability to create and deliver excellence in your optical career With this book you will be able to analyze every part of a pair of glasses pick the best frame for a patients face learn which lens options complement each other and which ones don t be able to research contact lens parameter availability understand symptoms of the most common eye diseases and separate yourself from the average optician by addressing special circumstances many opticians may handle incorrectly In addition to ophthalmic optics you will learn techniques for improving sales and service to help you stand out in the mind of your patients For example making each patient a spokesperson for the practice how to diffuse the dissatisfied patient increasing your average dollar sale without being a salesperson troubleshooting and many more patient centered skills necessary to keep your patients coming back again and again This book is unlike others in that it emphasizes clinical relevancy has extensive training on improving patient perception of quality and service has forms for copying and using immediately to improve efficiency and patient care and helps you formulate goals for both professional and personal achievement Second edition includes discussion on digital lenses and lab knowledge for the non lab optician

Optician Essentials and Advanced Exam Practice Test Erich W. Mack, 2013-12-08 Success as a professional optician starts with this text This guide is an invaluable source for learning more advanced ophthalmic optics basic business principals troubleshooting patient problems and solving some of the more tricky optics quandaries This text reviews the more advanced topics seen on ABO and ABO Advanced exams Also included are overviews on new topics such as expanded infection types additional optics equations and vision therapy For those planning on taking the advanced level ABO exam there is included a 198 question practice test and answer key The practice questions are based on the most recent exam topics Excerpts It is difficult perhaps impossible to pinpoint when the first corrective lens was created The history of optics and spectacles dates back very far in time before a written history and involves a variety of characters The earliest lens called the Nimrud lens could date back as far as 7000 B C Current theory states that ancient Mesopotamians called Assyrians manufactured the Nimrud lens which is a magnifying lens to help them carve intricate patterns On the other hand the Nimrud lens could be what is called a burning glass and used to start fires and not a occupational aid lens at all Either way the rock crystal Nimrud lens has a 3x magnification power

and is the oldest lens of any type that we know of At the time of this writing it is being housed and displayed at the British Royal museum and worth seeing for yourself Another possible early lens can be traced through written account to Nero of ancient Rome Its accepted as fact that he was quite myopic but a tantalizing theory also states he used a polished emerald to peer through while watching gladiatorial games Could this be the first myopic corrective lens As an optician it is your job to be an expert in this exciting field and you also have the honor of being part of its history With the evolution of mass produced frames inexpensive advanced lenses and an online marketplace it more important than ever to stay abreast of the future of ophthalmics and understand its past For opticianry to continue to thrive it is vital to position yourself as the definitive professional This will allow you to separate yourself from the online marketplace and embrace the opportunity to profitably offer products tailored to your patrons needs Business Most business plans are structured into seven sections A completed business plan should be shared with employees to create a cohesive team focus Also investors will request to see the business plan to determine the risk of failure or likelihood of success The seven sections are 1 Executive Summary A concise summation or outline of the business plan Usually this part is written last as it is the most important section Some items that are mentioned in the executive summary are business name concept products services mission statement financial requirements and essential milestones 2 Company Description This is a broad view of your company how it is structured and type of business it will perform Some items mentioned in the Company Profile are legal form of business needs the business will satisfy brief history overview of products and customers short long term goals 3 Products Services A description of how you will turn a profit aka what are you selling Pictures diagrams and prototypes are often required Suppliers costs and net revenue expected for each product are discussed here 4 Market Analysis Economics Outline your market research here and present your conclusions about your market analysis Include market size trends patterns and potential growth here Exam 83 What two glands contribute to the lipid tear layer a Zeis Meibomian b Zeis Moll c bulbar conjunctiva lacrimal d lacrimal Krauss

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