

Slide 1

**Geriatric Dispensing**  
Presented by Anthony Record, DO &  
Optical Seminars, Inc. for  
Vision Expo West 2023

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Slide 2

**On behalf of Vision Expo, we sincerely thank you for being with us this year.**

**Vision Expo Has Gone Green!**

We have eliminated all paper session evaluation forms. Please be sure to complete your electronic session evaluations online when you login to request your CE Letter for each course you attended! Your feedback is important to us as our Education Planning Committee considers content and speakers for future meetings to provide you with the best education possible.

Anthony Record has no financial interests to disclose.

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Slide 3

**Geriatric Dispensing**

**Outline**

- I Introduction
- II 12-Question Assessment
- III Words to Avoid; Words to Use
- IV Dispensing Generationally
- V Three Fears of Seniors
- VI THE ONE Special Consideration
- VII Eight More Special Considerations
- VIII Cleanse the Palette
- IX Final Thoughts
- X Questions, Comments, Concerns Throughout

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Slide 4

As of 2023, about what percent of the U.S population is 65 years of age or older? About

1

- a. 18%
- b. 28%
- c. 38%
- d. 48%

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Slide 5

As of 2023, about what percent of Florida's population is 65 years of age or older? About

2

- a. 15%
- b. 21%
- c. 35%
- d. 45%
- e. 110%

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Slide 6

According to the American Academy of Ophthalmology's 2020 Eye Health Statistics, by age 65 what percent of people have cataracts?

3

- a. 60 %
- b. 70 %
- c. 80 %
- d. 90 %

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Slide 7

According to the American Federation of the Blind (afb.org), by 2030 what will happen to the rate of vision loss among senior citizens in our country?

**4**

- a. It will remain about the same
- b. It will double
- c. It will triple
- d. It will quadruple

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Slide 8

According to Prevent Blindness America, what are the four leading eye diseases affecting older Americans?

**5**

- a. ARMD, glaucoma, cataracts, diabetic retinopathy
- b. ARMD, cataracts, blepharitis, glaucoma
- c. Bell's palsy, ARMD, glaucoma, cataracts
- d. Bell's palsy, diabetic retinopathy, ARMD, glaucoma

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Slide 9

What is the definition of "Legally Blind"?

**6**

- a. 20/200 or less in the best-corrected eye
- b. 20/50 or less in an uncorrected eye
- c. A visual field of 40° or less
- d. A visual field of 20° or less
- e. a and/or b
- f. None of the above

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Slide 10

While night driving, about what percent of light is absorbed by the average windshield?

- a. 10 %
- b. 20 %
- c. 30 %
- d. 40 %

**7**

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Slide 11

As patients get older, what should be the relationship between the patient's PD and the FPD?

- a. FPD should be greater than the patient's PD.
- b. Patient's PD should be greater than the FPD.
- c. FPD and patient's PD should be about equal.
- d. None of the above.

**8**

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Slide 12

About what percent of senior refractions are prompted by symptoms of CVS?

- a. 10-14 %
- b. 20-24 %
- c. 30-34 %
- d. 40-44 %

**9**

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Slide 13

Which of the following are things that opticians should warn senior patients about?

**10**

- a. Clip-on sunglasses
- b. Transitions
- c. Fashion tints
- d. Adjustable nose pads
- e. a and b only
- f. b and c only
- g. All of the above

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Slide 14

Which of the following might help a senior patient complaining about a reduction in acuity while driving at night?

**11**

- a. An A.R. coating
- b. A yellow tint
- c. A light pink tint
- d. Any or all of the above

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Slide 15

What is the best way to help a senior mask bags and wrinkles?

**12**

- a. A properly fit frame
- b. An A.R. coating
- c. A slight gray or brown tint
- d. A blue on top, pink on bottom
- e. Any and all of the above

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Slide 16

## Geriatric Dispensing

Self-Assessment – Number Correct X 8.33

90 – 100 = A  
80 – 89 = B  
70 – 79 = C  
60 – 69 = D  
0 – 59 = F



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Slide 17

## Geriatric Dispensing

Geriatric - Definition

Of or relating to old people; especially with regard to their health care. A person 65 years or older, especially one requiring health care.



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Slide 18

## Geriatric Dispensing

Words to Avoid

Old; Older; Oldest  
Geriatric  
Seasoned  
Senior Citizen; Seniors  
Elders; Elderly; Geezer  
We've talked about this...  
Do You "Still"  
"Need to Adjust"



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Slide 19

## Geriatric Dispensing

Words to Consider

**55 or Better  
Active Folks**

People My/Our Age and Up  
A Person \_\_\_ or Better  
Do You...or What Do You?  
What I found...  
What I recommended for...



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Slide 20

## Geriatric Dispensing

When did you first start to feel you were getting old?



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Slide 21

## Geriatric Dispensing

Different Generations



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Slide 25

## Geriatric Dispensing

### Different Generations



Workplace Characteristic	Veterans (1922-1949)	Baby Boomers (1946-1964)	Generation X (1965-1980)	Generation Y (1981-2000)
<b>Work Ethic</b>	Respect authority, Hard work, Age = seniority, Comply first	Workaholics, desire quality, question authority	Eliminate the task, Self-reliant, Want structure and direction, Skeptical	What's next, Multitasking, Teamwork, Entrepreneurial
<b>Work is...</b>	An obligation	An exciting adventure	A difficult challenge, A contract	A means to an end
<b>Leadership Style</b>	Directive, Command and control	Quality	Everyone is the same, Challenge others, Ask why	Remains to be seen
<b>Communication</b>	Formal Memo	In person	Direct, Immediate	Email, Voice mail
<b>Rewards &amp; Feedback</b>	No need, is good news, Satisfaction in a job well done	Money, Title Recognition, Give me something to put on the wall	Sorry to interrupt, but how am I doing? Freedom is the best reward	Whenever I want it, at the push of a button, Meaningful work
<b>Motivated By</b>	Being respected	Being valued and needed	Freedom and removal of rules	Working with other bright people
<b>Work/Life Balance</b>	Keep them separate	No balance "Live to work"	Balance "Work to live"	Balance - It's 5pm - I've got another gig
<b>Technology is...</b>	Hoover dam	The microwave	What you can hold in your hand, PDA, cell	Ethereal - intangible

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Slide 26

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Slide 27

## Geriatric Dispensing

What is the number one optical complaint of patients 65 years or older?



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Slide 28

**Geriatric Dispensing**  
What is the number one overall fear  
of people 65 years or older?



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Slide 29

**Geriatric Dispensing**  
Special Considerations – Second Pairs



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Slide 30

**Geriatric Dispensing**  
Special Considerations – Second Pairs



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Slide 31

## Geriatric Dispensing

For seniors, what is the number one reason for visits to the Emergency Room?

1. A \_\_\_\_\_
2. \_\_\_\_\_ Issues
3. \_\_\_\_\_ Problems
4. \_\_\_\_\_
5. \_\_\_\_\_ Complications
6. \_\_\_\_\_
7. \_\_\_\_\_ Problems
8. \_\_\_\_\_ Crises
9. \_\_\_\_\_ Complications
10. \_\_\_\_\_

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Slide 32

## Geriatric Dispensing

### Special Considerations - Falling


Notes:

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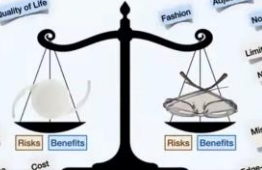
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Slide 33

## Why Refractive Cataract Surgery?



**Risks:** Chair Time, Cost, Night Vision Symptoms, Quality of Vision, Safety, Patient Satisfaction, Convenience

**Benefits:** Quality of Life, Fashion, Adjustable, Noninvasive, Limited Peripheral Vision, Noise/Ear Irritation, Neck strain, Misplace, Damage, Replace, Edge-Contrast Sensitivity, Depth Perception

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Slide 34

Wear Bifocals? They Might Increase Your Fall Risk

Did you know that seniors who wear their bifocals when walking outdoors have a higher risk of falling? Researchers who conducted a study at the University of Illinois found that seniors who wear bifocals are at a higher risk of falling when walking outdoors. The researchers found that seniors who wear bifocals are more likely to trip on uneven surfaces, and that the risk of falling increases as the level of activity increases. They also found that seniors who wear bifocals are more likely to fall on stairs, and that the risk of falling increases as the level of activity increases.

Can Your Glasses Make You FALL?

Who are you researching for?

Myself

A loved one

Most Popular Posts

Importance of the Neurological 2014 Medical Case Study

How to Help Patients

How to Help Patients

Home Care as Marketing

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Slide 35

Geriatric Dispensing

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Outline

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Slide 36

Geriatric Dispensing  
Special Considerations – Discretionary Income

As people age, priorities change. They are more likely to cater to their own personal needs and desires. This plus more...

means they are the most likely optical consumer to spend money on a second pair...

Value  
More Comfortable

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Slide 37

### Geriatric Dispensing

Special Considerations – B&W

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Slide 38

### Geriatric Dispensing

Special Considerations – S.S.

- Lens Thickness/Weight
- FPD = PPD
- Lens Material
  - Trivex
  - High-Index
  - Polycarbonate
- Frame Materials
  - Titanium
  - Stainless, etc.
  - Ultra-Light Plastics
- Rethink Clip-Ons
- Silicone vs. Vinyl Pads

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Slide 39

### Special Considerations – Lens Material

Lens Material	Index	Reflectance	Transmittance	Brightness of Ghost Images	Specific Gravity
Standard CR-39	1.498	3.97 %	92.2 %	100 %	1.39
Crown Glass	1.525	4.32 %	91.5 %	117 %	2.60
Trivex	1.53	4.39 %	91.4 %	121 %	1.11
Mid-Index Plastic	1.56	4.79 %	90.7 %	143 %	1.53
Polycarbonate	1.59	5.19 %	89.9 %	167 %	1.22
Mid-Index Glass	1.60	5.33 %	89.6 %	176 %	1.58
Mid-Index Plastic	1.60	5.33 %	89.6 %	176 %	1.60
High-Index Plastic	1.66	6.16 %	88.1 %	230 %	
High-Index Glass	1.706	6.81 %	86.8 %	278 %	
Thin & Lite Plastic	1.74	7.29 %	85.4 %	315 %	
Very H-Index Glass	1.80	8.16 %	84.3 %	387 %	1.64
Very H-Index Glass	1.893	9.53 %	81.8 %	512 %	1.71

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Slide 40

**Geriatric Dispensing**  
Special Considerations – Driving at Night



20/20 acuity during the day  
drops to 20/32 at night

Add a pink 2 tint and acuity  
drops to 40-

Windshields absorb an average  
of 20% of available light

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Slide 41

**Geriatric Dispensing**  
Special Considerations – Driving at Night



Any tint chosen for night  
driving is counter-productive

A.R. is always the better  
choice...

except when it's not.

If a patient **INSISTS** on a tint for  
night driving, the ECP should  
**INSIST** on A.R.

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Slide 42

**Geriatric Dispensing**  
Special Considerations – Photochromics



Even in its lightened state, a  
photochromic lens transmits  
less light

Takes time to lighten. In the  
meantime...

Generally, as people age, they  
will become more photophobic

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Slide 43

**Geriatric Dispensing**  
Special Considerations – Home Lighting



Most home lighting is inadequate for optimal vision...especially reading.

Suggest replacing some bulbs with higher wattage bulbs...especially in kitchen, living room, and hobby areas.

Have a good resource for low-vision aids as necessary. Be sure to suggest Task Glasses.

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Slide 44

**Geriatric Dispensing**  
Special Considerations – Progressives



Don't disqualify them simply because of age

Less image jump than segmented lenses

Consider readers as a second, additional pair.

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Slide 45

**Geriatric Dispensing**  
Special Considerations – Second Pairs



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Slide 46

**Geriatric Dispensing**  
Special Considerations – Second Pairs – CVS

20/20/20 Rule

CVS / DES



Seniors are the fastest-growing group of Americans spending significant leisure time on the Internet

Avoid shorter corridors

Have a good resource for low-vision aids as necessary. Be sure to suggest Task Glasses

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Slide 47



A pharmacist in a tuxedo is holding a tray of pills. The background features a 'true' logo and a 'CVS' logo.

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Slide 48

**Geriatric Dispensing**  
Special Considerations – ECP Benefits


The Herd Mentality

Once they find an ECP...

They care how much you know, but when they know how much you care...

Increase their quality of life and/or make them more comfortable...

Develop habits/routine



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Slide 49



**OPTICAL**  
SEMINARS

## Geriatric Dispensing

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