

Opticians in August!

Sunday August 5th, 2018 8:30 a.m. - 4:00 p.m.

Kaiser Point West Clinic 1650 Response Drive, Sacramento, CA 95815

8:30 - 9:00 a.m.

Registration and Welcome
Light refreshments Served

Noon - 1:00 p.m.

/QFK

DP
(1 Hour ABO)

**Shouldn't Lens Effective
Power be Equal to Your
Prescription?**

This course details how a lens' effective power isn't necessarily the prescription a patient sees. It's been changed by the way that glasses were ordered and worn. Improve your professional ability and know why frame adjusting improves or degrades vision and how to order lenses considering the way frames fit.

10:00 -10:50 a.m.
(1 Hour ABO)

**Binocular Harmonization
Technology**

This course teaches a new technology that manages the way that the two eyes work together in progressives. Called Binocular Harmonization Technology, it optimizes the design of both lenses, no matter the distance Rx, so that the eyes receive equal accommodative support. This is a product spotlight supported by an educational grant from HOYA Vision Care. HOYA believes that this new technology addresses the anisometropic prescription with a binocular solution.

11:00 - 11:50 a.m.
(1 Hour ABO)

**Ophthalmic
Troubleshooting**

This course teaches how to evaluate a prescription, ask the proper questions to guide your diagnosis, and how to identify potential sources of error. This course covers an in depth understanding of prism and teaches to the opticians the proper to avoid the problems in the first place.

About the Speaker

Michael Atti is an Arizona State Licensed Optician with over 12 years of optical experience and a technical level ABO approved speaker.

As a team-leader and motivational speaker, Michael doubled optical sales over his years with one of the largest ophthalmology practices in the state of Arizona. He then went on to manage an independent optometric practice and is now a top tiered sales practice consultant for Hoya, an independent ophthalmic lab.

Michael is a motivational educator who has extensive optical and practice building knowledge. Nothing gives Michael more pleasure than helping independent Eye Care Professionals experience rapid and sustained growth in their practice. Because of his successes and youthful enthusiasm, he has appeared in numerous trade articles.

1:00 - 2:50 p.m.
(2 Hours ABO/NCLE)

**Communication Skills -
Deeper than Words**

Sometimes what you do can mean even more than what you say. This workshop-style course will focus on non-verbal communication and illustrate how our actions can impact the patient, coworkers and doctors within the practice. Through role-play and a step-by-step guide you will better understand how our behavior will make a positive difference with patients, coworkers, and doctors.

3:00 - 3:50 p.m.
(1 Hour ABO/NCLE)

What's in Eye?

Perhaps there is nothing more amazing than the structure and complexities of the human eye. This course will allow you to gain a greater appreciation and understanding, so you will be able to explain its function to patients in easy-to-understand language. Emphasis is placed on the ability to communicate the disorders, conditions, and diseases of the eye and work with patients on options for treatment.

About the Speaker

Barbara Schmidt, ABOC, CPO is the founder of EyeS Systems, a professional training and practice consulting firm, specializing in the eye-care field. She provides full scope optometric education with a focus on dispensing skills and patient care.

Barbara has over 30 years of experience within the optical field including ten years of hands-on in office experience along with practice administration for multi-doctor practices, outside sales and marketing experience, and she was manager of education and training for a large practice management group.

Barbara has presented programs to state wide, national and international audiences along with personalized private training since 1975. She is a popular speaker with the ability to motivate and inspire.

She was one of Vision Today's 50 most influential women in Optical in 2005.

Sign Up Now!

Thank you to this year's sponsors



California Association
of Dispensing Opticians



HOYA



CADO Seminars
 P.O. Box 60192
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Opticians in August!

Save the Date! Sunday August 6th
3 NCLE Credits or 6 ABO Credits
Details Inside!



Opticians in August!

Save the Date! Sunday August 5th

- ▶ Learn how to boost your value and your income!
- ▶ 6 ABO or 3 ABO/3 NCLE credits available!
- ▶ Presented by 2 acclaimed speakers!
- ▶ Early Bird Special! Save \$25 when you register by July 5th, 2017



Sponsored by the California Association of Dispensing Opticians

FREQUENTLY ASKED QUESTIONS

Why Should I Attend?

Want to make more money? Want to keep your job? You have to up your skills and here is a time and place that makes it easy, one day and nationally recognized speaker, the person who teaches your sales reps. Bring a friend and make it fun!

I Don't Want to Spend the Money?

Who does? But this is continuing education to keep your skills and knowledge up to par with the changing environment. Your doctors have to have continuing education. It's a necessary part of the business and your boss would probably be willing to pay the expense to have great staff for his clients.

Why Sunday?

Many of us work on Saturdays! Maybe your boss will give you an alternative day off? You are making an extra effort to improve yourself, be more valuable to the practice and in turn the practice will be more successful!

But I'm Not ABO!

The American Board of Opticianary and National Contact Lens Examiners are much like an honor society. They have standards to belong and require continuing education to maintain a membership. The best part is these organizations encourage education for everyone at every level of experience, in its attempt to improve the industry.

Keep your ABO certification up-to-date with SIX HOURS of CE credit (All this and LUNCH too!)

Save \$25 if registered by 7/5

Total Fees	Non Members	CADO Members & Associates
Early Registration - Postmarked 7/5/17 Regular	\$130	\$80
Registration - Postmarked by 7/27/17	\$155	\$105
Registration Paid After 7/27/17	\$180	\$130

Seminar Payment - Please make check out to:
 CADO (California Association of Dispensing Opticians) *Sorry No Credit Cards*
 INFO. - cadonewsletter@gmail.com, www.cadogroup.org

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If you would like to join CADO check this box and add \$40 to the CADO membership payment. (Prorated dues through 2019.)

Classes, morning tea, coffee, and lunch buffet included.

Name: _____
 Practice Name: _____
 Address: _____
 City, State, Zip: _____
 Email: _____
 (reservations confirmed by email)

Course Credits (Check either ABO or NCLE for each session below):

Session	ABO	NCLE
1	<input type="checkbox"/>	
2	<input type="checkbox"/>	
3	<input type="checkbox"/>	
4	<input type="checkbox"/>	<input type="checkbox"/>
5	<input type="checkbox"/>	<input type="checkbox"/>

CADO Member 2018? Yes No
Kaiser Employee? Yes No

Sorry, No Refunds.