

Opticians in August!

Sunday August 4th, 2019 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

12:00 - 1:50 p.m.
(1 Hour ABO)

9:00 - 9:50 a.m.
(1 Hour ABO) **Spectacle Lens Solutions
for Digital Eye Strain**

**Diabetes - a Disease with
Far Reaching Implications**

Most of us use digital devices throughout the day. This course examines the unintended effects of these devices on our eyes and vision. We will review the causes and consequences of Digital Eye Strain and blue light hazard, the limitations of traditional lenses and coatings in addressing these problems. and the new technologies that are helping our eyes adapt to digital life.

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

At the end of this session the participants will:

- Have a clear understanding of what diabetes is.
- Understand the impact diabetes has on our health-care systems today and in the future.
- Comprehend the role the ophthalmic community plays.

10:00 -10:50 a.m. **Sunshine Has a Dark
Side**
(1 Hour ABO/NCLE)

Clinical research continues to support the reality of the harmful effects of the sun on the eyes. As optical professionals it is our duty to educate our patients to the risk faced everyday by unprotected eyes outdoors. Then we need to provide solutions to care for our patients' eyes.

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

What's

This course will provide sales concepts and strategies to help you reach the next level of revenue and profit generation; while ensuring patient satisfaction and great reviews.

11:00 - 11:50 a.m. **Why They Need More
Than One Pair**
(1 Hour ABO)

The visual world we inhabit becomes more and more complex every day. Assisting our patients in the selection of eyewear to meet the visual demands of their day to day lives must be the cornerstone of our dispensing practices. This session takes a fun, interactive approach to the investigation and analysis of varying visual needs and how to satisfy these needs with ophthalmic products

About the Speaker

Valerie A.L. Manso ABOC, FNAO

Valerie is the President of Manso Management resources. Inc .. a training and development company specializing in the ophthalmic industry. Additionally Valerie works with Eyefinity/ OfficeMate as Implementation Manager. supervising a team of Implementation Trainers to assist clients as they implement the OfficeMate and ExamWRITER Software solutions.

As a 38+ year veteran of the optical industry Valerie brings a wealth of expertise to her current role. Her experiences include 14 years in retail fulfilling such functions as. Store Manager. District Manager. National Operations Coordinator. National Training and Development Manager and Director of Retail Operations for a 60-store retail chain.

Noon - 1:00 p.m. **Lunch**

Sign Up Now!

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California Association
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P.O. Box 60192
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Opticians in August!

Save the Date! Sunday August 4th
2 NCLE/4 ABO Credits or 6 ABO Credits
Details Inside!



Opticians in August!

Save the Date! Sunday August 4th

- ▶ Learn how to boost your value and your income!
- ▶ 6 ABO or 4 ABO/2 NCLE credits available!
- ▶ Presented by acclaimed speaker!
- ▶ Early Bird Special! Save \$25 when you register

by July 10th, 2019



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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 7/10

Total Fees	Non Members	CADO Members & Associates
Early Registration - Postmarked 7/10/19	\$135	\$85
Regular Registration - Postmarked by 7/20/19	\$160	\$110
Registration Paid After 7/30/19	\$185	\$135

Seminar Payment - Please make check out to:
CADO (California Association of Dispensing Opticians) *Sorry No Credit Cards*
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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 2020.)

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

Name: _____
Practice Name: _____
Address: _____
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(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"/>	<input type="checkbox"/>
4	<input type="checkbox"/>	
5	<input type="checkbox"/>	<input type="checkbox"/>
6	<input type="checkbox"/>	

CADO Member 2018? Yes No

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