# Opticians Association of Michigan Zoom Educational

## Sunday, November 1st

9 AM **Andy Bangert** — **Understand VSP**

This course walks the optician through the ins and outs of VSP. Billing the patient correctly, understanding the lens enhancements chart and how to be the most profitable with VSP.

10 AM **Andy Bangert** — **Why Digital Lenses are Better**

Discuss the process of how digital lenses are made vs. traditional and how digital is changing the market. We also discuss the portfolios of the different major manufacturers and what makes each of them different.

11 AM **Ron Witt** — **MR Material, Strong, Thin, with Visual Appeal & Integrity**

This course teaches the DNA of MR high index materials and why they are the standard by which lens material choice is measured.

12 PM **Lunch**

1 PM **Ron Witt** — **Blue Light Radiation, A Material Solution**

This course introduces a new method to absorb blue light radiation by providing material from which lenses can be made that pushes the absorption line past the blue violet to remove potentially harmful radiation.

2 PM **Pete Hanlin** — **Perception of Value**

Discusses how to differentiate the optical/practice using the key components of value perception (probably my favorite course to present).

3 PM **Pete Hanlin** — **Myopia**

Discusses the very real (and heretofore unrealized) threat of myopia. The number of people with myopia is doubling worldwide, and myopia increases the risk of retinal disease.

**REGISTRATION REQUIRED TO ATTEND**

**Registration form: https://www.theoam.org**

**FREE TO 2020 OAM MEMBERS, $60 FOR NON-MEMBERS**

Check your membership status - 877-297-1668