



Myopia Practice Integration - Key Considerations

Preparing the Practice

Practice Mindset

- How do you think about myopia? The World Health Organization considers it a 'disease'? Do you? If so, how does that influence your mindset? If not, why not?
- Do you consider all myopes to be possible progressing myopes?
- Have you considered the ramifications of the health concerns at the local practice level? Are you seeing an uptick in the prevalence with your patients?
- Do you perceive your practice to have many children as patients? If not, why not?
- What specialty vision care areas do you consider high growth?
- Do you want to include myopia as a part of your practice in the future? Or, would you prefer to refer younger, progressing patients out?

Practice Education

- How will you educate the entire staff, from reception to techs, to staff ECP's, on the critical importance of actively managing myopia in the practice?
- How will you ensure everyone is on-board with the practice's approach, including selection of candidates, interventions to be utilized, and the discussion of risks and benefits?
- Will you identify key staff to manage as the point person on the integration?

Plan the Consultation

- Have you thought about your plan and prepared for interactions with parents and patients?
- Have you standardized the consultation, to address when it takes place, how to discuss different management options and presentation of fees?