



Myopia Practice Integration - Key Considerations

Practice Management

Identification of the Specific Products To Use and Why

- What specific products will you recommend? Why?
- Have you engaged the company to help you?

Visit and fee structure for the practice (flow, revenue objectives)

- What are your revenue objectives?
- How will you structure fees to best manage for your practice and for patients?
- Have you considered the number of follow-up visits and progress checks (six-month) as a part of your fees?
- Will you set up as a 'package' or will your structure of fees vary with the different products you recommend?
- Have you priced according to your value?

Equipment/support needed to measure patient success

- What equipment is needed to support your chosen interventions?
- What equipment is needed to measure success to patient/ parents?
- What training do you and your staff need to manage the equipment?