



## President's Message ■

By Erin McCleary, O.D.

Happy Early "Winter" Colleagues! (Says the sarcastic North Dakotan-at heart)

This newsletter finds us in the midst of the Holiday Scramble. Some are already celebrating; others are planning to soon start. But while we will find ourselves in the New Year soon enough, I get to start my new gig a bit early!

One would think that having been President for only 43 days, I wouldn't really have much to contribute to our newsletter. But time marches on and drags with it constant change.

Our Annual Conference (October 20-22) at the Mystic Marriott proved yet again to be a fantastic local source for interesting and applicable continuing education. Many thanks go to our wonderful Academic Committee and all of their hard work throughout the year. We had a great turnout for the staff education program and well attended optometric lectures over the course of the weekend. We were also pleased to have had the greatest number of exhibitors to date – needing to make room for additional exhibitors at the 11th hour. And as usual, the feedback is that the exhibitors and out-of-state attendees love coming to our conference thanks in part to our great group of CAO doctors as well as all the hard work that Lynn and Stephanie do in preparation for the event.

The following weekend (October 26-28),

Drs. Chris Agro, Beth McMunn, Chris Inclima, and our ED Lynn Sedlak represented the CAO contingency at the AOA Health Care Payer Advocacy Conference (HCPAC) in Arlington, VA. They were brought up to date on the trends across the nation.

And let's not forget the most recent elections. November 6th saw MANY new faces joining the ranks of the Connecticut State Legislature. Along with these newly elected officials comes now-necessary education as to what Optometry IS (and isn't) and what we do for their constituents on a daily basis. Now is the time to grab a colleague and schedule a meeting with your State Representatives and Senators. Time to make fast friends! We will likely be having an event at the Capitol in the New Year – to help with this very need – so keep your ears and schedules open. And if you haven't already, it's never too late to contribute to our CAO State and Federal PACs, as well as the AOA PAC. While fundraising for elections may be over, there is always a need to support our initiatives at the Capitol.

For those who may have missed the Annual Conference, we shook things up a bit and installed the new CAO Executive Officers and Board Members on Sunday, October 21st. This was a purposeful change, and was planned for several years. As our executive board has changed to include the position of Vice-President, the goal of the board has

(continued on page 17)

## INSIDE THIS ISSUE

President's Message .....	1
Managed Care Report .....	2
Legislative Report .....	3
Calendar.....	5
New Members .....	10
Executive Director's Corner .....	11
Annual Education Conference .....	12
AOA Excel .....	15
VOSH .....	17
AOA Update .....	19
Member News .....	20
Professional Opportunities .....	23
Classifieds .....	25

## CONNECTICUT ASSOCIATION OF OPTOMETRISTS

35 Cold Spring Road  
Suite 211  
Rocky Hill, CT 06067

Phone: 860.529.1900

Fax: 860.529.4411

Email: [info@cteyes.org](mailto:info@cteyes.org)

Web: [www.cteyes.org](http://www.cteyes.org)



### Connecticut Association of Optometrists

35 Cold Spring Road  
Suite 211

Rocky Hill, CT 06067

**Tel:** 860-529-1900

**Fax:** 860-529-4411

[www.cteyes.org](http://www.cteyes.org)

**E-mail:** [info@cteyes.org](mailto:info@cteyes.org)

### Board of Directors

#### Officers

Erin McCleary, O.D.  
President

Stephen N. Polezonis, O.D.  
President-Elect

Catherine Ferentini, O.D.  
Vice President

Michelle Moore, O.D.  
Secretary-Treasurer

Christian B. Swenby, O.D.  
Immediate Past-President

#### Directors

Christopher Agro, O.D.  
Member

James Cicarrelli, O.D.  
Member

Maria Diaz, O.D. .  
Member

Barbara Dune, O.D.  
Member

Emily Love, O.D.  
Member

Pamela Malchoff, O.D.  
Member

John Nedelcu, O.D.  
Member

Robert Palozej, O.D.  
Member

Patricia Youngquist, O.D.  
Member

#### CAO Staff

Lynn Sedlak, MBA, CAE  
Executive Director

Stephanie Bartos  
Director of Member Services

## Managed Care Report ■

### Year-End Meetings and Looking Ahead

By Laura Carabello, Principal, CPR Strategic Marketing and Communications



As 2018 draws to a close, a reminder to acknowledge Drs. Pinn and Agro for their tireless efforts on behalf of all members. The multiple meetings, phone calls and extensive

communications with these plans requires their time, resources and expertise – and time away from their practices. Thanks for saying “Thanks” to them....

This has been a year of surprises and achievements – we have resolved issues with scope of practice coverage with UHC/Oxford, made our position known to Aetna and Anthem regarding carve-outs (and the multiple problems ODs encounter with participation!), resolved many reimbursement issues with payers, met with the new plans entering the CT market, and have now met with all the ACO MSSP plans in CT.

The challenges remain – especially with regard to the merger activities – CVS/Aetna, Cigna/Express Scripts. We have a planning meeting in January to define what lies ahead and how we can help our members stay ahead of the curve.

Thanks to everyone who contacts us with challenges....we continue to try to resolve each and every one.

Happy New Year to all!

#### St. Francis Healthcare Partners ACO

The organization manages 150,000 lives through a centralized database and they compile a list of those who need a DRE. They have 1000 providers: 475 employed medical groups, and the balance are independent PCPs.

They work with all the payers on commercial, Medicare, Medicaid and Medicare

Advantage throughout the state, excluding Fairfield and New London. They have a Medicaid ACO in Springfield, contract directly with Trinity College, and have a regional MSSP (Medicare Shared Savings Plan) in the Middlebury region.

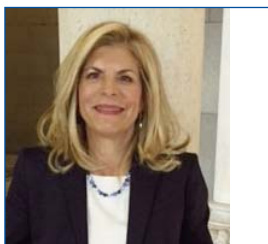
They have a strong relationship with Aetna Whole Health and the Value Care Hospital Alliance, a network of hospitals and providers representing 50,000 lives statewide. They are beginning to establish Direct to Employer contracts where they can influence benefit design and potentially eliminate carve out arrangements, health plans and brokers. This is in the early stages but they see the potential for value-based insurance design and the elimination of these “middlemen.”

We explored the idea of working with the PING DATABASE, which is a new concept for our organization. The database is maintained as a centralized platform for the hospitals and every time a patient visits one of the hospitals or one of its providers, outpatient centers, nursing homes or other facility, the database is PINGED. We are exploring if this could be accomplished with optometry and would ensure DRE reporting.

We discussed the role of consumerism and making it convenient for all patients to access care 24/7. There is a significant gap in care, although ODs know to bill the exam with or without retinopathy using the 92000 codes.

One of the major problems is that there are negative incentives in place for patients to access a dilated eye exam, since the medical office visit can be billed with or without a co-pay. We discussed the problem under EyeMed of having to require patients to make two office visits (vision and medical) in order to get the reimbursement. They are

(continued on page 7)



## Legislative Report ■

### ‘The times they are a-changin’...’

By Linda Kowalski, The Kowalski Group

Bob Dylan had it right in this seminal 1964 song.

Change is sweeping over the State Capitol in Hartford, and this promises to be an exciting time for CAO members and your patients.

At 12 p.m. on Wednesday, January 9, Greenwich businessman Ned Lamont will be inaugurated as Connecticut’s new governor.

Also taking the oath of office will be Lt. Governor Susan Bysiewicz, Secretary of State Denise Merrill, Comptroller Kevin Lembo, Treasurer Shawn Wooden and Attorney General William Tong. Four of the state’s six constitutional officers will be new.

36 state Senators will be sworn-in as will 151 members of the Connecticut House. Altogether, there are more than 30 new legislators.

The day will be a festive and fun one, with many officials bringing family and friends to the State Capitol to celebrate. Then, legislators will get down to business and quickly realize that hopes and dreams will be difficult to fulfill when you are facing a \$2 billion budget deficit.

#### CAO Agenda

As always, your legislative team will recommend an aggressive presence and agenda at the State Capitol during the 2019 session. Elements of our effort are likely to include the following:

- Protecting our 2017 law that requires in-person eye exams for contact lenses from any amendments or repeal effort.
- Ensure that the Medicaid program continues to fully cover vision care services rendered by licensed Optometrists to enrollees.
- Continue to require that all state-regulated health plans in Connecticut cover services provided by an Optometrist.
- Reform the current law over non-covered services

to include “products” so that your patients aren’t hit with higher costs.

Part of the process will be to oppose bills that encroach on your scope of practice and which make it more difficult for you to effectively serve your patients. The “definition of surgery” proposal could come back, which would affect your ability to remove foreign objects from the eye. A “truth in advertising” proposal could surface, which places consumer disclosure requirements on non-MD professions only. We will not accept this.

Several weeks ago the legislative leaders in the state Senate suggested they will work toward a \$15/hour minimum wage as well as a mandatory paid family and medical leave program that could touch every business in Connecticut. While well-intentioned, these types of proposals will simply make it harder to grow the state’s economy and job base.

The pending \$2 billion deficit could also trigger a search for new revenues and taxes. We will be vigilant to make sure a medical provider tax is not placed on the table.

#### Transition is Focus

Much of the activity right now at the State Capitol relates to the transition from Gov. Dannel P. Malloy’s administration to Gov.-elect Ned Lamont’s.

The Gov.-elect has set up a transition team that includes Attorney General George Jepsen and State Rep. Toni Walker.

Two key appointments to the administration have been announced: Ryan Drajewicz will be chief of staff; Melissa McCaw will hold the position of budget director and carry the formal title of Secretary of the Office of Policy and Management.

Many of the state agency commissioners could be replaced, although a number could continue in the new administration.

(continued on page 5)



# ABB OPTICAL GROUP

## Providing More Than What's In The Box

A proud  
**Diamond Level  
Sponsor of CAO**

**DIGITALEYE LAB**  
— NETWORK —  
A Division of ABB OPTICAL GROUP



**ABB OPTICAL GROUP** is an Optical Company in the U.S. that is an authorized distributor for all major soft contact lens manufacturers, distributor of an extensive line of finished ophthalmic lenses and eyewear/sunwear collections, a manufacturer of custom gas permeable lenses, custom specialty soft contact lenses, and of freeform® digitally surfaced backside PALs & SV lenses.

Our dynamic organization services more than two-thirds of Eye Care Professionals across the U.S. and also promotes practice building services.

- Pricing Strategy Tools • Business Reviews • Benchmarking Data Analysis
- Annual Supply & Daily Disposable Staff Training • POP materials • And much more

To Learn More **ABOUT Us**

[Click Here](#)

**New to ABB OPTICAL GROUP?**  
**Contact Us Today**

**800.852.8089 x 1564**  
asalesleads@abboptical.com

**ABB OPTICAL GROUP**  
[www.abboptical.com](http://www.abboptical.com)

## Legislative Report (continued from page 3)

### CAO Hallmark—Bi-partisanship

One of the best attributes of your profession is the bipartisan nature of the membership and our belief in working with both sides of the aisle at all times.

We look forward to working with Gov. Lamont's administration as well as with all 187 members of the General Assembly.

The 2018 election truly was a blue wave in Connecticut. Democrats won all of the federal offices, including the re-election of U.S. Senator Chris Murphy and four of the state's five Members of Congress: U.S. Reps. John Larson, Joe Courtney, Rosa DeLauro and Jim Himes. They will be joined by Jahana Hayes, a former national teacher of the year from Waterbury who was elected to Congress from the fifth district.

Meanwhile, at the state level, the Democratic dominance showed. They won all six constitutional offices and expanded their control of the Connecticut General Assembly. The state Senate, which had been tied 18–18 between the two parties will now tilt to the Democrats by a 23-13 margin.

Similar advances occurred in the House. The prior 80–71 margin favoring the Democrats has widened to 92–59.

The results stunned Republican candidates up and down the ballot. Perhaps they can take some solace from Dylan's song: "For the loser now . . . Will be later to win. . . For the times they are a-changin'." We'll know in two years if that is the case.

Finally, thank you again for your wonderful work in protecting and enhancing the health of your patients. Connecticut's Optometrists are outstanding health care professionals and we continue to be honored to represent you at the State Capitol. On behalf of everyone at The Kowalski Group, we wish you an enjoyable holiday season and a productive and healthy 2019.

## 2019 Calendar of Events

### Wednesday, January 30

10:00am – Noon	Board of Directors meeting
1:00pm – 5:00pm	Optometry 2020 Class
5:15pm – 8:30pm	Annual Meeting & Membership Dinner

All events are taking place at the Rocky Hill Sheraton

### Wednesday, February 13

6:00pm – 8:30pm	Young OD & Stoplight Networking Meeting Middletown Inn
-----------------	--

### Wednesday, March 13

1:00pm – 5:00pm	Optometry 2020 Class Rocky Hill Sheraton
6:00pm – 8:30pm	Board of Directors meeting CAO office

### Wednesday, May 15

1:00pm – 5:00pm	Optometry 2020 Class Rocky Hill Sheraton
6:00pm – 8:30pm	Board of Directors meeting CAO office

### Thursday, July 11

5:30pm – end of game	Summer Member Outing YardGoats Stadium, Hartford
----------------------	---

### Wednesday, September 11

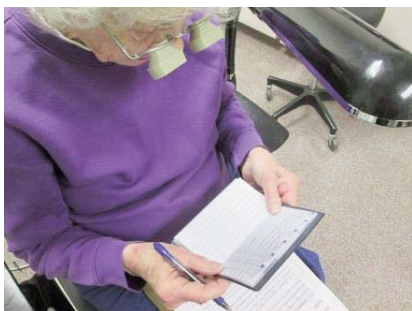
6:00pm – 8:30pm	Board of Directors meeting CAO office
-----------------	--

### Wednesday, November 20

1:00pm – 5:00pm	Optometry 2020 Class Rocky Hill Sheraton
6:00pm – 8:30pm	Board of Directors meeting CAO office

**Randolph C. Kinkade, OD, MPH**    [LowVisionEyeglasses.com](http://LowVisionEyeglasses.com)  
800.756.0766    rkinkade@optonline.net

***Practice limited to Low Vision Rehabilitation***  
***Member of the International Academy of Low Vision Specialists***



**Part-Time Practice For Sale**  
**In the interim I will enjoy my reduced schedule**  
***Thank you for your continued referrals***

**Danbury • Farmington • Hamden • Litchfield**  
**Manchester • Norwalk • Shelton • Waterford • West Haven**



## Managed Care (continued from page 2)

exploring the use of technology to notify patients affiliated with an OD that they haven't yet had a DRE exam and need to close that gap in care.

We were not pleased to learn that they also said they were going to be utilizing technology scans to perform the DRE, but we pointed out the problems with the scans and false positives or negatives that then needed a doctor to review.

Other items discussed:

Scope of Practice for ODs in CT and how it is broader than MA or others. They also asked if most patients self-referred for the exam and we affirmed.

Reviewed our meetings with other ACOs and how we matched OD/MD practices in geographic areas to drive DRE appointments

Confirmed use of Qualidigm reporting form, and they challenged that doctors are not faxing the forms ~ and they have to call ODs to get confirmation of the exam. PCPs scan the reports and they have a nurse to review them.

They do not code automatically in the EHR, but 50 percent of their doctors use EPIC, the balance are mixed and disparate.

### Tufts Health Plan

We have been advised that the plan is moving forward with EyeMed. ODs that want to participate with the plan but don't yet belong to EyeMed or wish to only participate in the Tufts contract and not any other EyeMed offerings should follow these directions:

EyeMed has issued a communication to their contracted providers regarding the new CT plan, CarePartners of Connecticut.

Providers were not required to take any action to be able to accept this plan and can access the plan details and codes on the secure provider portal when they log in as a contracted EyeMed provider

They had initially anticipated this communication would be issued last summer and apologize for the delay. They will be sending another reminder in December.

Providers not contracted but who would like to join should contact EyeMed directly but should specifically indicate they are looking to contract for CarePartners of CT/ Tufts Health Plan as EyeMed's broader network is closed, but the Care Partners network is open.

We did confirm with EyeMed that they would not be able to release the contract without some show of commitment from

the provider that they would like to join. So a provider would need to apply and be credentialed to receive a contract. If the provider is not happy with the terms of the contract, the OD is not obligated to join.

Questions and Answers:

Q: How many members will be enrolled and how big is the OD network?

A: There are only a few hundred members now, but expect 500-700 by Jan 1, 2019. There will be a significant jump in 2020. There are 450 providers already participating through the existing Eyemed network, primarily optometrists and some MDs. They will let us know how many ODs are in private practice v. in retail settings.

Q: What are the rates for "medical optometry services?"

A: They are available to address any discreet questions from providers.

Q: What is the reimbursement for a routine exam?

A: The rate for a routine exam is \$70.

Q: Can medical testing be done on same day as a "routine" exam?

A: This is really diagnosis-driven. In many cases, if routine diagnoses are present on the claim (with medical diagnosis) that will drive the claim to "routine" and reimburse as such. However, for certain medical diagnoses, such as diabetes, they are ALWAYS considered medical and will classify the claim as medical with a medical reimbursement. This will be outlined in the CPCT Vision Payment Policy, however these are not posted yet but will be made available.

Q: Are referrals required?

A: No

Here is some additional instruction from EyeMed:

For NEW providers who would like to join the network - they will need to follow the standard EyeMed Provider process, and complete an online interest form- <http://www.eyemedinfofocus.com/join>

In order to eliminate the number of providers that could possibly get denied due to "network being closed" the provider will need to clearly call out in the notes section of the application, they are applying for "CarePartners of Connecticut/Tufts Health Plan Custom Network" - this will allow EyeMed's provider team to process via our custom network and not deny request due to our standard network.

(continued on page 9)

**Paying over 2% in total processing fees? Let's talk!**



**CAO members working with Merchant Solutions pay an average total processing cost of 2% with our special group rate.**

- ✓ Guaranteed savings on your credit card processing fees
- ✓ A dedicated Certified Payment Professional (CPP) servicing your account
- ✓ Free upgrade to EMV compatible terminal
- ✓ Save money and accelerate funding on American Express transactions with OptBlue
- ✓ No application, set up, or annual fees and no term contract
- ✓ Business loans available; funded in-house

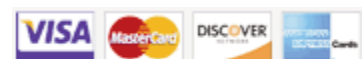


***Thank you for stopping by our booth  
at this year's conference***

A \$50 donation will be made to the CAO on behalf of each member that establishes a new account with us!



Call (866) 326-3480 or email  
[contact@merchantsolutionsllc.com](mailto:contact@merchantsolutionsllc.com)





## Managed Care (continued from page 7)

If your office has any questions, they can contact the provider relations team directly at [provider@eyemed.com](mailto:provider@eyemed.com) or via their provider call center line: 888.581.3648 (if you call this number yourself, you may notice the line asks “are you a member, or a provider?” simply due to the amount of members that end up dialing this number, they route them on accordingly)

If you have any issues or concerns please contact Laura Caraballo [lcarraballo@cpronline.com](mailto:lcarraballo@cpronline.com). We expect to have a call with them before the close of 2018 to assess their progress in CT.

### AETNA

Aetna is now officially part of CVS Health – see story below. Our contacts have been evasive and completely consumed with this activity.

But we still face multiple hurdles with plan participation and unsure how the CVS deal will impact CT optometrists.

During a recent call with Aetna leaders, which included their Eyemed liaison, we aired the many frustrations that our members encounter when attempting to participate on the Eyemed network. At the time of this writing, we still await answers from both Eyemed and Aetna – Is the panel really closed? Are they only accepting ODs who practice in retail settings?

Regarding the Aetna Vision Discount plan: we had been informed that the Aetna discount plan has no vision coverage but only requires a \$42 copay thru EyeMed. We sent them some Aetna benefit information that one of our members forwarded. Still waiting for their response!

We also discussed coverage and value of Corneal Hysteresis measurements in the treatment of glaucoma – and hoping that Aetna will finally approve the code. According to their Clinical Policy Bulletin that addresses this technology, CPB 622, Glaucoma Testing: [http://www.aetna.com/cpb/medical/data/600\\_699/0622.html](http://www.aetna.com/cpb/medical/data/600_699/0622.html). It is currently under review according to their annual schedule, and will consider the submitted references with an update, which will be published later this quarter before the end of the year.

### IN THE NEWS.....

**CVS closes \$69B acquisition of Aetna in a ‘transformative moment’ for the industry**

Aetna is now officially part of CVS Health.

The two companies closed the \$69 billion deal on Wednes-

day, finishing off a vertical merger that makes one of the largest healthcare giants even larger.

“Today marks the start of a new day in healthcare and a transformative moment for our company and our industry,” CVS Health President and CEO Larry Merlo said in a statement. “By delivering the combined capabilities of our two leading organizations, we will transform the consumer health experience and build healthier communities through a new innovative healthcare model that is local, easier to use, less expensive and puts consumers at the center of their care.”

The healthcare sector remains in flux as policy, regulation, technology and trends shape the market. FierceHealthcare subscribers rely on our suite of newsletters as their must-read source for the latest news, analysis and data impacting their world. Sign up today to get healthcare news and updates delivered to your inbox and read on the go.

Merlo reemphasized the new company would have a community focus, “simplify a complicated system and will help people achieve better health at a lower cost.” He said patients will benefit from earlier interventions as CVS integrates Aetna’s medical information and analytics.

CVS plans to introduce new programs and services in the coming months. Those new offerings will focus on helping patients manage chronic conditions, expanding MinuteClinics, and rolling out new digital apps.

“We expect patients will benefit from earlier interventions and better-connected care, leading to improved health outcomes and lower medical costs,” Merlo said.

Aetna sold for \$212 per share. The total value of the transaction, including assuming Aetna’s debt, was \$78 billion.

The Department of Justice signed off on the merger back in October, but the deal was awaiting approval from several states—notably California, New York and New Jersey—in what some observers called a negotiating battle. Final holdouts New York and New Jersey, which forced the company to push the closing past Thanksgiving, gave their signoff earlier this week, clearing the way for the merger to close.

[Visit here to access full article](#)

**Justice Department OKs Cigna’s \$52 billion acquisition of Express Scripts**

*The approval of the Cigna-Express Scripts deal is also a positive signal for CVS Health’s proposed \$69 billion acquisition of health insurance giant Aetna.*

[Read full story here.](#)

## Welcome New Members! ■

Please join us in welcoming our newest CAO members:

**Merna Khilla, OD** is a 2018 graduate of the New England College of Optometry. Dr. Khilla is currently practicing for Doctor's Eye Clinic in Wallingford.

**Shefali Patel, OD** is a 2017 graduate of the New England College of Optometry. Dr. Patel is currently practicing for Dr. Joel's Family Eye Care Center in New Haven.

**Joel Roffer, OD** is a 1973 graduate of the University of Waterloo School of Optometry. Dr. Roffer is currently practicing for MyEyeDr. in Newington.

**Sarin Siriamonthep, OD** is a 2016 graduate of the SUNY College of Optometry. Dr. Siriamonthep is currently practicing for enVision in East Haven.

**Hongping Xu, OD** is a 2017 graduate of the New England College of Optometry. Dr. Xu is currently practicing for MyEyeDr. in Waterbury.

If you know a non-member OD, please have them contact the CAO office at 860.529.1900 or email [info@cteyes.org](mailto:info@cteyes.org) for information on how to join.



### Ophthalmic Consultants of Connecticut, P.C.

is proud of its longstanding partnership with the Connecticut Association of Optometrists and we look forward to a bright future working together.

1375 Kings Highway, Fairfield, CT 06824 • 203.366.8000 2777 Summer Street, Stamford, CT 06905 • 203.975.1818

1064 East Main Street, Meriden, CT 06450 • 203.237.1818 317 Foxon Road, East Haven, CT 06513 • 203.484.9333

[www.occeye.com](http://www.occeye.com)

## Executive Director's Corner ■

By Lynn Sedlak, MBA, CAE, Executive Director



Think About Your Eyes is celebrating another successful year of raising awareness of the importance of an annual eye exam and the profession of optometry. Through a combination of advertising on TV, radio, online video and paid search, more than 95% of the target audience has been

exposed to a TAYE ad. The ads encourage the public to get an annual eye exam, and to find an optometrist at ThinkAboutYourEyes.com. In 2018 alone, more than 2 million people visited the website to use the doctor locator and learn more about vision health.

Once again, the Connecticut Association of Optometrists is supporting the Think About Your Eyes (TAYE) campaign. By supporting TAYE, your practice information is added to the doctor locator, ensuring that patients who view the ads are likely to find a doctor in their area among the 22,000 listings.

### 1. Discount to Upgrade TAYE Listing!

Take advantage of the benefit to upgrade your Think About Your Eyes (TAYE) Listing to the Premium Level. The cost for

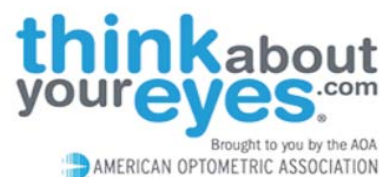
the Connecticut Members is \$16.67 per month or \$200.00 per year. Make sure you take advantage of the marketing materials available with your Premium Listing. Call 855-449-8293 and ask for Barbara if you need any help upgrading your listing. Also, if you have any questions or need more information.

### 2. Forgot your Password?

To create a new password, go to [www.thinkaboutyoureyes.com](http://www.thinkaboutyoureyes.com), click on doctor resources, click on login, enter the username, click on "forgot password", enter the username again and click submit. A link will be sent to your email and you can create a password and enter the TAYE Site to make changes, update information, view reports, build a promotion and more. Call 855-449-8293 and ask for Barbara if you need any help with your password or username.

### 3. PECAA PROMOTION- SAVE AN EXTRA \$50.00!

A Special Promotion is Available for PECAA Members. Save an extra \$50.00 when you upgrade or renew your Think About Your Eyes Premium Listing. Call 855-449-8293 and ask for Barbara if you need any help upgrading or renewing your Premium Listing through the PECAA Promotion. ■



more than 2 million people  
visited the website





## Annual Education Conference



CAO's 2018-2019 Board of Directors (L-R): Nominating Chair Laura Dake-Roche, OD; Immediate Past President Christian Swenby, OD; President Erin McCleary, OD; Vice President Stephen Polezonis, OD; Vice President Catherine Ferentini, OD; Secretary/Treasurer Michelle Moore, OD; Board Members John Nedelcu, OD; Emily Love, OD; Patricia Youngquist, OD; Maria Diaz, OD; Barbara Dune, OD and Christopher Agro, OD

Past President Jerry Hardison, OD introduces Dr. Jack Herrle, CAO President from 1971-1972. Dr. Herrle inducted the incoming Board of Directors.



Over 250 Optometrists from Connecticut and surrounding states attended CAO's Annual Education Conference







# An OCT for Every Practice Setting

**AngioVue® Essential**  
now with **Wellness**



**iVue®**  
now with  
**Epithelial  
Thickness  
Mapping**



**iFusion®**



**iScan®**



**Find the Optovue OCT that's right for your practice.**

- **AngioVue OCT Angiography** Non-invasive vascular imaging + structural OCT -- available in Comprehensive and Essential configurations
- **Avanti Widefield OCT** Extensive retina, glaucoma, anterior segment and wellness applications -- OCTA ready
- **iVue** Comprehensive OCT made affordable
- **iFusion** iVue OCT + fundus camera
- **iScan** Simplicity in operation



**I welcome the opportunity to work with you today.**

**Joseph Mills** (508) 801-3222 • [joseph\\_mills@optovue.com](mailto:joseph_mills@optovue.com)





### **New CAO Benefit: Save on items from cell phones to car rentals**

CAO members can receive double digit discounts through AOAExcel's new group purchasing program. This new benefit can help CAO members save with hundreds of vendors nationwide including:

- **Verizon:** Members receive a 22% discount on their practice's corporate lines. Practice employees are also eligible for a 22% discount on their personal lines once they sign up and enroll in paperless billing.
- **BioD:** Save up to 40% on amniotic membrane tissue
- **Office Depot:** Save up to 65% on office products, plus annual rebates.
- **Pitney Bowes:** Receive a purchase discount up to 15% and an equipment lease discount of 25%

AOAExcel has partnered with Intalere, one of healthcare's largest group purchasing organizations, who aggregates purchase volume and uses the spending to negotiate discounts with vendors and suppliers ranging from medical supplies and office furniture to cleaning supplies and car rentals.

There is no cost to join the program, and there is no spending threshold.

Click [here](#) for more information about this new CAO member benefit and to enroll your practice today.

### **CAO members: Save up to 50% while reaching candidates nationwide**

If you've been considering hiring a new doctor of optometry in your practice, it's important to ensure that you're using the most effective tools to maximize outreach to potential candidates.

[Optometry's Career Center](#), the official career center of the American Optometric Association, provides opportunities to reach candidates on a national scale. This nationwide approach expands your candidate pool, attracting those who may not live in Connecticut but are willing to move to your community for the right opportunity.

Optometry's Career Center offers CAO member discount pricing on all postings and posting enhancements, including

the "Featured Job" promotion and the AOAExcel Career Spotlight e-newsletter, designed to maximize your opportunity in Connecticut in front of more passive seekers. By posting on Optometry's Career Center, you'll also gain access to the free resume database allowing you to contact potential candidates directly.

To start your candidate search today, visit [OptometryCareerCenter.com](#).

### **CAO Members: Download Your Complimentary HIPAA Compliance Checklist!**

With HIPAA violations, fines, and data breaches making headlines day after day, the average patient is more educated about HIPAA compliance and data security than ever before. HIPAA compliance can strongly differentiate your practice by demonstrating to your patients that you take their data security and privacy seriously — all while fulfilling your federal requirements.

HIPAA compliance can be a challenge for new and established optometry practices alike. That's why AOAExcel's endorsed HIPAA compliance partner, Compliancy Group, has compiled a simple HIPAA Compliance Checklist for CAO members.

How well have you addressed federal HIPAA requirements within your practice? Find out where you stand against the regulatory requirements with this exclusive HIPAA Checklist today!

Compliancy Group gives eye care professionals confidence in their compliance with a total HIPAA solution to address the full extent of the regulatory requirements. With guided support, clients are given the tools they need to maintain the privacy and security of health care information, all while growing their business. As a CAO benefit, members receive three additional months free, included with a one-year subscription. Compliancy Group is dedicated to helping eye care succeed.

For more information about Compliancy Group, and the HIPAA resources available to CAO members through AOAExcel, please visit [ExcelOD.com/HIPAA-compliance](#).





# FYSH

Confidence has no competition. Individuality is an expression and style is the personal signature. FYSH is designed for the strong, ambitious, game changing women who embrace individual style. Combining the latest runway looks with the color trends of the season, FYSH eyewear features a vast array of bold colors, intricate patterns, unique constructions and shapes.

**WestGroup**

| [www.WestGroupe.com](http://www.WestGroupe.com)

| 1-855-455-0042

| F-3611





**VOSH - Connecticut**

VOLUNTEER OPTOMETRIC SERVICES TO HUMANITY

*"Seeing the difference caring can make"*

Due to continued civil unrest throughout Nicaragua along with the Level 3 State Department Travel Alert, VOSH-CT had to make the unfortunate decision to postpone this year's upcoming mission to San Jan del Sur, Nicaragua scheduled for January 2019 until January 2020. This was to have been our 20th year of service to the local southern Nicaragua area, where to date over 40,000 patients have benefitted from services provided by VOSH-CT.

However, we are pleased to report that VOSH-CT will be joining forces with RAM/USA (Remote Access Medical) to provide optometry services at their clinic June 20–24, 2019 in Emporia, Virginia.

Optometrists, optometry students and opticians are needed for this mission and the clinic is located within one day's drive of Connecticut. For further information contact Dr. Matthew Blondin, President VOSH-CT at (860) 489-2781 or mblond2@aol.com.

VOSH-CT continues to accept donations at VOSH-CT, P.O. Box 448, Torrington, CT 06790-0448 for the upcoming future missions and thanks everyone for their continued support and wishes everyone a very Happy Holiday season and New Year!!



Dr. Matthew Blondin, O.D., F.A.A.O. examines patient during January 2018 clinic in San Juan del Sur, Nicaragua

## President's Message (continued from page 1)

been to shorten the length of each of the terms served. This ultimately results in a succession with a smaller time commitment (1 versus 2 years for each role), and allows more people to become actively involved should they opt to participate in the governance of our association. Adding the Vice-President position allows more opportunity to participate in national AOA meetings earlier on, more thoroughly preparing each executive member for their cumulative role as President.

The intent for installing the new board in October (rather than at the Annual Business Meeting in January) was two-fold. For starters, we wanted to have all new board positions in place prior to the upcoming Elections and Legislative Session. Secondly, this helps align roles as an affiliate in the AOA when traveling to Presidents' Council in January.

Continuing in my thread of new beginnings... On the day our newly-elected board met for the first time on Novem-

ber 28, the CVS / Aetna merger was finalized. This is just one more example of the ever-changing healthcare landscape. Our Managed Care Committee is on top of this, as well as many other ongoing concerns.

As we walk away from Thanksgiving and into the Season of Celebration, I can't help but be grateful for the excellent leadership that our Immediate Past-President, Chris Swenby, OD provided for the CAO. Not only was he thoroughly engaged throughout his tenure, but left some pretty (no, really – they are often quite nice) big shoes to fill. I eagerly look forward to serving my term as President of the CAO with our newly-elected board. It is a table surrounded by diversity, excitement, camaraderie and big ideas. And all have a vested interest in guiding our association through all of the challenges (aka opportunities) that await us in 2019. I hope to see all of you at our Annual Business Meeting on January 30.

Cheers!



# 10 REASONS TO JOIN AND USE VISION WEST

Vision West is the Preferred Eyecare Business Group of the Connecticut Association of Optometrists. To date, Vision West has provided over \$205,000 in non-dues revenue support.

**1** **NO MEMBERSHIP FEES**, hidden contracts or minimum purchase requirements

**2** **27 YEARS STRONG**

**3** **SUPPORTING the Independent Eyecare Provider** to run better businesses

**4** **INTEGRITY**—Live, friendly customer service team committed to helping you reduce your cost of goods. We pass on 100% of the negotiated discount from our vendor partners. Our team will provide an honest analysis of vendor programs and discounts to help your practice.

**5** **SUPPORT TO ORGANIZED OPTOMETRY**—what does that mean for you? With more than \$8million dollars in support back to State Associations, Schools and Groups, this provides non-dues revenue to help with legislation, dues and education. A percentage of your purchases billed to your Vision West account provides \$ support to CAO.

**6** **FOUNDED BY OPTOMETRY FOR OPTOMETRY**

**7** **BUYING POWER**—with more than 3,000 members nationwide, Vision West can access some of the best discounts and programs in the industry from over 200 vendors.

**8** **EFFICIENCY**—consolidated purchases on 1 statement. Flexible payment options and invoice details available online with 24/7 access to help you and your staff save time and manage information.

**9** **EXCLUSIVE REBATE PROGRAMS**—from many of our top vendors

**10** **RESOURCES** for you and your staff. Our team is here to help with resources and information on a wide number of topics including webinar education library, online CE, top-selling frame info and much more.

For more information and to join today,  
contact a Customer Service specialist at:  
800.640.9485 • [www.vweye.com](http://www.vweye.com)



## AOA Update ■

### House chairman tells FTC to scrap contact lens plan, focus on illegal sales

A leading U.S. House chairman joined the bipartisan effort calling on the FTC to scrap its burdensome contact lens proposal and instead focus on combating illegal sales.

Yesterday, Rep. David “Phil” Roe, M.D. (R-Tenn.), chairman of the House Veterans Affairs Committee, shared his frustration with the FTC that “after nearly two years of deliberation, the plan continues to threaten to impose an unnecessary and burdensome mandate on tens of thousands of small business health care practices while also failing to consider strategies aimed at improved enforcement of existing patient health and safety provisions.”

The FTC plan would force all eye doctors to obtain a signed form from all contact lens patients certifying that the doctor had released a copy of the patient’s prescription. Doctors would then be forced to keep the form on file to aid in a future federal investigation. The plan could cost \$18,000 per doctor, per year.

“I urge the FTC to reconsider this proposal as it would prove detrimental to patients, their eye doctors, and small businesses across America,” Roe added.

The letter comes after determined advocacy from leading Tennessee doctors of optometry – Kurt Steele, O.D.; Jeff Foster, O.D.; and Emily Eisenhower, O.D.

Use the AOA’s Online Legislative Action Center to tell your House and Senate members to oppose the unnecessary, burdensome contact lens paperwork proposal.

### Help AOA’s contact lens advocacy: How to report suspicious activity

Contact lens retailers’ disregard of federal market laws, such as the Fairness to Contact Lens Consumers Act and Contact Lens Rule, ultimately endanger Americans’ eye and vision health, which is why AOA takes seriously efforts to keep vendors honest. Although not a regulatory enforcement entity, AOA calls out suspicious business practices in notices to vendors, the Federal Trade Commission (FTC) and the Food and Drug Administration (FDA), reinforcing the need for a federal crackdown on market violators.

But, AOA needs your help. Better documentation on illegal contact lens sales or complications helps AOA to provide better data to policy makers to keep the public safe. If doctors are aware of an illegal retailer or encounter a patient harmed by illegally procured lenses, here’s how to help:

- Report a website illegally selling contact lenses
- Report an adverse event related to contact lenses
- Report problems with decorative contact lenses
- Report a contact lens seller with fraudulent or abusive business practices
- Report suspected violations to AOA via [aoa.org/StopIllegalCLs](http://aoa.org/StopIllegalCLs), and direct questions to [StopIllegalCLs@aoa.org](mailto:StopIllegalCLs@aoa.org)

For more information on illegal retailer or incident reporting, contact Kara Webb, AOA’s director for coding and regulatory policy.

Want to become an AOA Contact Lens and Cornea Section member? Find more information here



### Get involved: Keep AOA’s federal advocacy momentum going

Optometry is a legislated profession, and AOA takes seriously its responsibility of advocating for you. From Capitol Hill to countless federal agencies, we are fighting for fair treatment and improved access for patients and the AOA members on which they rely for their comprehensive eye care.

But, AOA needs your help. Together, we can work to better protect patients and keep up the momentum that our advocates have diligently built. And AOA offers the latest tools to help you join:

- **Directly Advocate with Lawmakers.** AOA’s newly upgraded online legislative action center gives doctors instant, mobile-friendly access to the priority federal issues that AOA needs you to support. With greater detail and insights about legislators, doctors have all the information they need to make contact. Set up your access.
- **Become an AOA Keyperson.** The AOA Federal Keypersons Network helps the profession keep lawmakers informed about optometry’s priorities. With a new crop of lawmakers coming to Congress, the profession will need new AOA Federal Keypersons with close relationships to incoming lawmakers. Contact AOA staff for info.

**Help Keep AOA-PAC an Advocacy Force.** The AOA-PAC is one of the most effective ways to participate in the political process. Help us keep up the fight by investing in AOA-PAC today. AOA members can visit [aoapac.org](http://aoapac.org) to

(continued on page 21)

# You May Be Wondering...

- What kind of retirement will I have?
- How do I balance my major financial goals?
- How will I know how much is enough?



JUST STARTING OUT



SETTLING IN



BUILDING YOUR LIFE



RETIREMENT



ENJOYING YOUR SUCCESS

Contact us today to learn about how we can help you answer these questions and more to prepare for the future.



THE MYSTIC HARBOR GROUP  
OF JANNEY MONTGOMERY SCOTT LLC

860.245.2085

[www.MysticHarborGroup.com](http://www.MysticHarborGroup.com)



60 WILLOW STREET, SUITE 101, MYSTIC, CT 06355  
© JANNEY MONTGOMERY SCOTT LLC • MEMBER: NYSE, FINRA, SIPC

## Members News

Dr. E. Bob Bertolli was a guest lecturer for the Armed Forces Optometric Society in San Antonio. The topic was "What Every Police Surgeon and Military Optometry Should Know".



**Save the Dates**  
**2019 Annual Education Conference**  
**Mystic Marriott Hotel & Spa**  
**October 5-7, 2019**

**2020 Annual Education Conference**  
**Mystic Marriott Hotel & Spa**  
**October 24-26, 2020**



## AOA Update (continued from page 19)

invest or try new text-to-donate technology by texting EYES to 41444.

### **NEW! Access updated SPV, VR resources and webinars**

Sports and performance vision (SPV) and vision rehabilitation (VR) services can be important offerings that strengthen and expand the primary eye care that doctors of optometry already provide in their communities. Whether doctors are interested in bolstering their existing care model or looking to incorporate an even more advanced menu of services into their practice, AOA is committed to helping doctors meet that goal.

The AOA offers all-new tools and resources to help members add SPV or VR services into their practice. These updated and expanded digital libraries help doctors identify and educate patients about specific eye care services, as well as assist practices in delivering new services, including the latest in technology, research and clinical pearls.

Access these new resources:

#### **Sports & Performance Vision page**

- Webinars
- Manuals
- SPV student online kit
- Fact sheets, pamphlets and brochures

Click here for more information about the SPV Advocacy Network.

#### **Vision Rehabilitation page**

- Webinars
- Manuals
- Student resources
- Fact sheets, pamphlets and brochures

Click here for more information about the VR Advocacy Network.

Want to let patients know your SPV or VR emphasis? Update your myAOA profile to include an SPV/VR emphasis, and patients using AOA's "Find a Doctor" search tool can identify your services.

### **AOA members: Download your complimentary HIPAA compliance checklist**

With HIPAA violations, fines, and data breaches making headlines day after day, the average patient is more educated about HIPAA compliance and data security than ever before. HIPAA compliance can strongly differentiate your practice by demonstrating to your patients that you take their data security and privacy seriously—all while fulfilling your federal requirements.

HIPAA compliance can be a challenge for new and established optometry practices alike. With this in mind, AOAExcel has provided a simple HIPAA Compliance Checklist to help determine where you stand in regards to the regulatory requirements. This checklist includes items, such as:

- The 6 required annual audits
- Business Associate Agreements
- Staff training
- Policies and procedures documentation

For more information the HIPAA resources available through AOAExcel, please visit [ExcelOD.com/HIPAA-compliance](http://ExcelOD.com/HIPAA-compliance).

### **Ethics forum discusses harassment in the workplace**

The Ethics Forum is an interactive resource available to answer AOA members' questions and engage peers in discussions regarding ethical issues that crop up in everyday practice. The forum's newest case study hosts dialogue on harassment in the workplace as NASEM releases its newest report on women facing harassment in academia.

Looking for more ethical debates? Search past topics, including:

- Care of patients with disabilities
- Dismissing a patient
- Reporting abused patients
- Must copays be collected
- Informed consent and conflict of interest

Members can anonymously submit questions or comments to [ethics@aoa.org](mailto:ethics@aoa.org). Questions will be presented as case studies, and each study will include an online poll to encourage interaction and provide real-time survey results.

Click here to access the Harassment in the Workplace case study poll.



## IT Support RI — IT Support Done RI-ght!

We *focus* on your IT so you can *focus* on your patients.

Are you looking to convert from paper to EHR? Do you have questions about your HIPAA compliance? Are you tired of dealing with technology problems in your practice? Do you need help managing your computers, network, and the devices you use to examine your patients?



Are you on the Dark Web? Your passwords could end up in the hands of criminals and your accounts could be *compromised*. Get a **free Dark Web Scan** ( a \$300 value) to find out how secure you really are!

Call us at 401-234-1022 or visit [www.eyecareITsupport.com](http://www.eyecareITsupport.com) and use promo code: **CAONEWS** to schedule your **FREE** Dark Web Scan!

### We have Flat Rate IT Support Plans that include:

- **Rapid Response Time** —15 minutes or less!
- **HIPAA Certified Technicians** —for your privacy and security
- **Onsite and Remote Support**—no more worrying about what's included
- **After Hours Emergency Support** for your peace of mind

...and *everything else* you expect from a competent IT company.

We provide IT support for eye care practices in RI, MA and CT. We work with multiple vendors including Zeiss, Compulink, Eyefinity, TopCon, and more! We are experienced in setting up devices and software from these vendors, as well as many others.

### What Our Optometrists Say About Us:



**Jim Boccuzzi**, Owner and Founder of Killingly Eye Care

"I'm impressed by the level of care IT Support RI provides. They quickly learned the software we have that is specific to eye care. They have become **an essential partner to us**, and I would wholeheartedly recommend them to anyone who needs IT services. They respond quickly and fix the problem the first time. **Now I don't worry about proper backups, hardware or software issues, virus and malware protection or compliance with new government regulations.** We have used Nick and his team since 2012. **I could not recommend a better IT support company.**"

### For More Info or to Contact Us:

401-234-1022

Mon-Fri: 8am-5pm

[www.eyecareITsupport.com](http://www.eyecareITsupport.com)

## Professional Opportunities

### OPTOMETRIST WANTED - FULL TIME / ASSOCIATE / PARTNER

#### Optometric Physician

Optometric Physician Optometric Physicians always strive to provide our patients with extraordinary care. Your role as an Optometrist will be to serve each and every patient with expertise, friendliness, and compassion. If You are: All about putting the patient first Excited about providing high-quality care A technology and efficiency fan Motivated to grow personally and professionally Sparked by building relationship and processes Able to work independently in a fast paced environment Quick to smile and energetic Your new job will be: Practicing optometry at the highest level in a fully-equipped ever growing setting Utilizing electronic medical record systems and robust diagnostic and treatment technology Maintaining efficient patient flow throughout the patient encounter and examination process. Creating innovative practices geared for greater care ensuring that every patient feels comfortable and receives outstanding care throughout their encounter with us. Working with other team members to maintain the superior level of patient service. What You'll earn: A competitive salary Paid Time Off Paid Holidays Retirement Plan Health Insurance Disability Insurance Life Insurance Continuing education allowance Career innovation and development support Rewarding relationships with your patients Interdependence with a great team Other details: This is a Full Time role Have the flexibility to work days, weekends and some evenings Coverage between East Haven and Madison practice locations enVision is: A growing optometric practice that provides sophisticated medical care A team of highly trained professionals that believe passionately in providing the highest quality health-care A showroom that delivers great eyewear Connection can be made by: Sending your curriculum vitae to Dr. Maria Diaz at [dr.diaz@dr-maria-diaz.com](mailto:dr.diaz@dr-maria-diaz.com)

#### Excellent Opportunity in Hartford, CT

A growing optometry practice in Hartford, Connecticut is looking for a full time optometrist to deliver exceptional and professional vision care. Our practice offers

modern facilities and state-of-the-art diagnostic equipment, certified EHR software, on-site optical, and experienced and friendly supportive staff. We offer full-scope optometry, including primary, medical, specialized contacts and routine vision exams. We offer a generous base salary, 401K retirement plan, paid vacation time, annual CE compensation and more. Experienced ODs and new graduates welcome. If you are looking for a patient focused practice that offers work/life balance this could be the practice for you! Please email [la.vision@aol.com](mailto:la.vision@aol.com)

### OPTOMETRIST NEEDED

Aucello EyeCare is currently looking to add an optometrist to join their busy private practice. Applicants must be confident and caring professionals who can handle a wide variety of ocular needs for patients of all ages. A flexible schedule, supportive staff, extensive co-management network with local specialists in a modern office with all the equipment you'll need to practice at your highest level awaits the right doctor. Excellent pay and benefits package. Please send resumes to [OD2173@aol.com](mailto:OD2173@aol.com)

#### Full-Time Optometrist

Friendly, enthusiastic doctor wanted for newly refurbished central Connecticut primary care office. Practice the way you want without the headaches of billing, paperwork or staffing. Doctor to staff newly renovated office with updated equipment and electronic medical recordkeeping. Steady, competitive income provided as well as support from an experienced optometrist. Have your own practice, but have a life as well. Will hold position for the right 2018 graduate. Please send C.V. to Dr. Ryan Trimble at [TrimbleVision@hotmail.com](mailto:TrimbleVision@hotmail.com)

#### Eastern Eye Care - WILLIMANTIC

Willimantic practice seeks full-time optometrist to join one full-time OD in modern practice of medical optometry, contact lenses. Large optical shop. Competitive compensation, 401k, benefits. Looking for the potential of a long term commitment with opportunity for future purchase. Eastern Eye Care, [easterneyecare.com](http://easterneyecare.com). Contact: Mary Pearson at 860.423.2111

### OPTOMETRIST WANTED - FULL AND/OR PART TIME

#### Employment Opportunity for Full time or Part time OD

Job Opportunity for full time/Part time Optometrist in Fairfield County Connecticut. Great place for recent grads. Vision Center Associates LLC Seeking a full time/part time optometrist to join our well established privately owned independent practice. We consist of 3 Offices: Our main office in Bridgeport, and our other two satellite offices in Trumbull and Southport Connecticut. Diverse patient base, full scope of practice. Partnership opportunity would be considered. If interested, please contact : Dr. Nilka Pabon Kikipabon@gmail.com

#### Looking for Optometrist for our Kent CT Practice - Flexible (Full/Part Time or Per Diem)

Blondin Shea Eyecare is a private practice located in the Northwest Corner of Connecticut. We are currently seeking a part-time Optometrist for our new Kent office. Position includes: • Opportunity to grow to full time • State of the art practice with Electronic Health Records • Well trained staff • Practice treats patients like family • Beautiful country setting Contact Rose for details [Roseblondin@gmail.com](mailto:Roseblondin@gmail.com) [www.blondinsheaeye.com](http://www.blondinsheaeye.com)

#### Busy Practice looking for qualified OD for PT

Busy, established primary care practice with emphasis on POAG, T2DM, OSD and Peds. Full support staff including scribe (Crystal EMR) and instrumentation supported by Zeiss Forum. Full optical staff with in house edging. Competitive fixed or incentive-based pay. Cell: 203.644.0038 Email: [pawnsac@snet.net](mailto:pawnsac@snet.net)

#### Visual Perceptions Eyecare is now a part of MyEyeDr. Optometry of Connecticut! We are seeking an Optometrist to join our very successful, full-scope practices in Hartford!

We are seeking a full-time optometrist with excellent clinical and patient communication skills to join a practice dedicated to providing its patients with state of the art

(continued on page 24)



## Professional Opportunities (continued from page 23)

eye health and vision care services. We have a well-established, yet progressive, optometric practice with a great combination of medical, specialty contact lens and optical. The practice is equipped with state of the art technology and experienced staff to fully support the practice of medical optometry. Eyefinity EHR is fully implemented. We offer an excellent financial compensation package including salary/bonus/medical and comprehensive fringe benefits. License fees, AOA, state professional dues and continuing education costs are reimbursed. Whether you are preparing to graduate or are an experienced Optometrist, we welcome the opportunity to speak with you! Reach out to me ~ I would love to talk to you about this opportunity! Maria Carvalho Esteves Recruiting Manager for Professional Services 571.585.0910/mesteves@myeyedr.com

### Amazing Opportunity for Full or Part-Time O.D. with 4 offices in the Greater Hartford Area

Lucrative salary and full benefits with flexibility available in a full scope practice. Latest equipment includes digital phoropters, camera's and OCT's in all offices. We are looking for a personable O.D. to join our growing team. Offices are located in Avon, Bristol, Middletown and Vernon. Signing bonus and housing possibly available. Interested candidates please contact Jenny Cha, O.D @ [jcha@oculusdocs.com](mailto:jcha@oculusdocs.com) or call/text 860-916-4753. New graduates are welcome! [www.oculusdocs.com](http://www.oculusdocs.com)

### Great Opportunity for Full or Part-time Optometrist

We are looking for a Full or Part-time Optometrist to practice full scope optometry in our Manchester, Connecticut office. Our equipment includes an OCT, Daytona Optomap, and Humphrey Visual Field. We are offering a generous salary with benefits including medical insurance, 401K, license reimbursement, malpractice insurance, and money towards continuing education. Experienced optometrists, residents, and new grads are welcome to apply. We also have experience with H1B visas. Interested candidates please contact [regan.marquis@gmail.com](mailto:regan.marquis@gmail.com)

### FT Optometry position

Busy ophthalmology practice with 6 ODs and 4 MDs specializing in oculoplastics, medical retina, cataract surgery and glaucoma. We serve the greater Hartford area not only in our 6 main locations - West Hartford, East Hartford, Newington, Hartford, Vernon and Enfield - but also at several community health clinics in the North End, South End and East Hartford. We have the latest in technology allowing for the best care of each patient. The new optometrist will have a home base at one of the main locations and also in one of the satellite clinics. Please contact: Dr. Charlene Chateauf [cchateauf@solinskyeyecare.com](mailto:cchateauf@solinskyeyecare.com)

We are seeking for full time or part time optometrists for a busy corporate offices in Groton, Brooklyn and Putnam, CT and part-time in our private practice in Danielson CT.

We are located in the Northeastern part of the state. We are nestled in a very quaint rural and semi-rural towns. We practice medical

optometry and our private practice is a good referral center from many optometrists in our region. We have advanced state of the art technology. Our staff is caring and well trained. We have a very generous starting pay for either part time or full time positions (plus additional incentive bonuses) and our benefit package includes PTO, CE allowance and paid licenses. We are looking for energetic, personable, motivated and hard-working individuals who would like high income potential and practice full scope optometry. New grads are highly encouraged. Please send resume to PO Box 53 Brooklyn, CT 06234 or email at [GStirbaOD@gmail.com](mailto:GStirbaOD@gmail.com) for more information.

### OPTOMETRIST WANTED - PART TIME / FILL-IN / PER DIEM

#### Fill in Optometrist needed for Maternity Leave

Consulting Ophthalmologist with offices in Farmington and Glastonbury is looking for an Optometrist to fill in between December 2018 and April 2019. Full or part time hours available. No week-ends or evenings!! Competitive compensation. Please call Diane Paskiewicz, office manager at 860-678-0202 or Kim DiTolla, OD at 860-983-7647.

#### Weekend fill-in OD needed in Stamford or Danbury

Weekend fill-in OD needed in Stamford or Danbury. Great compensation, friendly patient base. Well-trained staff and state of the art equipment. Please e-mail Dr. Wong at [eyevan@hotmail.com](mailto:eyevan@hotmail.com) if interested.

#### King Family Eye Care LLC Part Time (PT) Optometrist Wanted Located In Rocky Hill Connecticut

King Family Eye Care LLC Part Time (PT) Optometrist Wanted Located In Rocky Hill Connecticut Growing Optometric Practice in Central Connecticut is looking for a licensed Doctor with an advanced certification of Optometry to join our practice in our Rocky Hill office for part-time hours on Saturdays from 9-4. We are a progressive practice that provides a competitive wage, utilizes the latest state of the art digital exam equipment, and is staffed by an experienced team of trained technicians. Please reply to Dr. Matthew King by either mobile phone 860-271-6502 or by email at [drmattking@sbcglobal.net](mailto:drmattking@sbcglobal.net).

#### PT Optometrist - New Haven, Durham

Busy primary care practice with medical emphasis in POAG, T2DM, DES and pediatrics. Fully trained and staffed technicians, scribes and optical. Forum integrated retinal and AS OCT and cameras, Zeiss 750I; ORA and more. Competitive salary and flexible schedule in either location. Please reply to Dr. Phil Perrino by cell (203.644.0038) or email [pawnsac@snet.net](mailto:pawnsac@snet.net).

(continued on page 25)

## Professional Opportunities (continued from page 24)

### Classifieds

#### EQUIPMENT FOR SALE

##### Reichert Ocular Response Analyzer G3 ORA Auto Tonometer Corneal Hysteresis

For Sale: Reichert Ocular Response Analyzer G3. Auto Tonometer Corneal Hysteresis unit. The unit was used in the office for about a year. Excellent condition. Billable code: 92145 price: \$9000. I will deliver in the State of CT for free. Contact Tony Marciano 203-217-4962 a.marciano@sbcglobal.net

#### PRACTICES FOR SALE

##### NEW LONDON COUNTY - Optometry Practice #: CT 1004

This practice opportunity is located in New London County. Three-year average gross revenue is \$1,339,841,000 and three-year average net income is \$490,919. The Practice utilizes Eyefinity Practice Management software. The Practice has state of the art equipment: Cirrus 4000 HD OCT, Carl Zeiss Visucam, Corneal Topography Atlas 9000 and Carl Zeiss Humphrey Matrix. The office is 4,900 square feet, immaculate and clean. It is located in a professional office building on a main road with high visibility. It contains six exam lanes, a retinal photography room, a visual field test room, an OCT ultrasound test room, an optical dispensary, a contact lens room, a large waiting area, a business office and break room. There is an Associate Optometrist, an office manager and 6 cross trained technician staff members. This is an outstanding opportunity for a new owner, who has the potential to earn \$345,000 in the first year of ownership after paying debt service to the lender who finances the practice acquisition loan. Please visit [www.practice-exchange.com](http://www.practice-exchange.com) to register for more information. You can call or email Norm Kelly of Practice Exchange at 800-786-1389 or email [norm@practice-exchange.com](mailto:norm@practice-exchange.com).

##### Part-Time Low Vision Practice for Sale

Increase your professional and financial satisfaction in Optometry. Nothing like you learned in school. Low Volume - High Net Practice. Continue as a standalone practice; incorporate into an existing practice; or hire a low vision associate. Mentoring and coaching to make you very successful. [www.LowVisionEyeglasses.com](http://www.LowVisionEyeglasses.com) Contact Randy Kinkade: [rkinkade@optonline.net](mailto:rkinkade@optonline.net) (c) 860.459.8297

##### NEW LONDON COUNTY (9694)

This practice opportunity is located in New London County. This is a one doctor practice. There is room for a second exam lane. Average gross revenue is \$824,000 and average net income is \$179,000. The Practice utilizes OfficeMate software. The Practice has OfficeMate EMR software but has not converted. The Practice has state of the art technology. Equipment includes Optovue OCT, Zeiss Humphrey Field Analyzer, Canon Digital Retinal Camera, Marco Ark Autorefractor, Sonogage Corneo Pachymeter and Nitek Lensmeter.. The office is 1,510 square feet, immaculate and clean. It is located in a professional office building on a main road with high visibility. It contains one exam lane (room for a 2nd exam lane), contact lens room, dispensary, and a reception and waiting area. There are 5 cross trained technician staff members, including two who have been with the practice for 25 and 13 years. This is an outstanding opportunity for a new owner, who has the potential to earn \$140,000 in the first year of ownership after paying debt service to the lender who finances the practice acquisition loan. Please call or email Norm Kelly of National Eye Care Transition Group at 800-786-1389, and email: [norm@nectransitions.com](mailto:norm@nectransitions.com).

#### OUR FAMILY SHARES YOUR VISION

PERFERX OPTICAL INC.	PRECISION OPTICAL CO.
25 DOWNING THREE PARK PITTSFIELD, MA 01201	351 BURNHAM STREET EAST HARTFORD, CT 06108
Toll free: (800) 649-2550   fax: (877) 484-1933	Toll free: (800) 842-8622   fax: (800) 441-8866

Visit us at:

[WWW.PERFERXPRECISION.COM](http://WWW.PERFERXPRECISION.COM)



# ANNUAL BUSINESS MEETING & GENERAL MEMBERSHIP DINNER

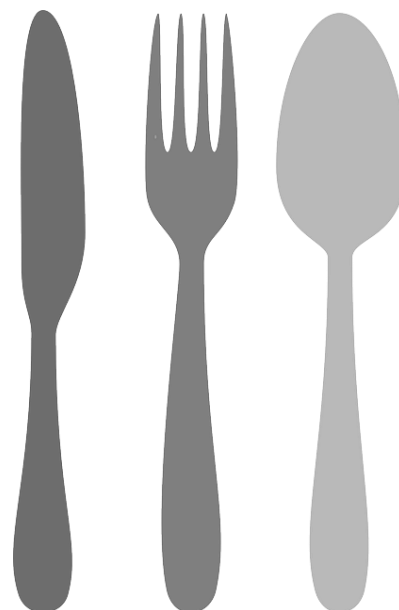
All CAO members are invited to join us for a complimentary cocktail reception, Annual Business Meeting and General Membership Dinner.

**Wednesday, January 30, 2019**

5:15 p.m. Cocktail Reception

6:00 p.m. Meeting & Dinner

Sheraton Hartford South  
100 Capitol Boulevard  
Rocky Hill, CT 06067



Meeting Agenda will include:

- Annual Update by AOA Trustee, Christopher Quinn, O.D.
- CAO OD and Young OD of the Year
- Presentation of AOA/CAO Membership Awards

Please note: This meeting/dinner will be held immediately following the Continuing Education program. There is no charge for the reception and dinner, but advance registration is mandatory.

---

## Registration Form

CAO Annual Business Meeting, General Membership Dinner & Cocktail Reception  
Wednesday, January 30, 2019 ~ Sheraton Hartford South

Name (Please Print): \_\_\_\_\_

Please indicate your meal choice:

☐ Prime Rib

☐ Baked Salmon

☐ Chicken Picatta

Please contact CAO if you have any special dietary restrictions.

Register by Wednesday, January 23rd:

Fax: 860.529.4411

Email: Stephanie Bartos, [sbartos@cteyes.org](mailto:sbartos@cteyes.org)

Online: [www.cteyes.org](http://www.cteyes.org)