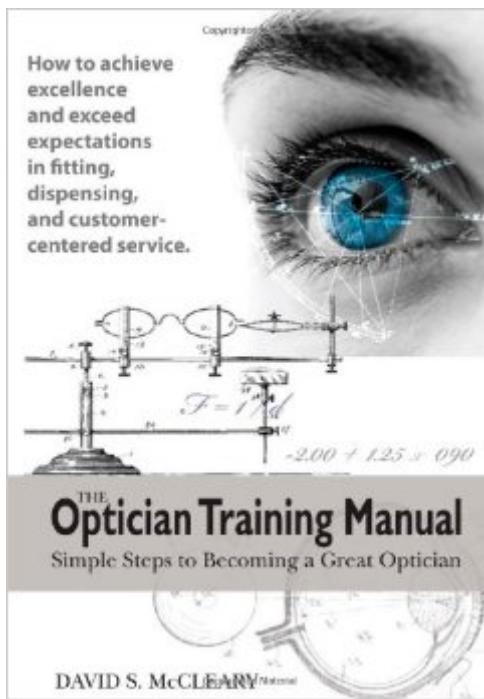


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# The Optician Training Manual



## Synopsis

The must-have optical training system whether you are an optometrist, ophthalmologist, or optical manager responsible for training opticians or are an optician trying to better your skills. Training opticians, new and seasoned, is a daunting task. Are new opticians ready to hit the floor running? Are seasoned opticians remembering the principles that make a good pair of glasses great? These are the questions this book will answer in an easily implemented fashion. Not a text filled with equations and theory never used clinically. This book is written with how you actually practice in mind. Extensive use of short 'Focus Points' help highlight important principles. Understanding of clinical relevance is primary objective of this book, and as such it aims to take you from ordinary to extraordinary in your ability to create and deliver excellence in your optical career. With this book you will be able to analyze every part of a pair of glasses, pick the best frame for a patients face, learn which lens options complement each other (and which ones don't), be able to research contact lens parameter availability, understand symptoms of the most common eye diseases, and separate yourself from the average optician by addressing special circumstances many opticians may handle incorrectly. In addition to ophthalmic optics, you will learn techniques for improving sales and service to help you stand out in the mind of your patients. For example, making each patient a spokesperson for the practice, how to diffuse the dissatisfied patient, increasing your average dollar sale without being a salesperson, troubleshooting, and many more patient-centered skills necessary to keep your patients coming back again and again. This book is unlike others in that it emphasizes clinical relevancy and interrelationships, has extensive training on improving patient perception of quality and service, has forms for copying and using immediately to improve efficiency and patient care, and helps you formulate goals for both professional and personal achievement.

## Book Information

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## **Customer Reviews**

This is a great book for all staff members to read and study. Although the title of the book is "The Optician Training Manual", there is a wealth of information contained in the book that can be used to train all staff members, and should not be limited just to your opticians. I would recommend buying a book for each of your assistants, opticians, and office manager. Insurance billers, back office personnel, and receptionists would benefit by reading the material as well.

This is a basic introduction to the field of Opticianry. Since the publish date is August 2009, I expected that more current technology would be addressed, including digital or free form lens processing and newer materials such as Trivex. A "suggested reading list" to further discuss individual topics, i.e. ophthalmic optics, anatomy and physiology, contact lens techniques, etc., would be useful for optical staff just entering the field.

I was hesitant about shelling out \$50 for a book without even a peek inside, but this turned out to be worth the money. I've been out of the optical field for awhile and wanted a good general review of the basics. This book turned out to be exactly that and a bit more. It is well written and covers most the knowledge an optician needs to be on the floor and working. For some one new to the field or some one needing a good review, this fits the bill.

This is a fantastic professional resource. I have over 15 opticians in Southern California and I use this manual to continue training them on a weekly basis. This is required reading for any of my new hires. If you want to increase your sales or just understand optics more fully, this is the book for you.

Been doing optical work 45 years. Licensed in Virginia and trained numerous people to get their state license. This is a great book for new hires and those who would like to refresh their knowledge. Tops on my list.

A LOT of material to cover in one text. This is well organized and covers the most important topics

quite well. A good refresher and reference for moderately experienced opticians and an excellent starting point for someone new to the field.

This manual was bought when I was starting to get ready for the ABO test. Overall its not an amazing abo test guide but it is great for helping learn the everyday things you need to know as an optician.

This book was just what I was looking for. Most optician training books are either overly simplistic or overly complicated. This one was just right! There is a great discussion on dealing with anisometropia and prism other books seem to ignore or gloss over. The final 20% of the book was a pleasant surprise, a wonderful collection of customer service trainings. Although not a book you would rely on solely for ABO training, it certainly can prepare you for such training. Well written, great illustrations, just the right amount of detail, and with many pearls throughout the book. This book makes a great reference and training. Certainly can fulfill a niche within your optician training library.

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