

Integrating Optometry into the Community Clinic



INTRODUCTION

- Speakers:
 - Dr. Wayne Larsen, OD
 - Patricia Viscovich, Optometry Manager

MISSION

To improve the health and well being of the indigent population in medically underserved communities by providing a dignified setting to allow those who could not otherwise afford such services, access to low or no cost quality health care by skilled and caring providers and staff.

HISTORY

➤ **2002 - Fallbrook**

- Saturdays Only
- 2-4 patients per day

➤ **2004 - Bloomington**

- 3 days per week
- 2-3 patients per day

2008 - Moreno Valley

- 3 days per week
- 2-3 patients per day

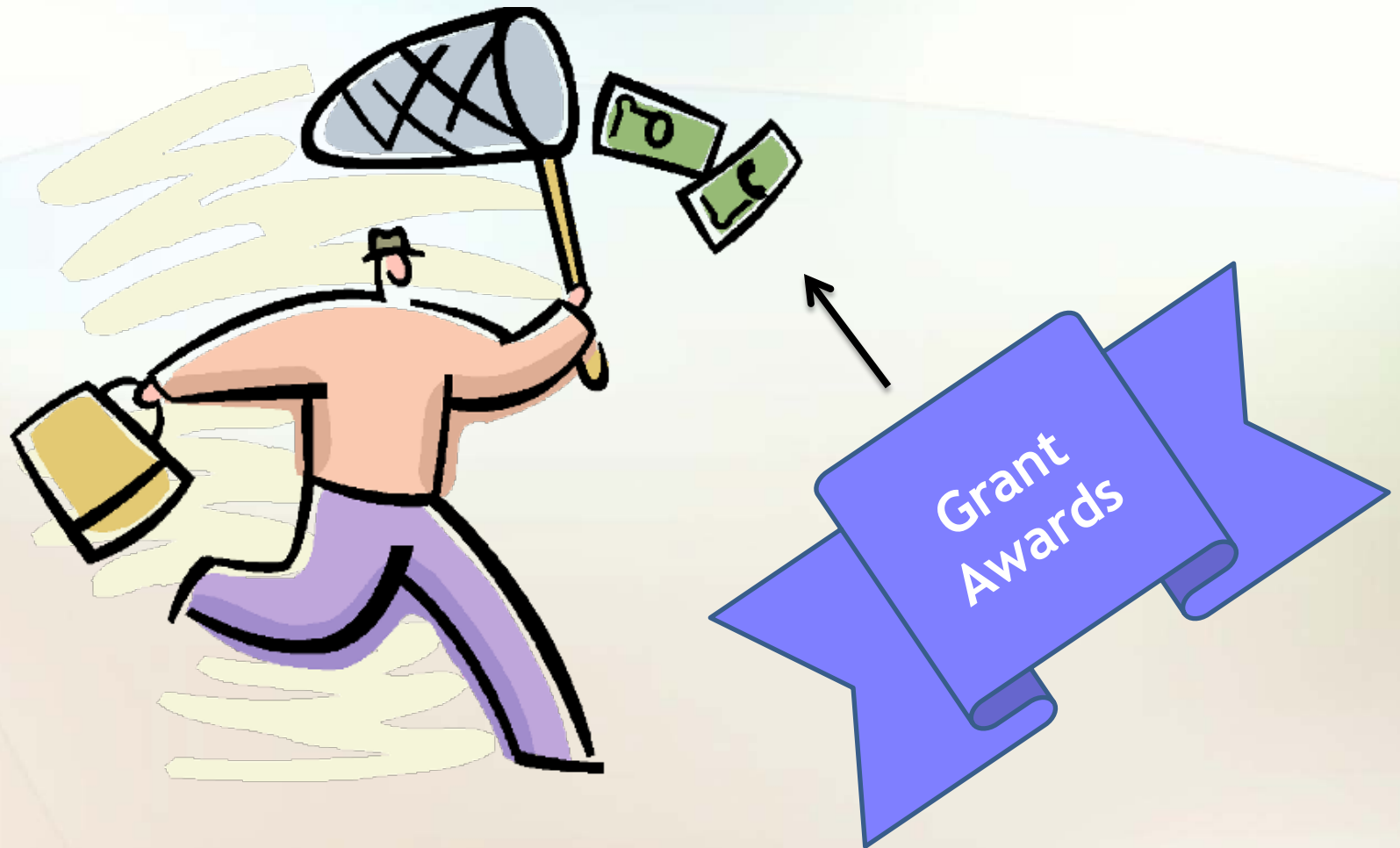
START-UP COSTS



Approximately
\$90,000 for lobby
setup, equipment,
and one exam
room



How did we choose our locations?



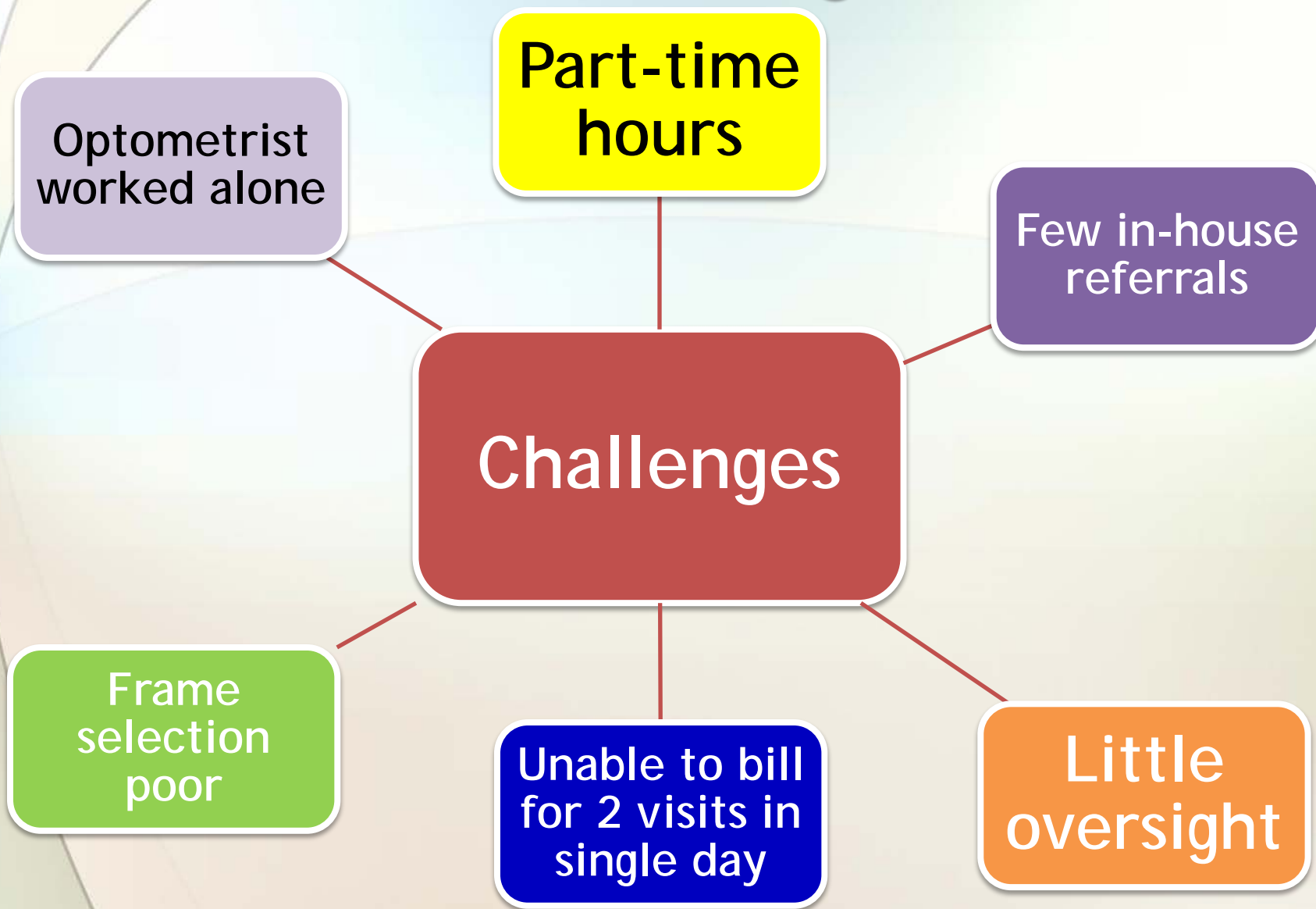
Type of Exams Offered

- Basic eye exams for all ages , diabetic retinal exams
- Children: CHDP, referrals from WIC, referrals from schools

Referrals to Ophthalmologist for:

- Decreased visual acuity
- Macular degeneration
- Cataracts
- Keratitis
- Glaucoma

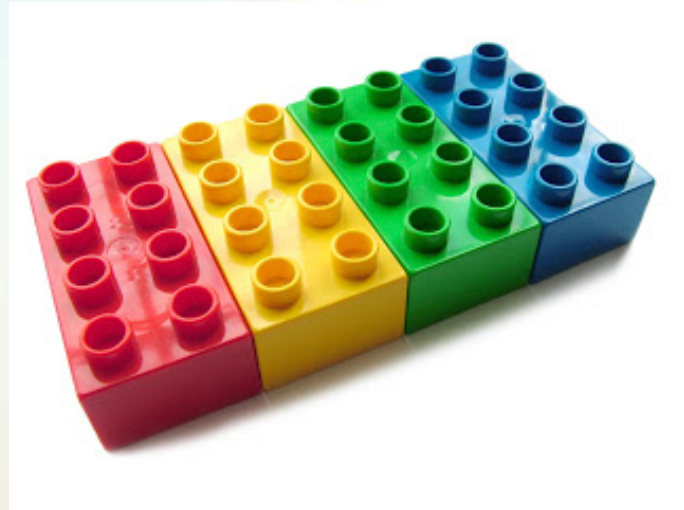
Forgotten Initiative



Program Restructure



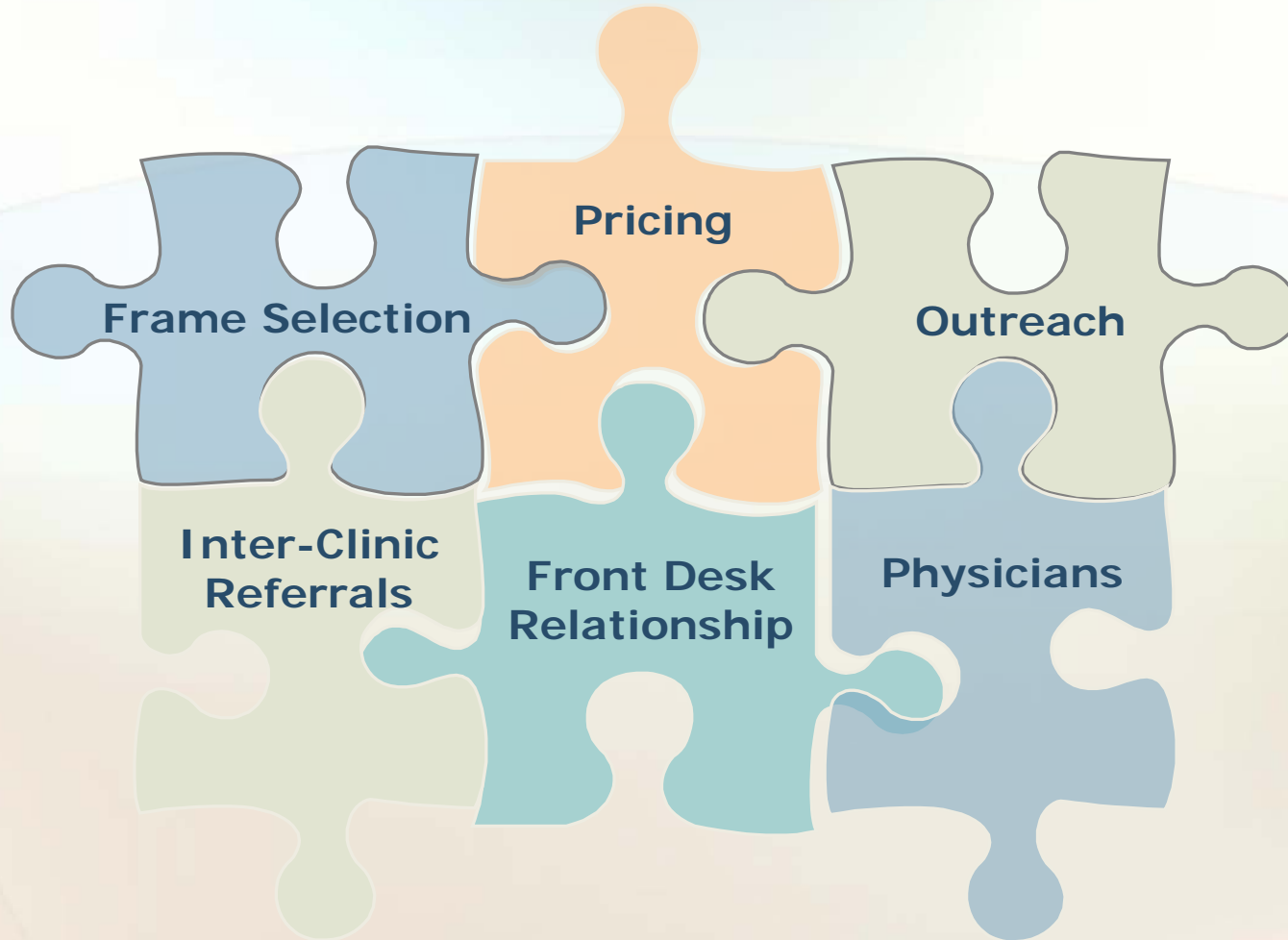
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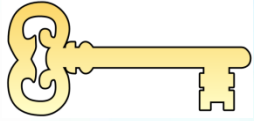
Trash Program?

Build Program?

Pieces to Making Optometry Successful!



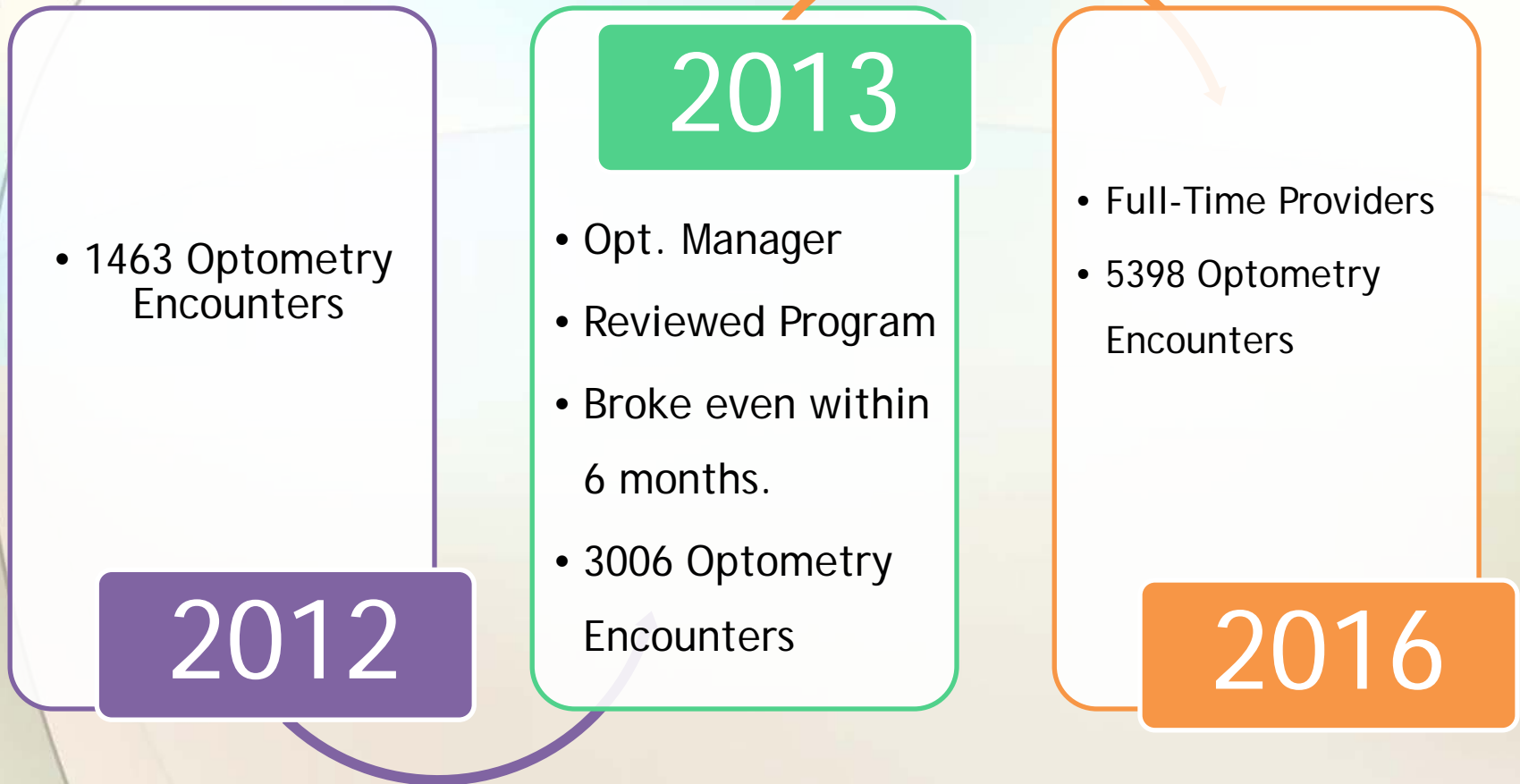
Key to Program Restructure



Hiring an Optician

- ✓ Frees up 30 mins of exam time for OD
- ✓ Build the relationship between Optical and Front Office/Providers (cross referrals)
- ✓ Flyers & Outreach
- ✓ Reaches patients while in lobby
- ✓ Patient Referrals
- ✓ Calls patients with upcoming appointments
- ✓ Improved frame and lens selection
- ✓ Time to educate patient on lens choice
- ✓ Corrected Billing Issues
- ✓ Adjusted SFS to best serve patients and ***BREAK EVEN***

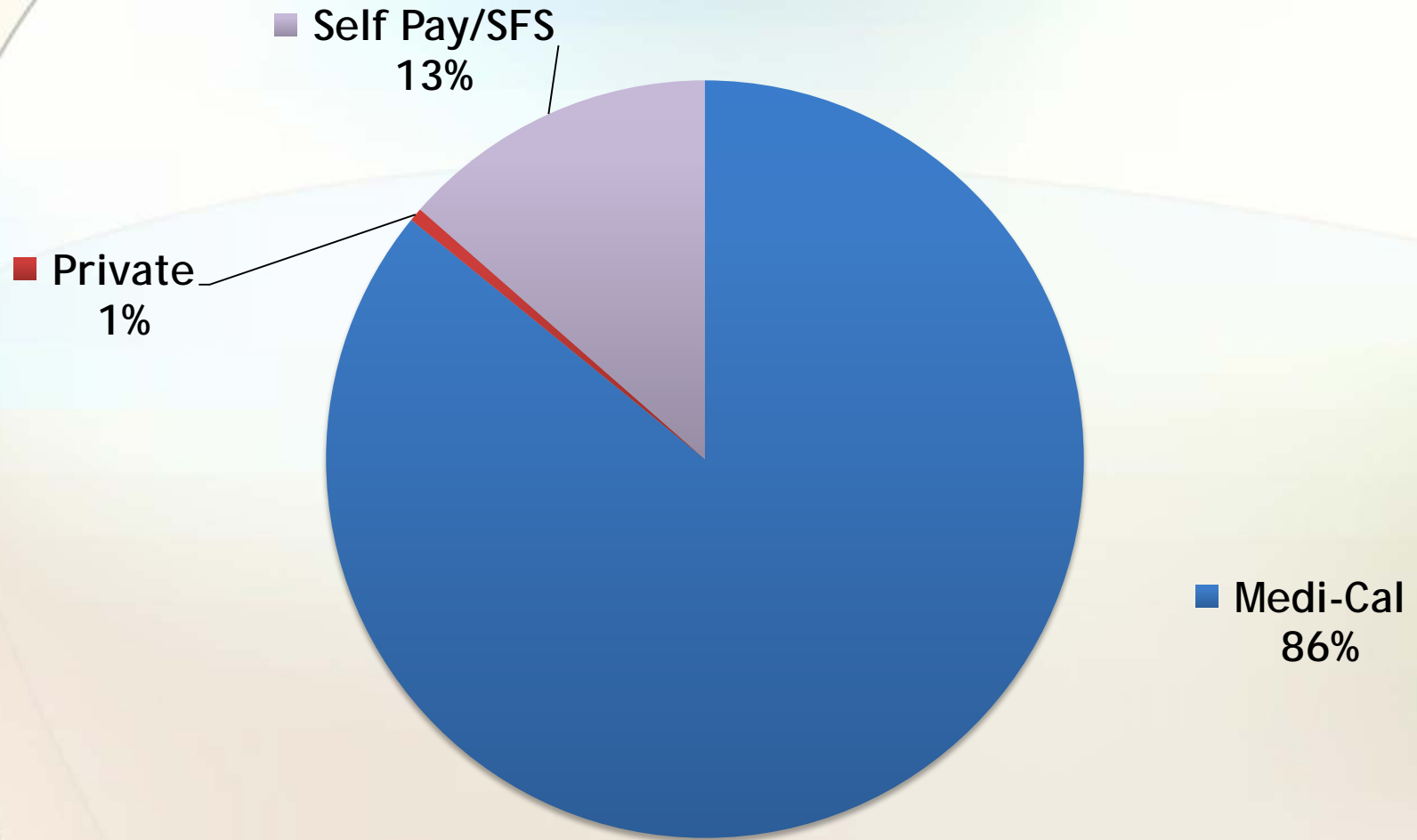
Timeline



Optometry Care Model

- **One Full-time Optometrist at each site**
 - Optician
 - Pre-Testing
 - Frame and lens education
 - Frame and lens selection
 - Dispensing eyewear

2016 Payor Mix



Thank you!

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