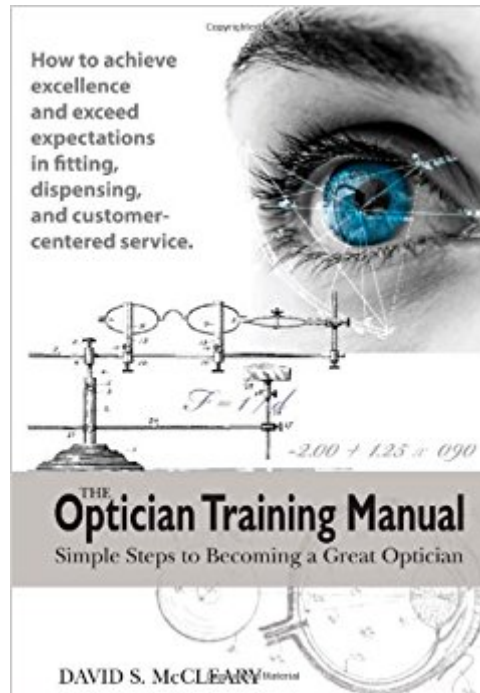




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# The Optician Training Manual



## 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 patient's 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

The Optician Training Manual is truly a concise training system containing a wealth of information. It provides the subject matter in an easy to understand and interesting format. Without a doubt it should be of use not only to opticians, but also to optometrists and ophthalmologists who need to train opticians. --Optometry Today Book Review - March 2011

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.

An excellent guide for me as a newcomer in an O.D.'s office that sells eyeglasses to come up to speed.

The Training Manual was just that, a textbook covering many aspects of personal optics and working in the eye-glasses dispensing arena. It includes a general overview of optics, especially for corrective glasses; but also extends on into frame selection, styles and fitting. Simply curious and needing to be an informed consumer, I found it complete and useful beyond my needs.

Very happy with this purchase. Arrived sooner than expected. Excellent study material for my upcoming ABO exam. Covers a great deal. Thanks!

Great book , great condition, and great seller 5Stars!

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.

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.

If you plan on passing the optician test to become certified this is the book to buy. Written in plain English it is easy to understand the principles that guide opticians.

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