

# Presenting GP Presbyopic Contact Lens Options

## Five Steps to Success

### 1 Set positive and realistic expectations

***"I believe that contact lenses will give you the visual freedom that you are looking for. My goal is to meet most of your visual needs most of the time with the contact lenses. By partnering your contact lenses with eyeglasses, all of your vision needs can be met all of the time."***

#### Benefits of GP bifocal and multifocal contact lenses:

- Maximum vision
- Excellent eye health
- Ease of lens care and handling
- Long term comfort
- Lower long term costs
- Longer lens life

#### All contact lenses that correct presbyopia have limitations such as:

- An initial adaptation period to the lens and vision
- Possible reduced vision in low lighting
- The fitting process may require a lens change
- Occasional need for reading glasses for prolonged near work

### 2 Choose a motivated patient

Consider past contact lens experience, Rx, pupil size, lid position and recommend the best option. An explanation of fees, follow-up visits, anticipated success rate, warranty and cancellation policies will help you determine the patient's level of motivation.

### 3 Use words a patient can understand

Words such as aspheric, segmented, translating are confusing. Consider using easy explanations such as:

***"The lenses are similar to bifocal or no-line spectacle lenses. When you look down to read, the lenses shift so you can see up close."***

### 4 Educate the patient

Discuss adaptation, appropriate wear and care schedules, and explain the proper reading technique.

### 5 Make a recommendation

Long explanations of options are confusing. Patients want to know

what you think is best for them.



#### Patient Friendly Terminology

GP lenses or gas permeable lenses *instead of* hard, rigid or RGP lenses

Lens awareness *instead of* hurt or pain

Bifocal or multifocal contact lenses *instead of* segmented, alternating, translating, aspheric or simultaneous vision lenses

Lens shifts up *instead of* translates

Fine tune the lens parameters *instead of* tweak

Apply and remove *instead of* insert and remove or I&R

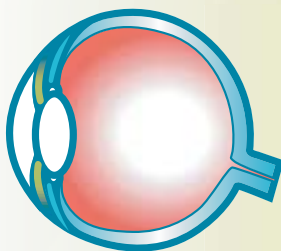
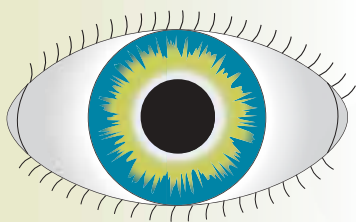
Diagnostic lenses, diagnostic fitting or fitting evaluation *instead of* trial lenses or trial fitting

Refer to lens and fitting fees *instead of* cost or price

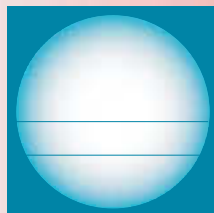
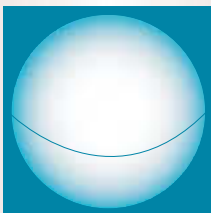
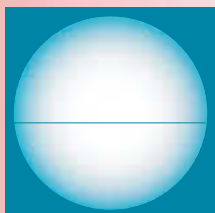
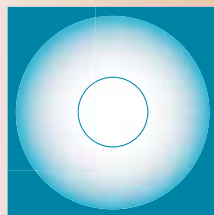
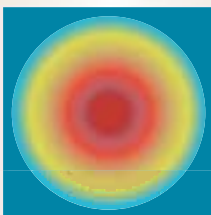
For a list of presbyopic GP lens options visit [www.gpli.info](http://www.gpli.info)

# Correcting Presbyopia

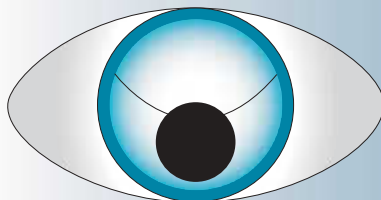
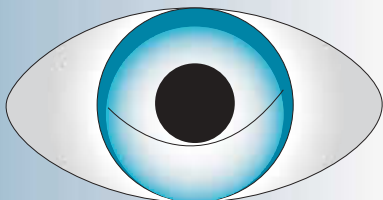
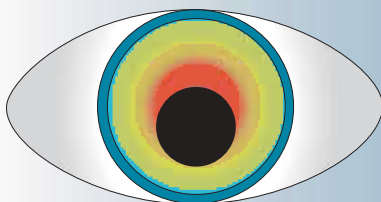
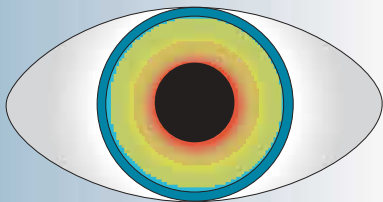
Why do I need help with reading?



What are my contact lens options?



How do the contact lenses work?



For more information visit [www.contactlenses.org](http://www.contactlenses.org)