



Managing & Building Your Scleral Lens Practice




Clinical Pearls


- Learn from the “pros”
 - Attend the International Congress of Scleral Lenses (ICSC) held every July in Florida and the Global Specialty Lens Symposium held every year in Las Vegas
- Contact ophthalmologists, optometrists and opticians in your community to let them know that you are developing this subspecialty.
 - Make sure that you send a thank you email to referring professionals along with the patients’ images
- **Invest in photographic equipment** that will allow you to capture clear, high resolution anterior segment images
 - These photos along with other images (topographies, anterior seg OCT, slit lamp photos) should be displayed and explained to the patient (ideally on a software program similar to Forum)

Clinical Pearls Continued

- Develop a website with a unique domain name dedicated to scleral lenses and other specialty contact lenses
 - Include photos and images to explain the many conditions and diseases that you treat with this technology
- Create a professional Facebook and Instagram page
 - Post interesting cases along with photos and images
- Gradually eliminate as many insurance plans as possible
 - What you lose in insurance revenues will be more than made up for in the higher fees that you will need to charge these patients



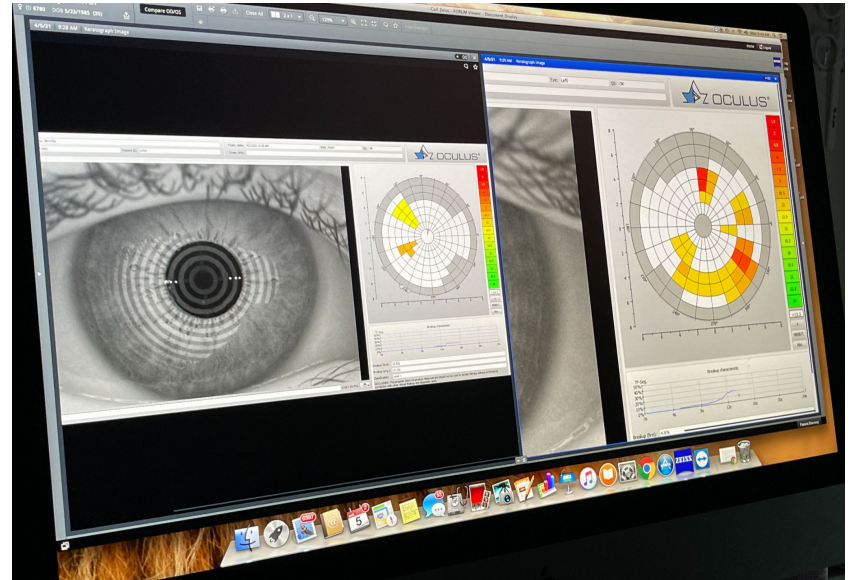
This Presentation will focus on imaging and photographic technologies to best determine the proper course of action that will be needed to address the needs of this unique, high need, patient population.



Anterior seg imaging in one room



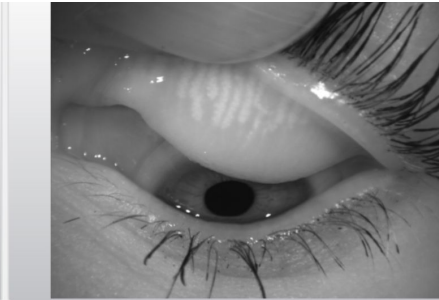
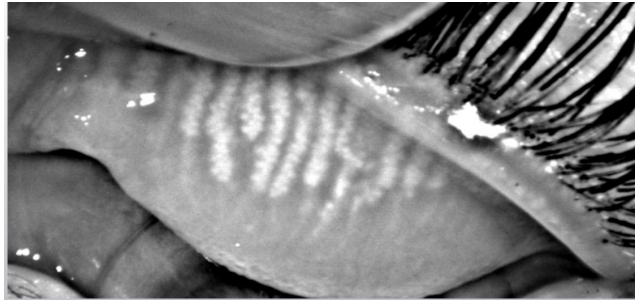
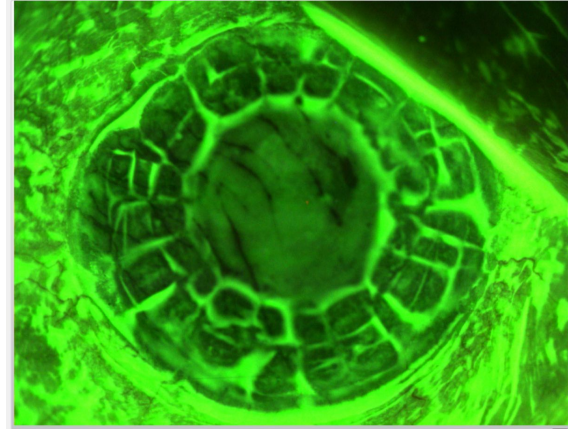
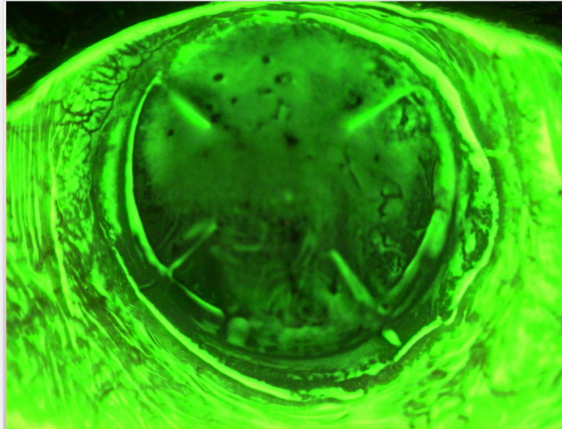
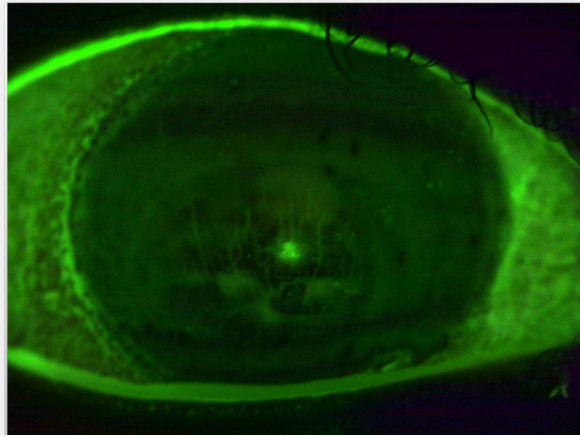
Keratography



Purpose

- Used for meibomian gland evaluation, TBUT, Fluorescein imaging, 3D corneal mapping, and other dry eye evaluations.

Keratography

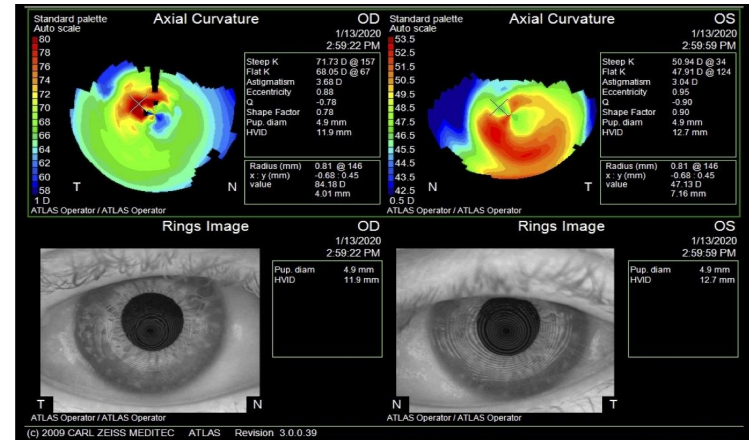


Topography

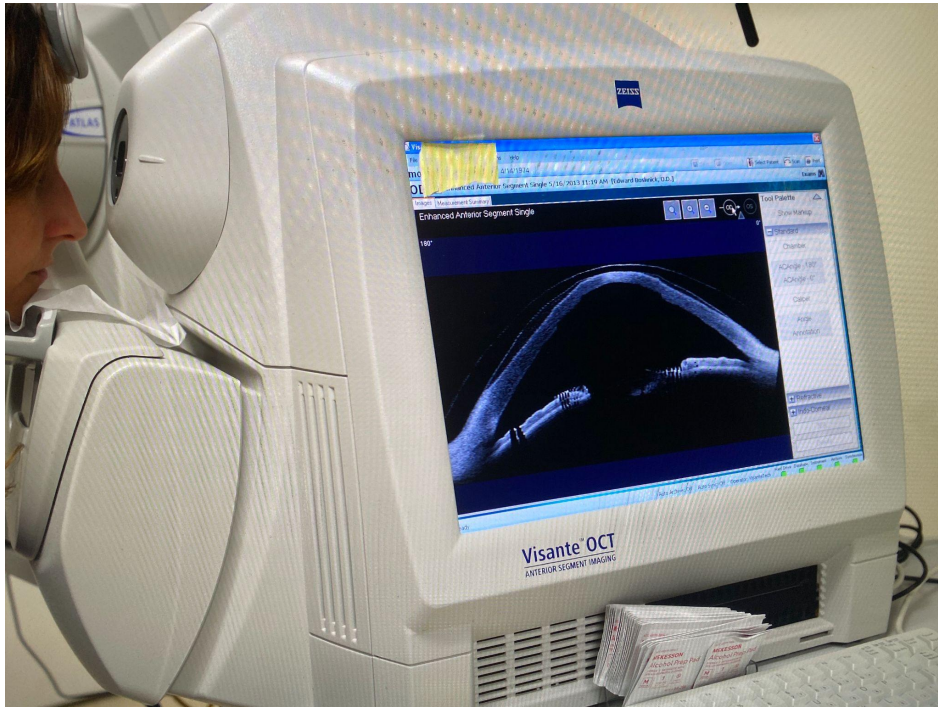


Purpose

- This is done on every patient in our office to ensure that there are no surprises, such as irregular corneas.



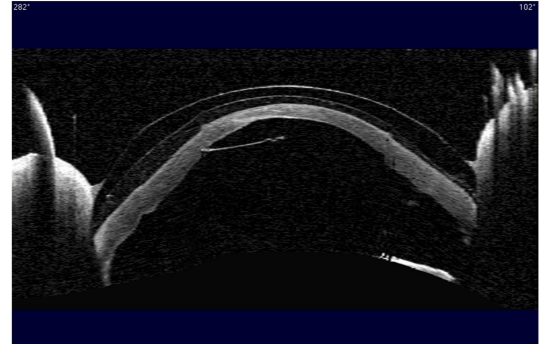
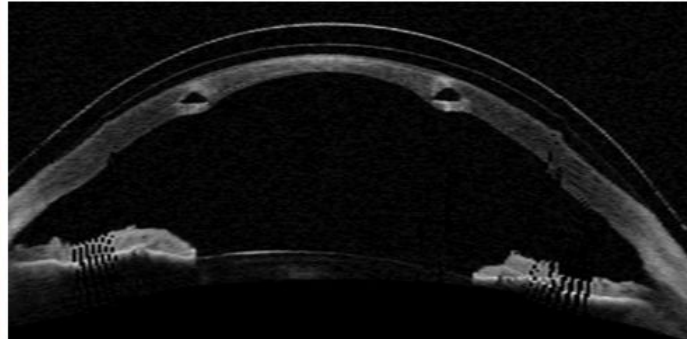
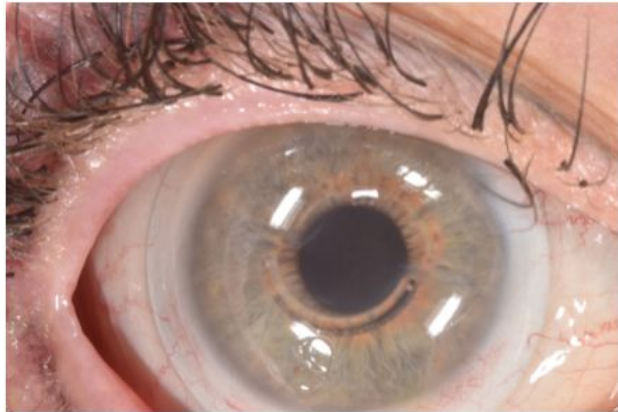
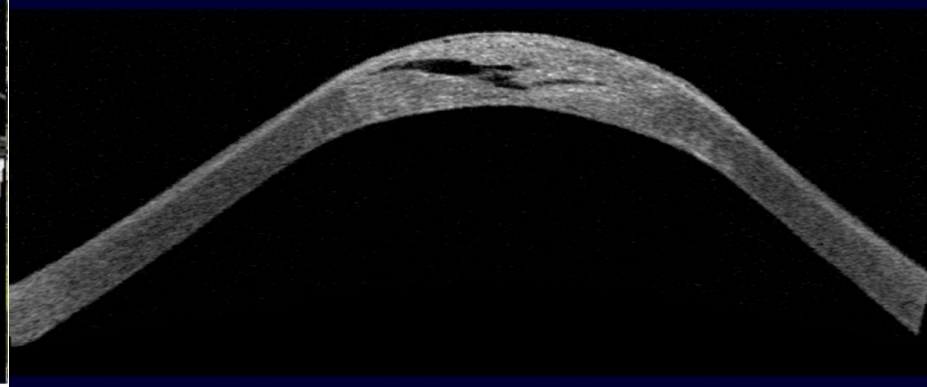
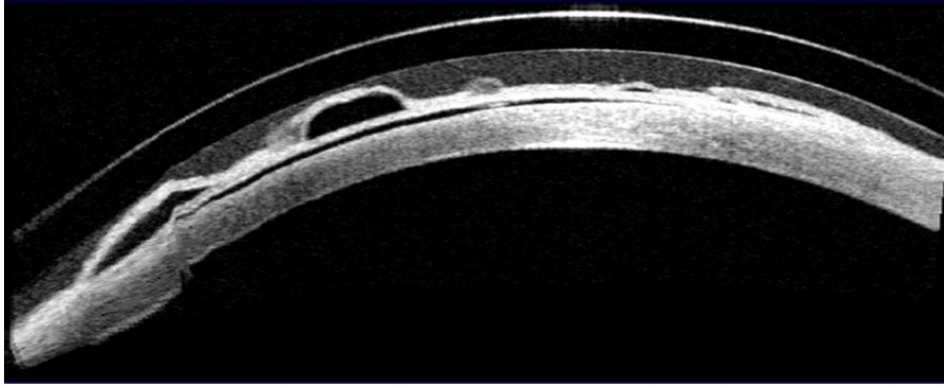
Anterior Segment OCT - Visante



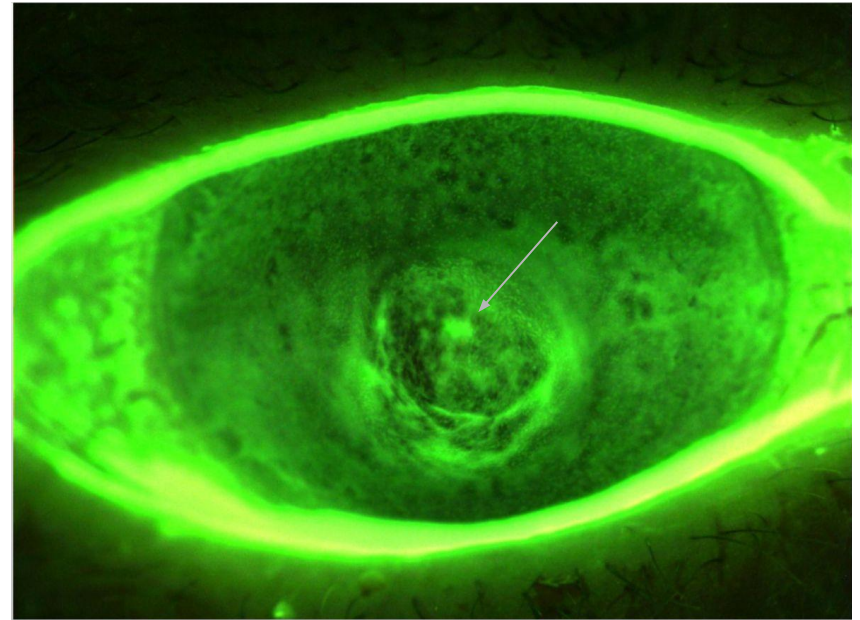
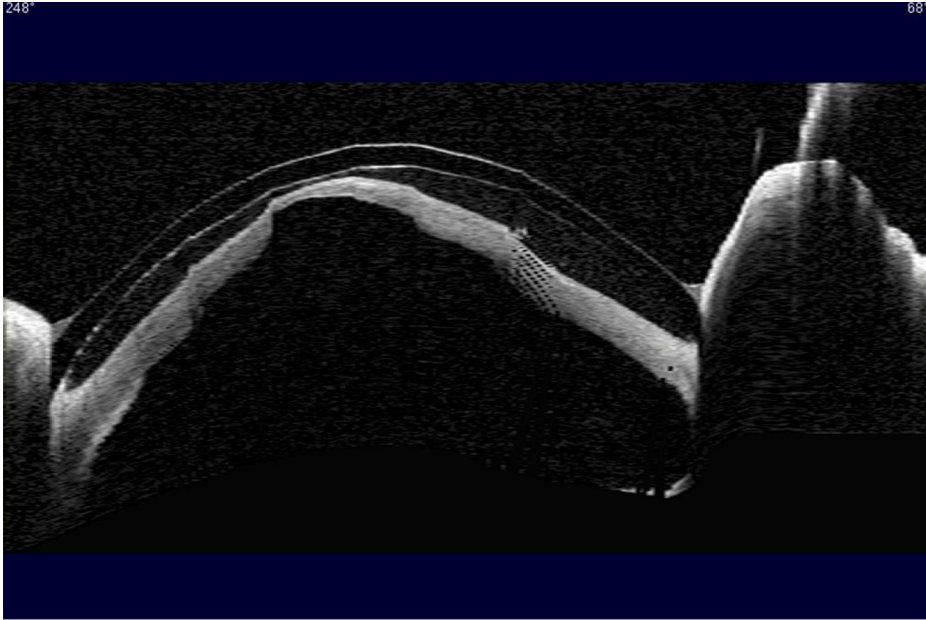
Purpose

- Gives us a limbus to limbus view of the cornea
- Allows us to better determine the scleral lens - corneal relationship 360 degrees
- Pachymetry at all aspects of the cornea, not just the central cornea measurements

Anterior Segment OCT - Visante



Asymptomatic Central Corneal Erosion on End stage cone



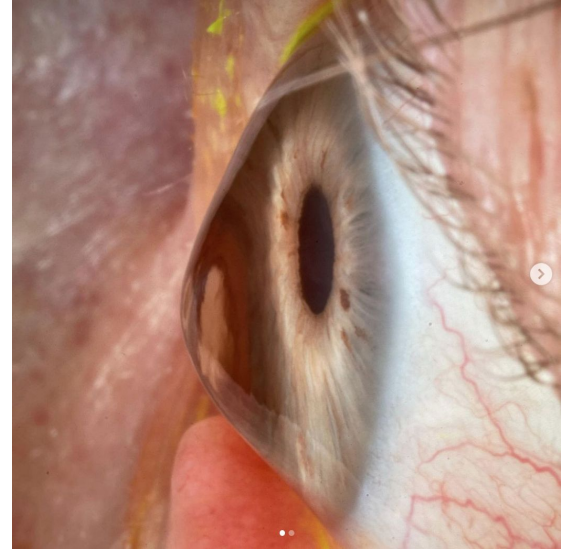
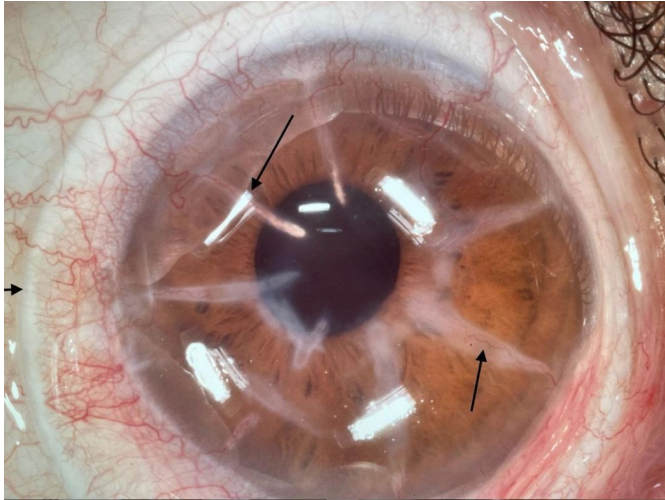
Anterior Segment Photos - SLR/Macro Lens images



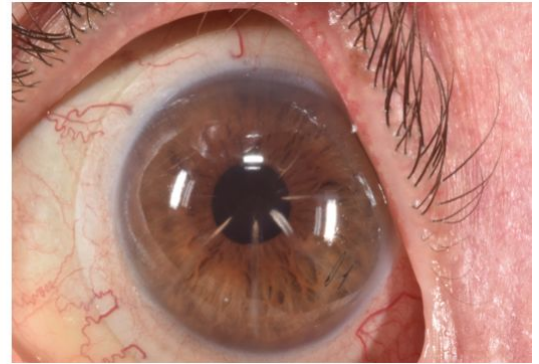
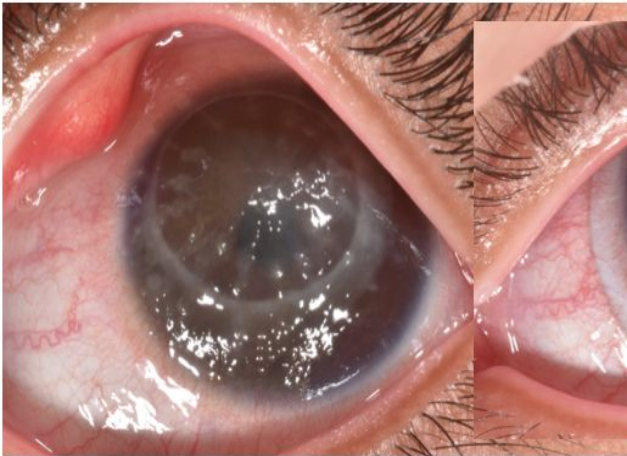
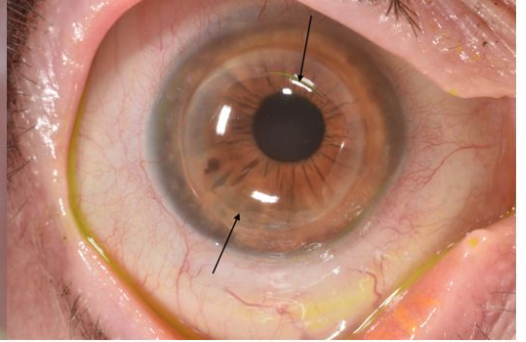
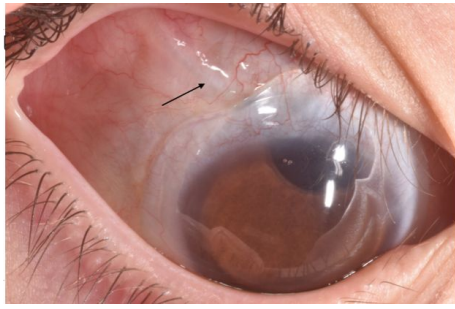
Purpose

- Used to take most of our external ocular photos
- Digital SLR, 105 mm macro lens, 4 wireless flash heads
- Set up is a bit challenging. If interested, buy this setup at a camera store, where help is available

Anterior Segment Photos - SLR/Macro Lens images



Anterior Segment Photos - SLR/Macro Lens images



Anterior Segment Photos - Small Digital Camera

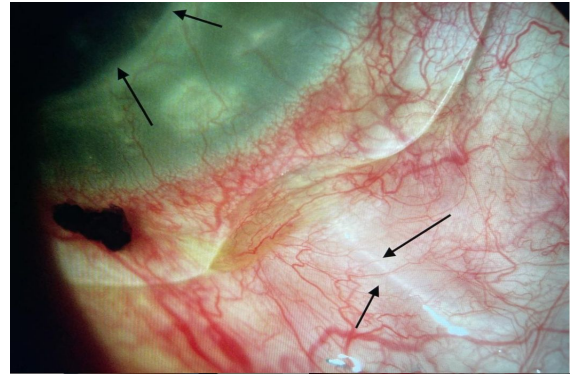
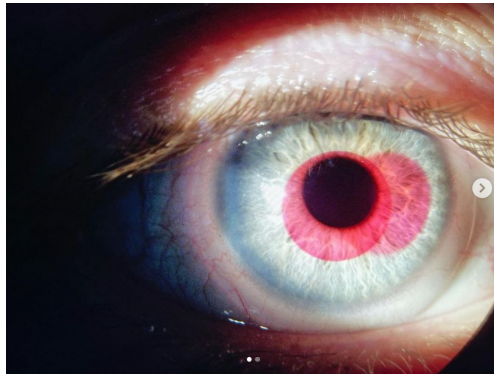
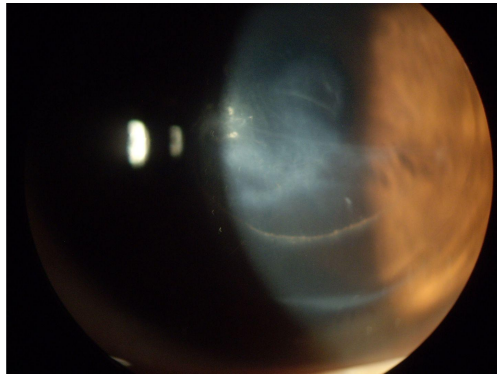
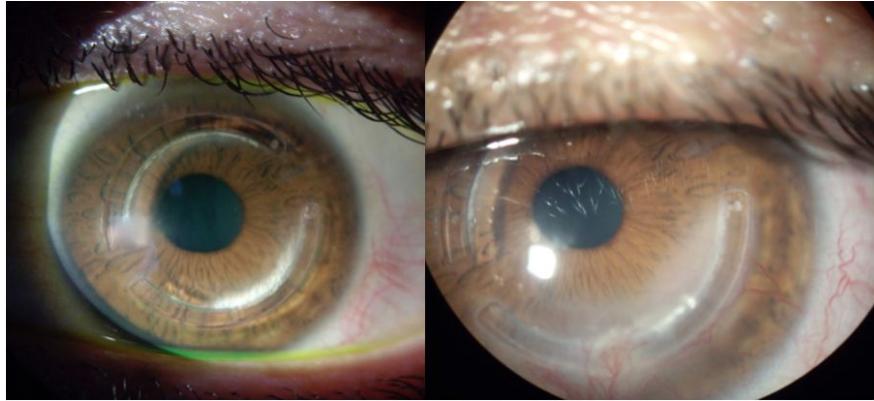


Purpose

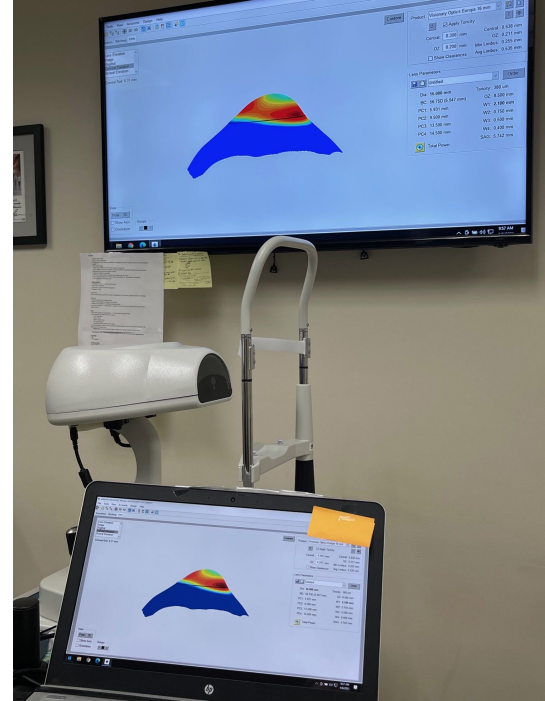
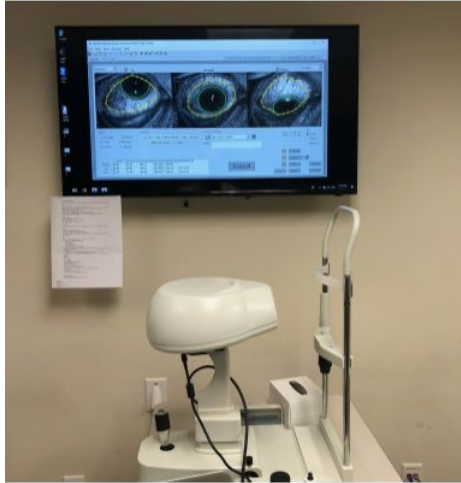
- This particular small camera works very well when held up to the ocular of my slit lamp.
- The images are easily displayed on our monitor for patient education.
- Images can be uploaded into the patient's Forum file.

*Anterior segment images and photos are a great way to communicate and co-manage with other medical and legal professionals

Anterior Segment Photos - Small Digital Camera



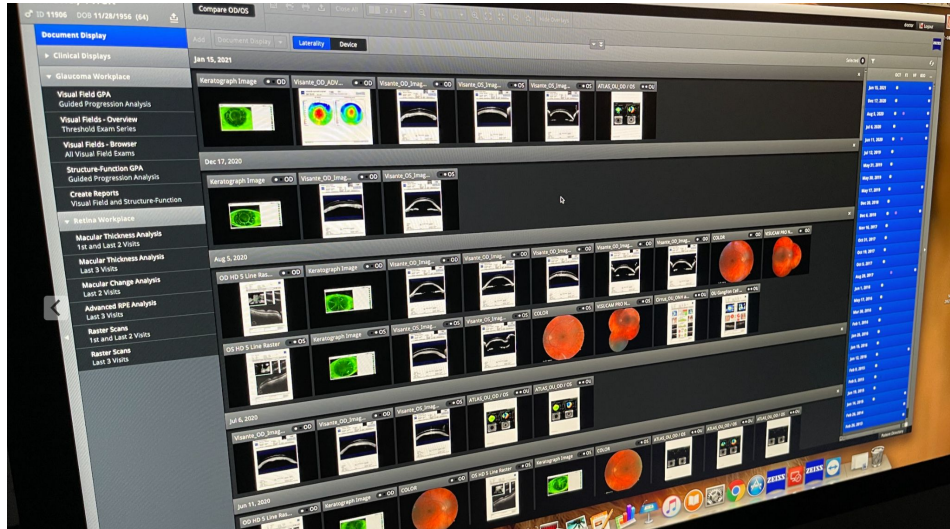
S-map



Purpose

- Multiple images of a patient's eye taken in different gazes are stitched together to create a virtual image of the entire ocular surface.
- All of the "hills and valleys" of the patient's eye are then replicated onto the back surface of a scleral lens.
- Every lens is unique to each patient's eye.

Forum



Purpose

- A software program that allows us to integrate all of our instruments (OCT, Topographies, photos, etc.) into one location.
- Allows us to monitor changes over time.
- Easy education tool for patient education.
- Computer monitor is positioned close to patients so they can see their ocular structures and related images to better understand what our concerns are.

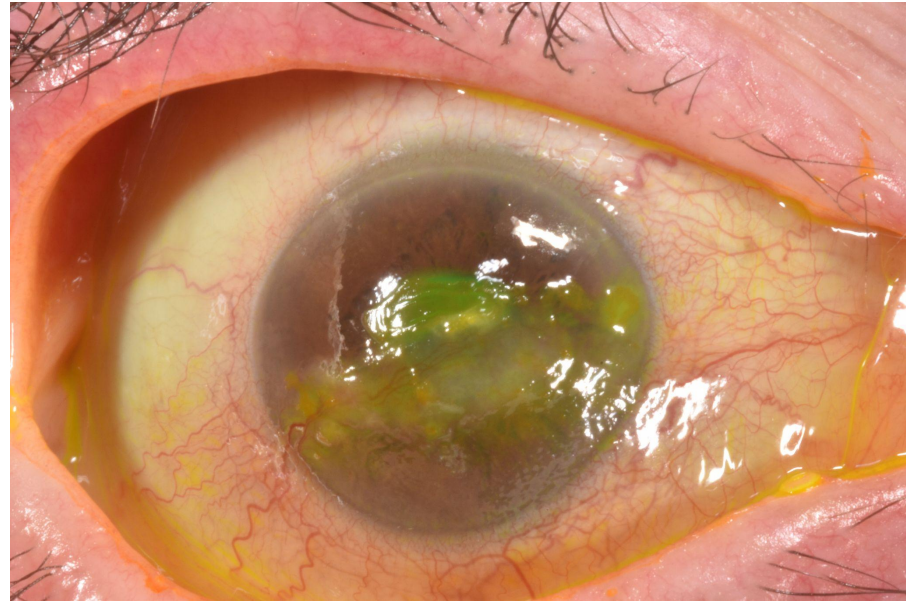
Case #1

58 Year old Female

- History of Acoustic Neuroma with surgery in 1994
- Referred by oculoplastic surgeon

Entering Diagnosis';

1. Chronic Superficial Keratitis with Corneal Neovascularization of the right eye
2. Neurotrophic Keratitis of the right eye
3. Paralytic lagophthalmos of the right eye



Case #1 Continued

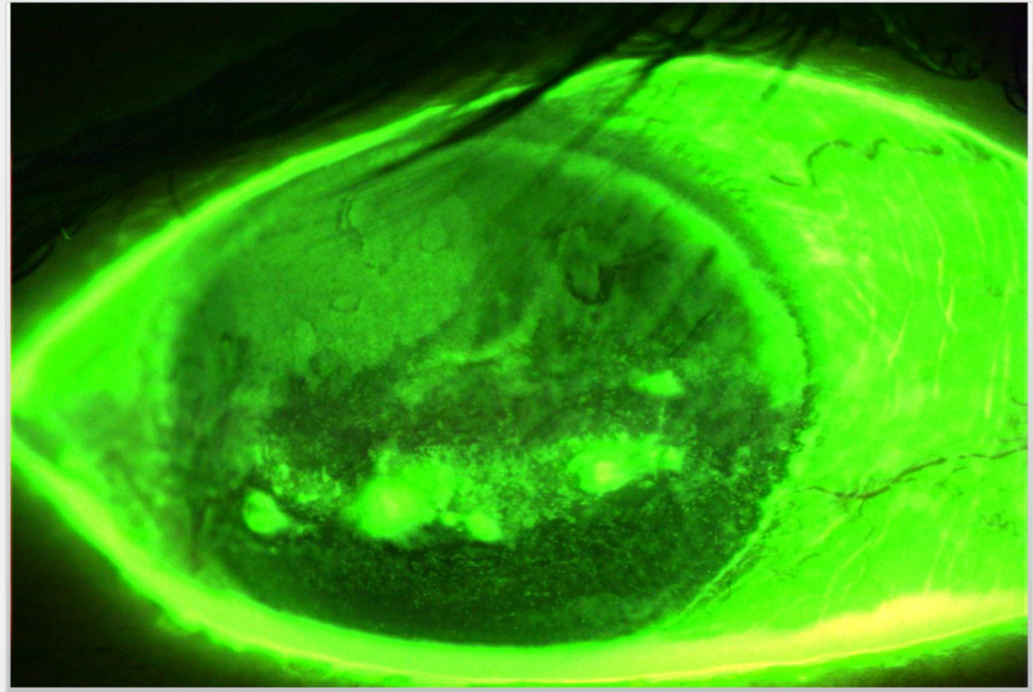
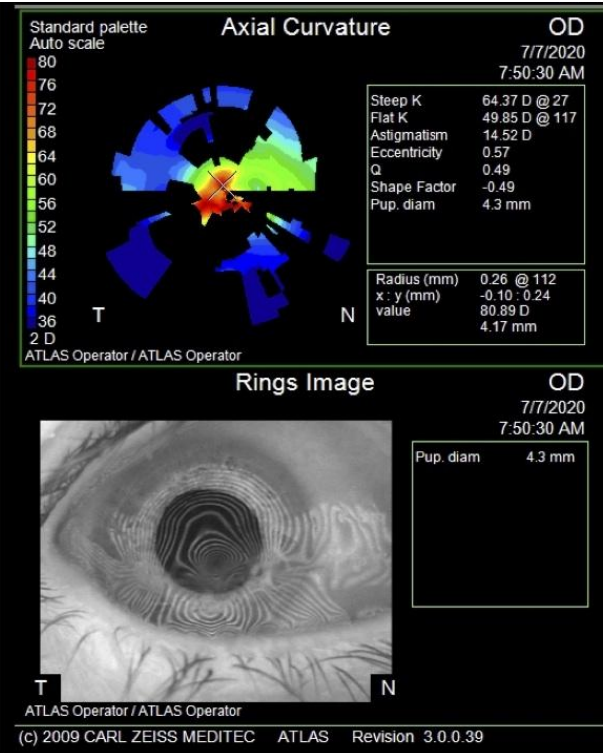
- Systemic/Medical Health History;
 - Hypertension
 - Hypercholesterolemia
 - Neurologia

- Entering Visual Acuity uncorrected;

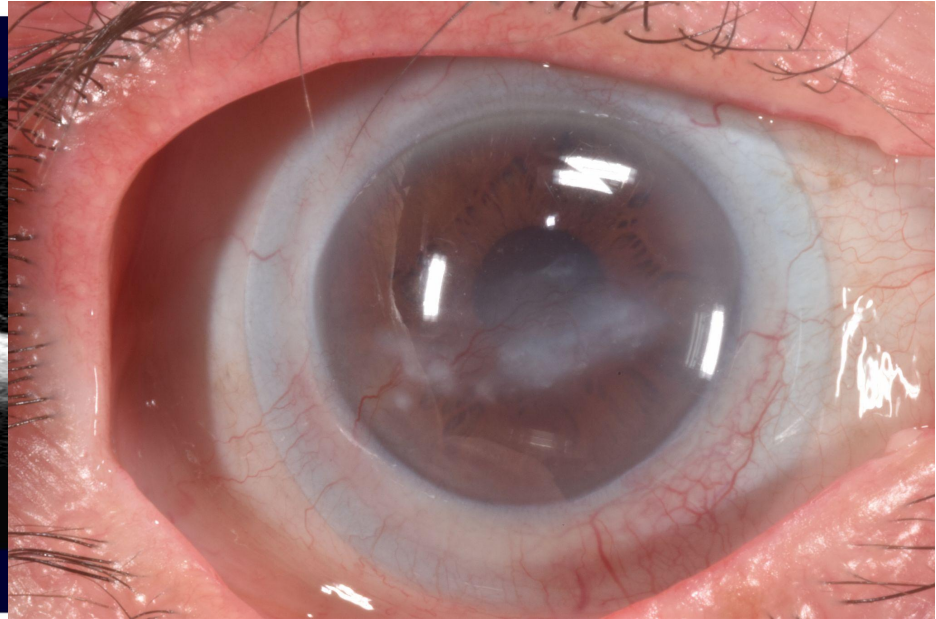
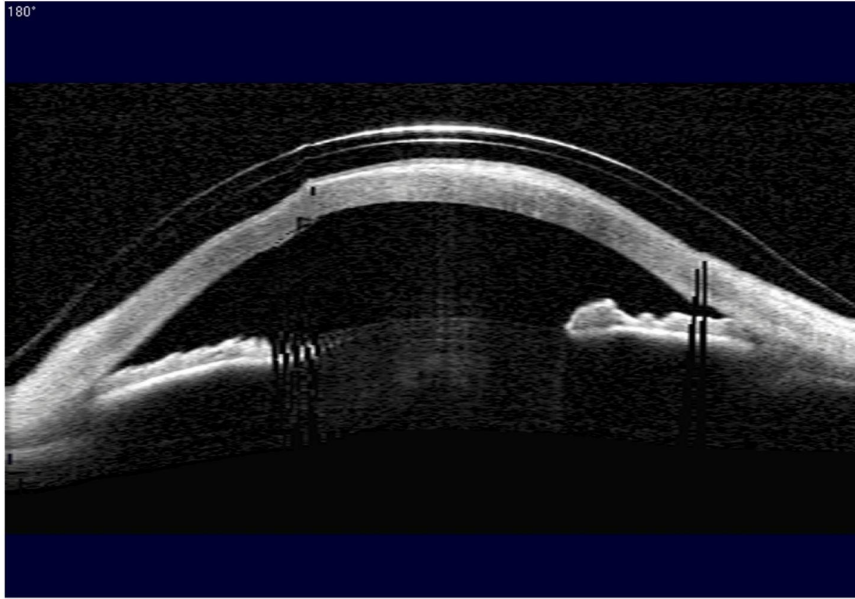
OD 20/150

OS 20/30

Case #1 Continued



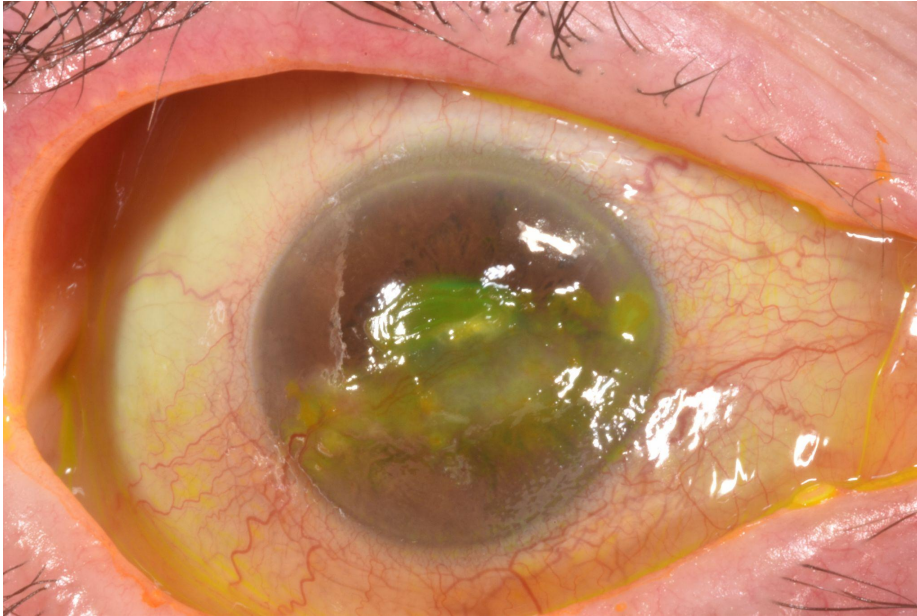
Case #1 Continued



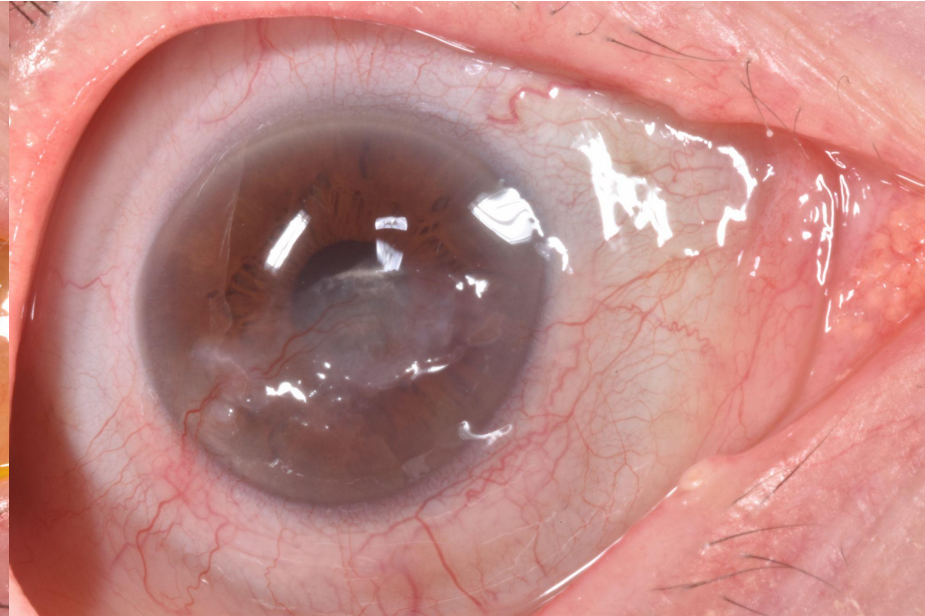
VA cc: 20/20

Case #1 Continued

Before.... 20/150



After.... 20/20



Case #2

69 Year old Caucasian Male

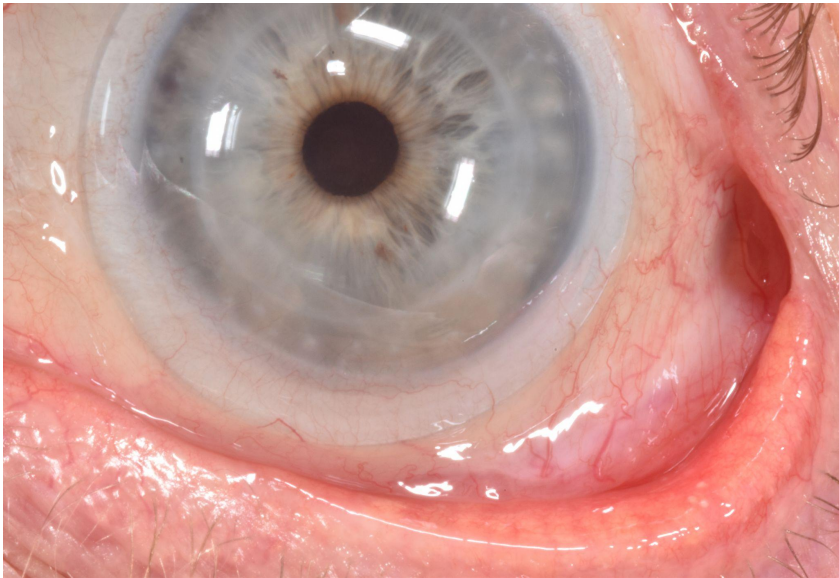
History of;

- Fuch's Dystrophy OU
- OD: 2 Corneal Transplants
- OS: 1 Corneal Transplant

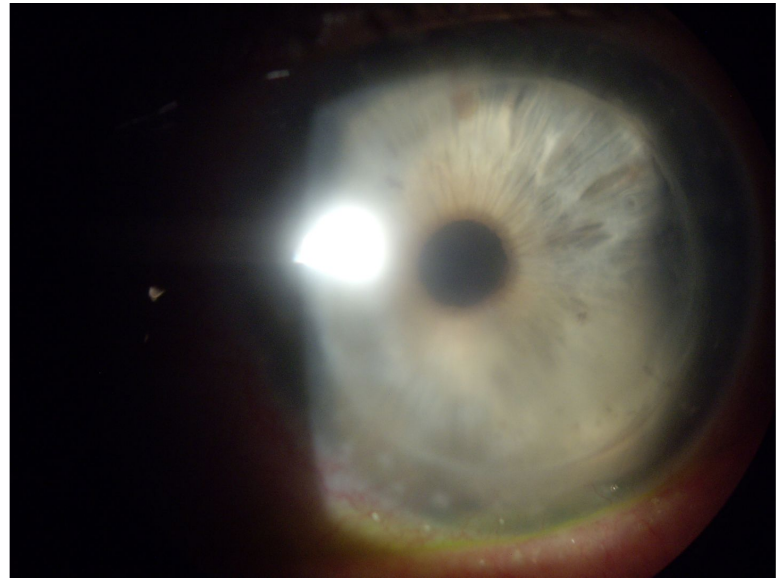
CC on 3/24/21: Cloudiness OS x1 week

Case #2 Continued

3/15/21 OS, VA cc: 20/20

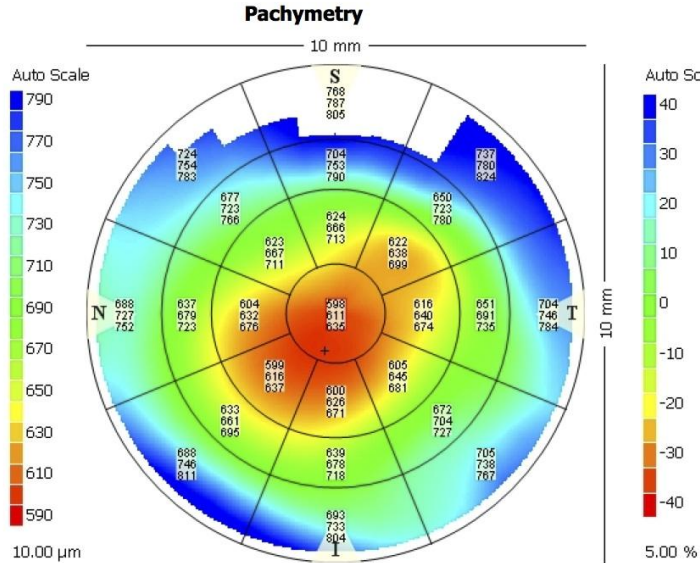


3/24/21 OS, VA cc: 20/20

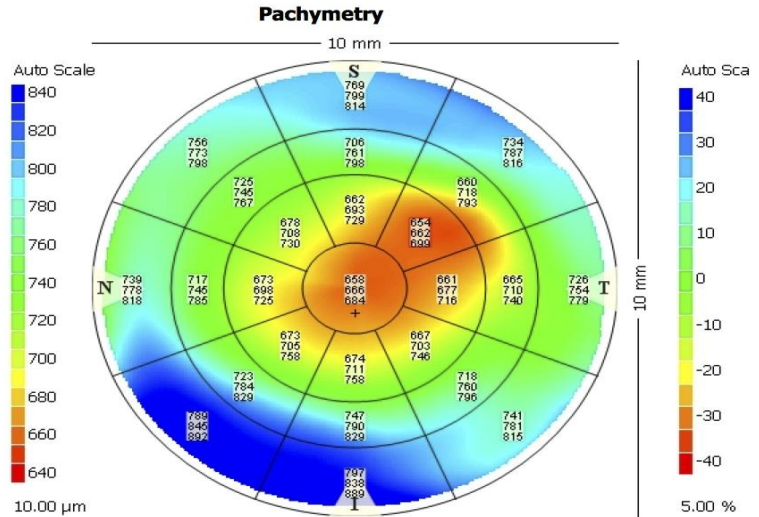


Case #2 Continued

3/15/21



3/24/21



Case #3

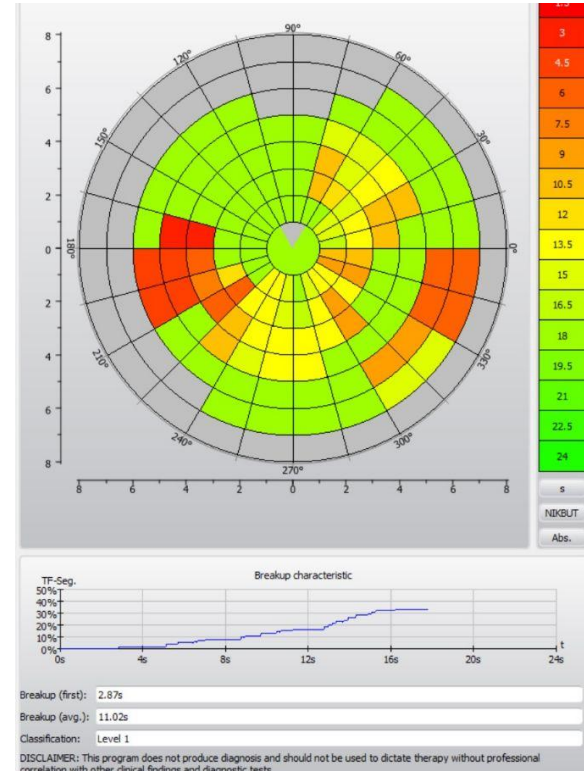
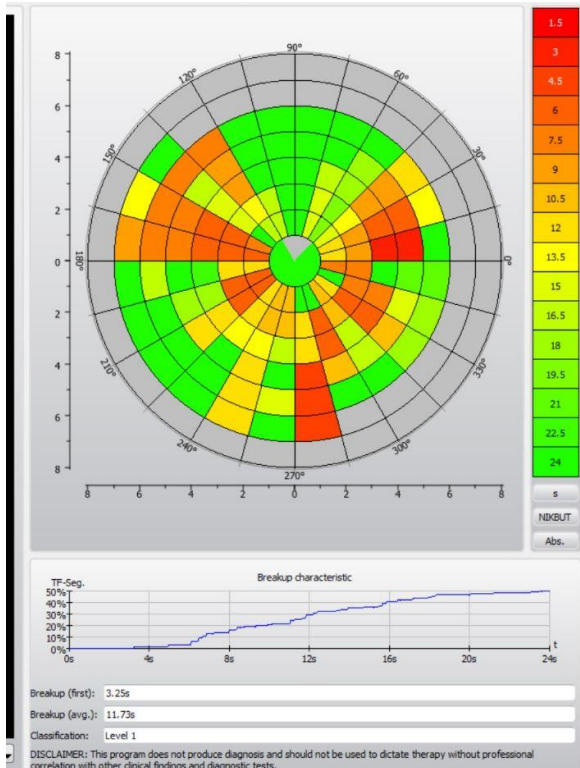
57 Year old Caucasian Female

History:

- Steven Johnson Syndrome
- Herpes Zoster OD - 3 times in the past year
- GPC OU
- Ocular Surface Disease OU
- Soft contact lens wear

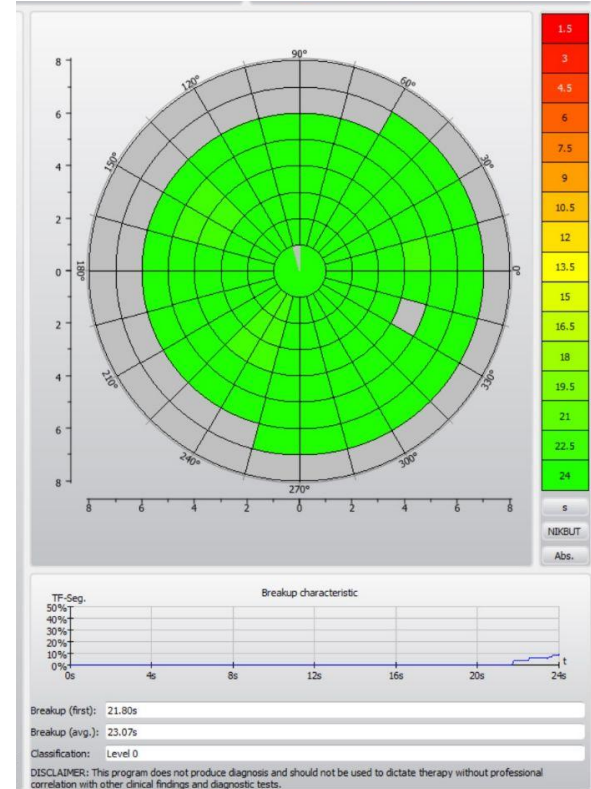
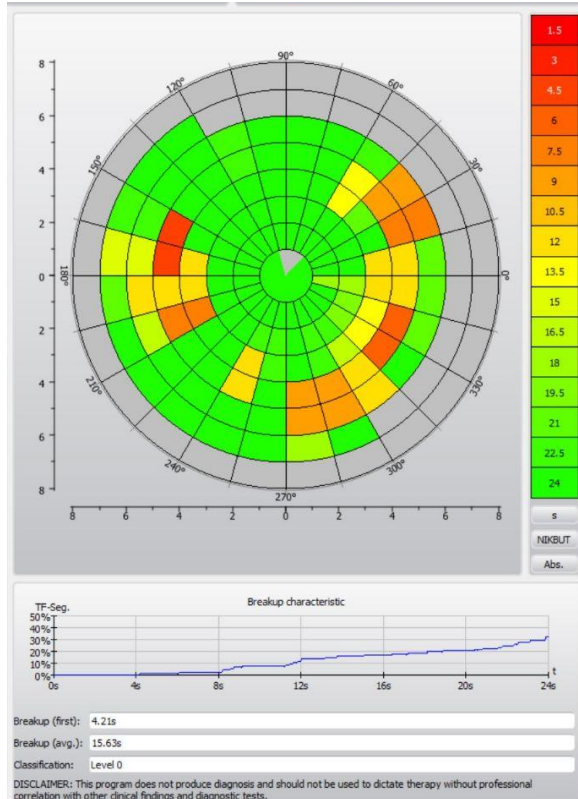
Case #3 Continued

03/17/21 Entering examination with soft contact lens wear



Case #3 Continued

04/02/21 After 1 full day of scleral contact lens wear

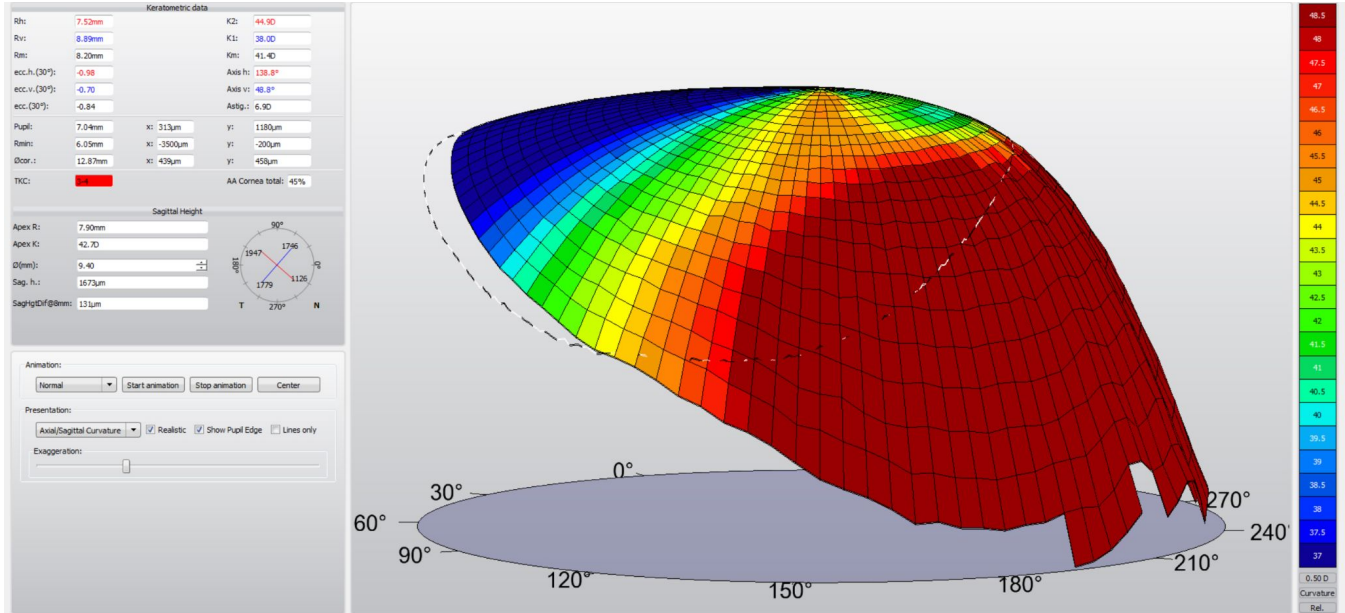


Case # 4

55 Year old
Hispanic Female

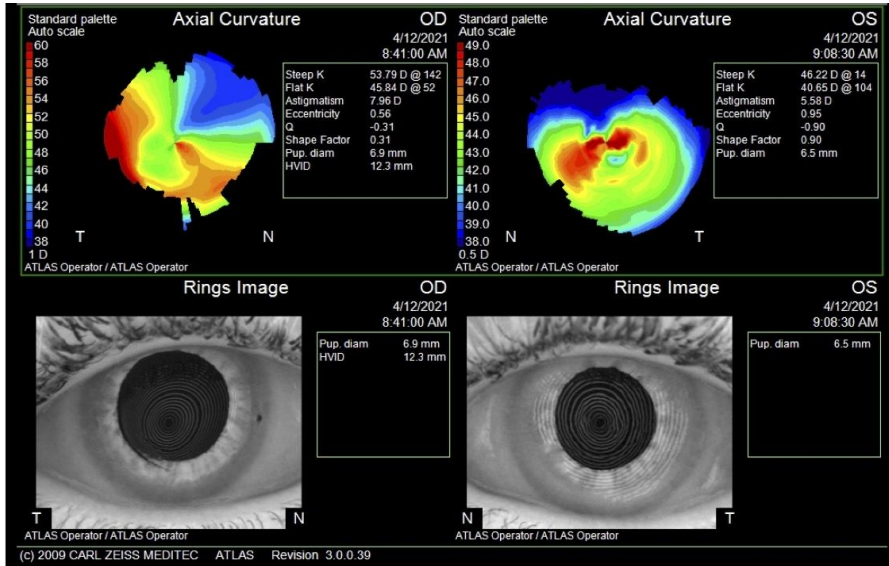
History:

- Keratoconus
OU
- Corneal
Transplant OD
~40 years ago

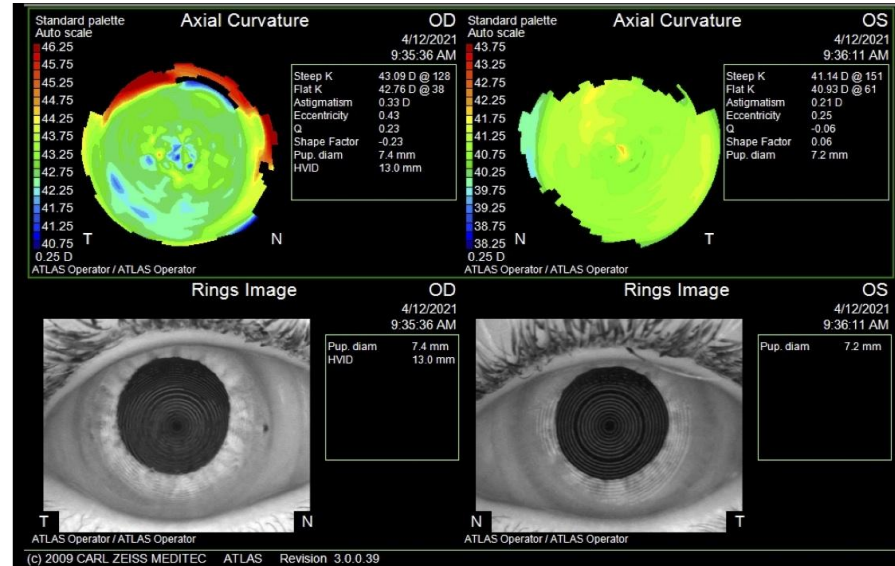


Case #4 Continued

Before the scleral lenses

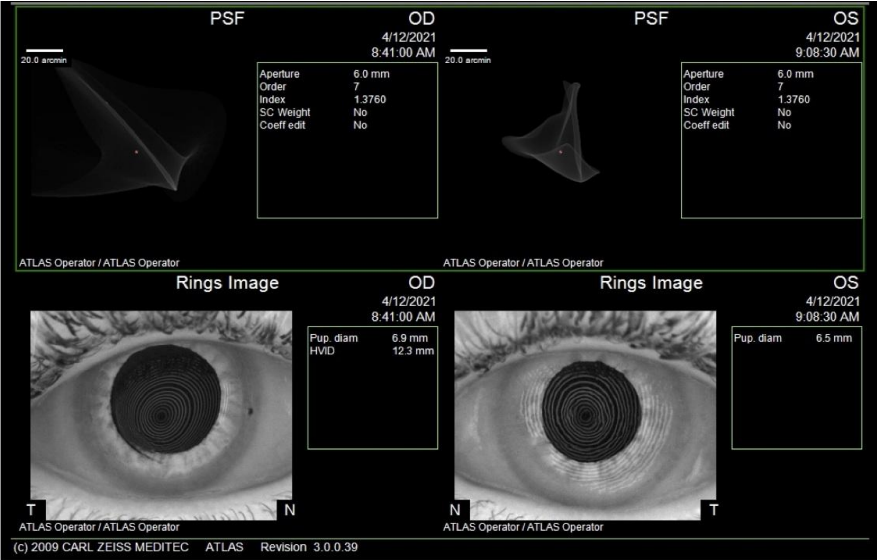


With the scleral lenses

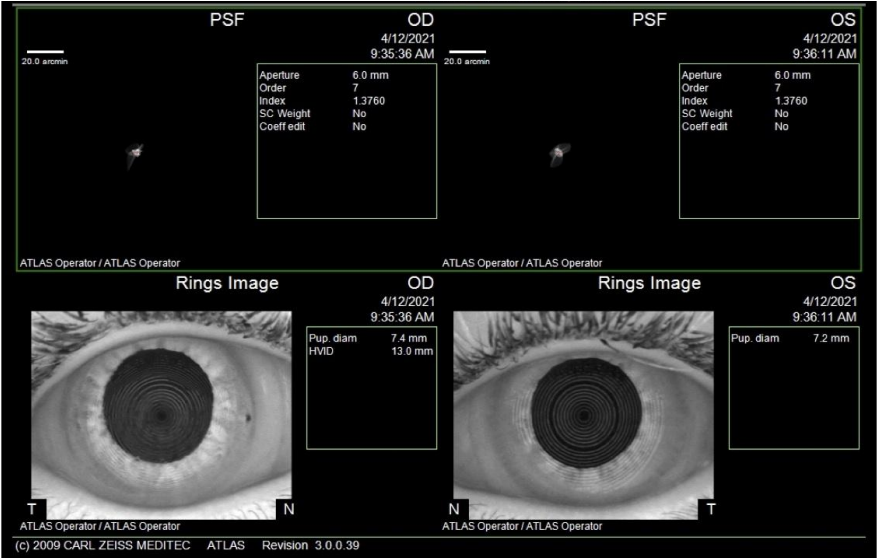


Case #4 Continued

Before the scleral lenses

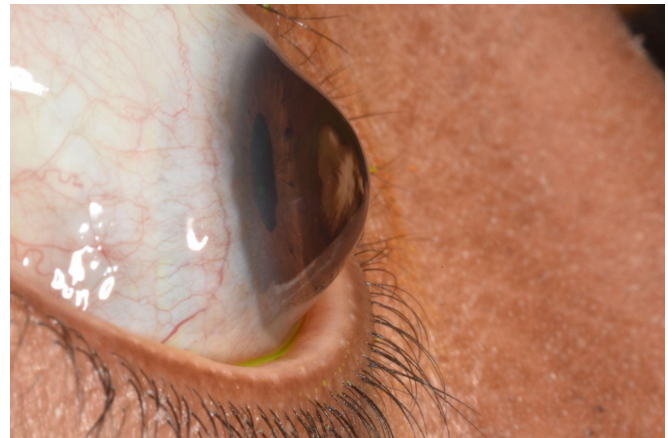
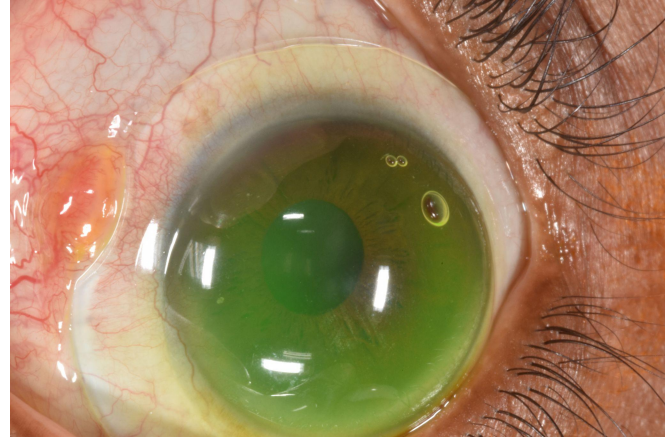


With the scleral lenses



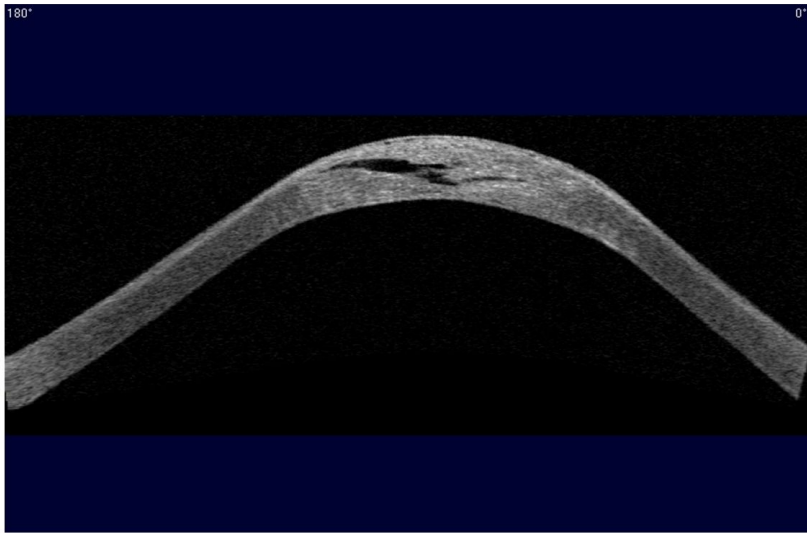
Case # 5

- 52 year old female
- History:
 - Global Cone
 - Hydrops in 2013
 - Resolved in 7 days with aggressive treatment using timolol, pred forte and Muro 128

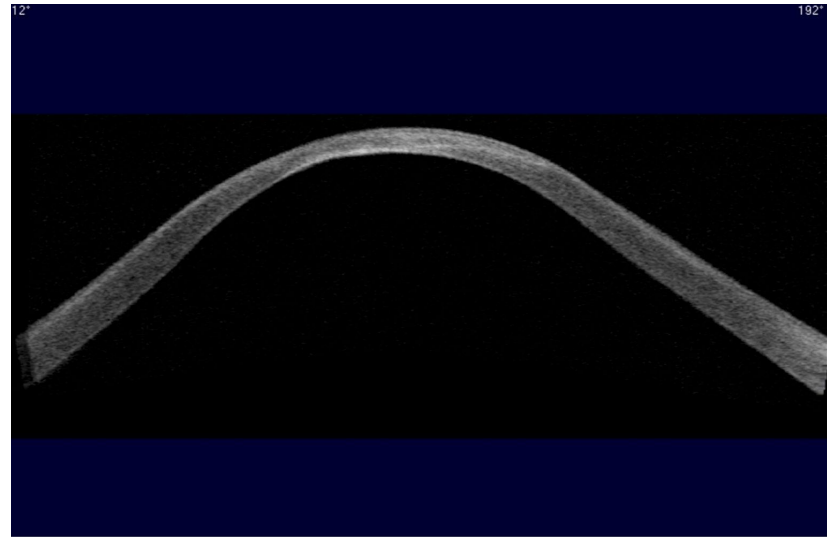


Case #5 Continued

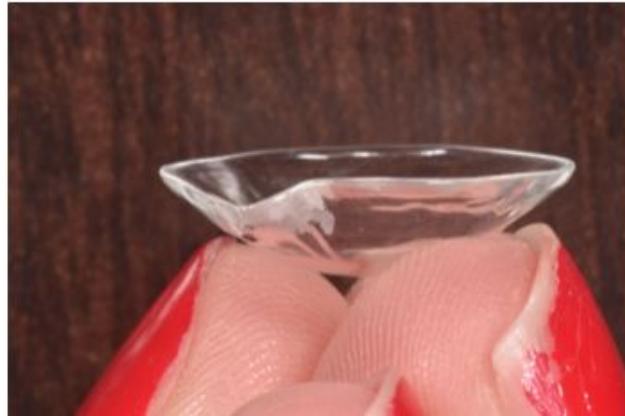
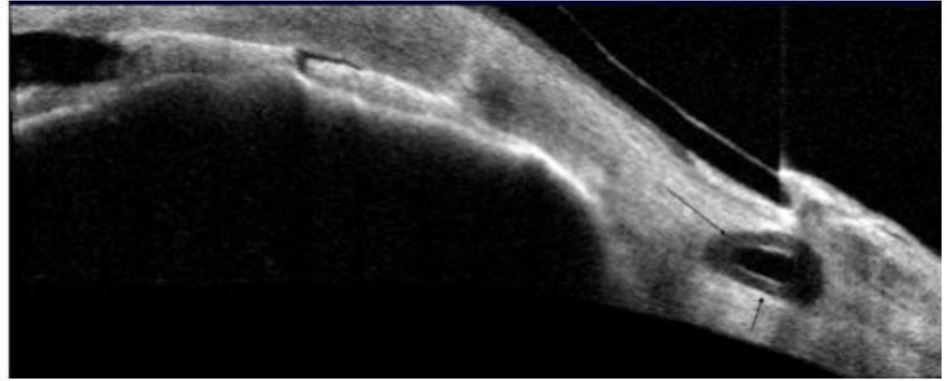
10/1/13



10/7/13 - One week later



Case #6



Key Point

Building a scleral lens practice is the best way to differentiate your practice from so many others that don't care to be involved with this amazing and unique life changing technology.

This is a great opportunity for those who are interested in addressing the visual and ocular needs of millions of prospective patients.



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