



### PRESIDENT'S DESK

## Truly a Sanctuary!

The 2025 annual meeting in Punta Cana served as a fabulous venue for our gathering. The unique and beautiful architecture and surroundings made this Caribbean destination memorable.

Thank you to our speakers for making the meeting informative and impactful. The lectures with slides will be available soon on [www.alldocsod.com](http://www.alldocsod.com).

It was wonderful to see our partners at LensCrafters attending in large numbers to support our members and engage with our group. A special thank you to Alfonso Cerullo for making the trip, and to Shai Gornshtein and Heather Young for sharing their insights.

We are already looking forward to 2026, which will feature a very special first-time location for ALLDocs members: the spectacular Quebec City at the iconic Chateau Frontenac. This meeting will celebrate the 40th Anniversary of ALLDocs, with some exciting surprises in store. Mark your calendar—let's make this our biggest year yet!

Stay tuned for updates on our popular Manager's Meeting and Sublease Doctors meeting, which is open to all EssilorLuxottica sublease-holding doctors.

Wishing you, your families, and your staff a joyful and successful New Year and happy Holiday season.



Left to Right: Dave Reaves, Senior Vice President, Field & Eye Care Operations, LensCrafters, Alfonso Cerullo, President, LensCrafters, Heather Young, Vice President, Eye Care, LensCrafters, Shai Gornshtein, Director of OD Recruiting, EssilorLuxottica Eye Care, Tanya Gagic, Vice President, Field Operations, LensCrafters, Sofia Caldwell, Senior Vice President, Store Operations, LensCrafters, Dr. Scott Seaburg, Vice President, Eye Care Delivery & Patient Access, EssilorLuxottica Eye Care

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### GALLERY



## 2026 Annual Meeting

## Le Château Frontenac

QUÉBEC CITY, CANADA

## Aug. 30-Sept. 04, 2026



## Practical Advice for Launching a Specialty Contact Lens Practice

As clinical innovations accelerate and patient expectations rise, contact lenses have become essential tools for refractive correction as well as for managing corneal disease, ocular surface disorders, and visual rehabilitation. Regardless of whether you became passionate for contact lenses in optometry school or developed an interest later in general practice, the pathway to specialization can be both accessible and rewarding.

### Key Professional Resources

Whether you are just starting to explore specialty contact lenses or if you are ready to expand your practice, optometrists can use many resources to help grow and enhance skills. Options range from formalized credentials to informal mentorships. The goal of developing true expertise requires commitment to continuous learning.<sup>1</sup> Of note, contact lens manufacturers often offer training in their specific lens designs, either in person or virtually. Some equipment manufacturers also offer training on how their equipment can enhance a specialty lens practice.

Joining national and local optometric associations is a key step for both professional growth and networking opportunities. These organizations foster professional relationships and serve as a gateway to broader specialty networks. National organizations, such as the American Academy of Ophthalmologists (AAO), offer structured advancement via fellowship and diplomate credentials in cornea, contact lenses, and refractive technologies.<sup>1</sup>

The American Optometric Association (AOA) is another group that plays a key role in contact lens education and advocacy through its Contact Lens and Cornea curriculum. Beyond the AOA, the Scleral Lens Education Society is a highly respected resource that produces webinars, hands-on fitting workshops, and opportunities for fellowships. For optometrists interested in myopia management or orthokeratology, the International Academy of Orthokeratology and Myopia Control offers a fellowship. Other conferences can be high yield learning environments, such as the Global Specialty Lens Symposium and the International Congress of Scleral Lenses.<sup>1</sup>

### Prepare for Success

Building a successful specialty practice involves thoughtful planning across multiple dimensions; it's not a one-size-fits-all



process. Here are some real-world strategies and tools that can be used to help structure clinics for long-term success:<sup>1</sup>

- *Optimize clinical flow.* Structure schedules to accommodate your flow of patients
- *Assess equipment essentials.* Equipment needs will vary, but some technologies have become foundational in modern practices
- *Train and empower staff.* Staff must be knowledgeable and confident to support the patient's experience and clinical efficiency. Training should go beyond basic administrative duties
- *Build your reputation and referral network.* Reputation-building in the specialty lens space is rooted in consistent clinical excellence and meaningful community engagement. Social media groups, clinical teaching, and professional speaking are effective ways to build visibility
- *Other considerations.* Be sure to understand the administrative realities, particularly around insurance billing, scope of practice, and compliance. Confirm your state's laws and verify malpractice coverage for any new procedures

#### SOURCE:

1. Nalley C. How to launch your specialty contact lens practice. *Rev Optometry*. Published August 15, 2025. Accessed September 30, 2025. <https://www.reviewofoptometry.com/article/how-to-launch-your-specialty-contact-lens-practice>

## Glaucoma Adherence Rises With Patient Engagement

Previous research has shown that Black patients are more likely to struggle with medication adherence than White patients. A recent study explored if encouraging patients to ask questions during visits could boost adherence. The study enrolled 189 Black patients diagnosed with glaucoma who reported nonadherence to prescribed medications. Participants were randomly assigned to an intervention group, which received a pre-visit video and a question prompt list, or to a usual care group.

Patients receiving the intervention were significantly more likely to ask one or more questions about their condition and treatment during visits at baseline and 6 months compared to those in the usual care group. Asking any number of questions during visits positively correlated with improved medication adherence. Over one-third (35%) of patients who viewed the pre-visit video and question prompts took the correct number of daily doses during a 12-month follow-up, compared to only 16% for the usual care group.

#### SOURCE

Sleath B, Carpenter DM, Budenz DL, et al. Impact of a pre-visit glaucoma video/question prompt list intervention on Black patient eye drop adherence during a 12-month period: a randomized controlled trial. *Optom Vis Sci*. 2025;10:e001909.



## Distinguishing Dry Eye Disease From Ocular Allergy

Distinguishing dry eye disease (DED) from ocular allergy can be a challenge for optometrists because they are the most common ocular surface disorders resulting in a red-eye response. In addition, burning and itching are commonly reported symptoms for both DED and ocular allergies (see Table). Furthermore, DED and ocular allergy often coexist, with each exacerbating the other's symptoms and complicating the diagnosis.<sup>1</sup>

### Get an Accurate Diagnosis to Ensure Proper Treatment

There are three ways to achieve a definitive diagnosis and ensure the patient receives the most appropriate intervention:<sup>1</sup>

1. Obtain a thorough case history. Recognize commonalities among allergic conjunctivitis and DED but also consider other causes of ocular discomfort and redness. Consider contact lens use or exposure to other materials impacting the ocular surface.<sup>2</sup> Ask patients about past refractive surgeries, systemic medication use, and over-the-counter ocular treatments that may contain preservatives.
2. Examine lids and ocular surface. A slit lamp examination can help ascertain an accurate diagnosis. Purulent or mucopurulent discharge is a sign of infection, while a watery discharge could be viral but is more likely a sign of allergy.<sup>3</sup> DED tends to result in thin, watery tears. The eye tries to find homeostasis from the tear film instability and hyperosmolarity.<sup>3</sup>
3. Assess tear film. Patients with pre-existing DED often have an inadequate tear film. Evaluate corneal staining,

tear breakup time, tear meniscus height, tear volume with a Schirmer test, lipid layer thickness with an interferometry device, or measure tear volume with a tear osmolarity device.

4. Acquire allergen test results. Consider referral to an allergist or perform an in-office skin prick allergy tests, if possible.

### Consider These Ocular Allergy Interventions

The following interventions are available for ocular allergies:<sup>1</sup>

- Avoid or reduce allergen exposure
- Use chilled, preservative-free tears
- Use cool compresses
- Use an oral or topical antihistamine
- Use an oral or topical mass stabilizer
- Use an antihistamine combination drop
- Use a mild topical steroid

### Address Each Condition to Optimize Patient Satisfaction

It is important to get a detailed patient history and a thorough clinical exam to determine if DED, ocular allergies, or both are responsible for symptoms. Once a definitive diagnosis is made, treatment can be tailored. Addressing each condition individually and treating them to the fullest can help patients find relief.

#### SOURCES:

1. Motter M, Motter R, Theriot PE, Shovlin JP. Is it dry eye disease, ocular allergy, or both? *Optometric Management*. 2025;60(6). Published July 16, 2025. Accessed September 25, 2025. <https://www.optometricmanagement.com/issues/2025/julyaugust/is-it-dry-eye-disease-ocular-allergy-or-both/>
2. Bielory L, Goodman PE, Fisher EM. Allergic ocular disease. a review of pathophysiology and clinical presentations. *Clin Rev Allergy Immunol*. 2001;20(2):183-200.
3. Baab S, Le PH, Gurnani B, Kinzer EE. Allergic conjunctivitis. In: *StatPearls*. Treasure Island (FL): StatPearls Publishing; January 26, 2024.

## Standardizing the Nomenclature for AS-OCT Findings



Studies have shown that the prevalence of vision loss from diabetic retinopathy (DR) is continuing to rise across the world. An international research group has reviewed 137 studies and found considerable differences and sex inequalities regarding vision impairment from DR. Global estimates using 2020 data showed that approximately 1.07 million patients with DR were blind and another 3.28 million were diagnosed with moderate or severe vision impairment.

The prevalence of blindness and vision impairment was higher in women than men in the study. There were 611,000 women and 462,000 men with diabetes who had DR that resulted in blindness. Furthermore, 1.8 million women and 1.4 million men had either a moderate or severe visual impairment brought on by their condition. The authors noted their analysis provides an update on the worldwide and regional estimates for diabetic retinopathy-related blindness and moderate or severe impairment, including the changing patterns over time.

#### SOURCE

Fraser AS, Ang M, Bellchambers A, et al. Proposed nomenclature for landmarks in anterior-segment OCT: The APOSTEL-AS Panel Consensus. *JAMA Ophthalmol*. 2025. Aug 14 [Epub ahead of print].

**TABLE: Differences & Similarities in Signs & Symptoms<sup>1</sup>**

Allergic Conjunctivitis	Dry Eye Disease	Both
<ul style="list-style-type: none"> <li>• Intense itch</li> <li>• Blurry vision that improves with decrease in tearing</li> <li>• Concurrent rhinitis</li> <li>• Fluctuations in symptoms with change in season (SAC)</li> <li>• Papillary reaction (follicular in chronic cases)</li> <li>• Serous discharge that becomes string-like with chronicity</li> <li>• Swelling of lids and/or conjunctiva</li> </ul>	<ul style="list-style-type: none"> <li>• Burning</li> <li>• Blurry vision that improves with blinking</li> <li>• Foreign body sensation</li> <li>• Ocular fatigue</li> <li>• Corneal/conjunctive staining</li> <li>• Lid wiper epitheliopathy</li> <li>• Poor quality meibum (MGD)</li> </ul>	<ul style="list-style-type: none"> <li>• Tear film instability</li> <li>• Conjunctival hyperemia</li> <li>• Contact lens intolerance</li> <li>• Conjunctivochalasis</li> <li>• Photophobia</li> </ul>

## Decoding Patient Searches on Contact Lenses

Healthcare-related searches total 7% of all Google volumes, representing approximately one billion queries each day.<sup>1</sup> The Contact Lens Institute (CLI) has published a comprehensive report investigating how and why individuals seek information about contact lenses through online resources.<sup>1</sup> The report, titled “Digital Discovery: Consumer Searches Reveal Contact Lens Realities,” is the latest addition to CLI’s See Tomorrow series and is available for free at [www.contactlensinstitute.org](http://www.contactlensinstitute.org).<sup>2</sup>

Optometrists were asked if looking deeper into contact lens-related searches could help the eyecare community build stronger practices and provide better patient care. The answer was a resounding yes. In a press release, Stan Rogaski, CLI’s executive director, noted that patients are posing questions about contact lenses to search engines, artificial intelligence [AI] platforms, and social channels that they may never ask their doctor. “By understanding what’s being asked, eyecare practitioners and staff can reconsider how they’re presenting contact lens wear, care, and purchase options,” he said. “Some practices are already adjusting how they’re communicating with and educating wearers, plus evolving their practice management techniques.”<sup>1</sup>

### Refocus Educational Efforts

According to the survey, the gross annual pay earned by optometrists reached an average of \$155,000, with a median income of \$165,000. These data represented a substantial increase from previous publications, which have cited an average gross annual pay of around \$135,000 to \$140,000.<sup>3</sup>

### Average Net Worth

The report examined the most common contact lens searches using Google auto-complete results in the United States and Canada. Investigators researched commonly asked questions to reveal patient challenges. A key finding was that the contact lens community could benefit from increased focus on:<sup>2</sup>

- Health and safety
- Cost
- Wear and care
- How brands differ

### Optimize Your Practice’s Website

Another key finding was the importance of optimizing a practice’s website for location-based searches. It was also



important to liberally include the term eye doctor into digital content. This was reported as the preferred shorthand by patients when searching for clinical resources online about contact lenses.<sup>1</sup>

### Artificial Intelligence: A Work in Progress

The report assessed the adoption of AI platforms and how they handled contact lens queries. Findings showed that the ability of AI platforms to provide the best sources of information was often inconsistent. CLI recommended eye care providers conduct preemptive conversations about AI-generated results with patients who frequently use these platforms.

The CLI report also examined searches made for different contact lens modalities, insertion and removal guidance, part-time contact lens and glasses wear, regional and global differences on X, and use of non-English languages. It included “how to” columns to offer practical advice on using data and insights from the report.<sup>1</sup> “The report provides a snapshot of what may be on the minds of the person considering contact lenses for the first time as well as new and longtime wearers, helping the thousands of professionals in eye care remain one or more steps ahead as the ultimate experts,” said Rogaski.

#### SOURCES:

1. Contact Lens Institute. New report investigates why consumers search online for contact lens information. News release. June 23, 2025. Accessed September 28, 2025. <https://www.contactlensinstitute.org/resources/digital-search/>
2. Jay J. New CLI report investigates the “how” and “why” of online searches for contact lens information by patients. Optometry Times. Published June 23, 2025. Accessed September 28, 2025. <https://www.optometrytimes.com/view/new-cli-report-investigates-the-how-and-why-of-online-searches-for-contact-lens-information-by-patients>.

## Osteoporosis May Double AMD Risk in Women



A study published in *Scientific Reports* found a significant link between osteoporosis and age-related macular degeneration (AMD) in women. Using data from 4,550 participants aged 40 years and older, investigators found that women with low bone mineral density (BMD) were over twice as likely to develop any form of AMD and four times more likely to have late-stage AMD. No significant correlation was found in men.

The study suggests the protective role of estrogen may explain the stronger association in women. Femoral BMD showed the strongest correlation, with higher density linked to reduced AMD incidence. Mexican American women exhibited even higher risk levels. Lifestyle factors (i.e., smoking and alcohol use) also influenced outcomes. The authors noted that shared genetic, metabolic, and environmental factors are suspected causes. They called for further investigation into underlying mechanisms and potential biomarkers to better understand and manage these age-related conditions.

#### SOURCE

- Long H, Ochoa Hernández M, Dong XX, et al. Association between osteoporosis and age-related macular degeneration: a cross-sectional study using data from NHANES. *Sci Rep.* 2025;15:29045.

## 2026 Annual Meeting Highlights



Carey Shifrin and the ALLDocs members from California strike a good looking pose.



ALLDocs members enjoying the Swim Horse Activity in Punta Cana



Shai Gornshtein, Director of Recruiting, EssilorLuxottica Eye Care, discussing recruiting strategies.



Alfonso Cerullo, President, LensCrafters, discussing new wearable technology and the future of LensCrafters.



Some lovely members striking a pose invented by our very own Dr. Judi. L to R: Dr. Gretchen Brewer, Dr. Carol Anne Ganly, Theresa Pensick, Tara O'Grady, and Dr. Judi Schaffer herself!



ALLDocs members, sponsors and guests enjoying a magnificent evening at the gala!

**Please Join Us in 2026 at Le Chateau Frontenac in Québec City, Canada!**

## 7 Hours of Sleep Protects Against Ocular Disease



Researchers in the United Kingdom have found that sleeping 7 hours per night may offer optimal protection against age-related eye diseases, including cataracts, primary open-angle glaucoma (POAG), and diabetic retinopathy (DR). Researchers observed a U-shaped relationship between sleep duration and disease incidence, with both shorter and longer sleep linked to increased risk. Poor sleep quality—defined as having insomnia and daytime drowsiness—also raised the likelihood of developing these conditions.

Over 12.6 years, the study documented nearly 43,000 cataract cases and thousands of POAG and DR cases. Investigators identified inflammation as a key mediator in the sleep-ocular disease connection, especially for cataracts and DR. This suggests anti-inflammatory interventions may help reduce risk. While the link between sleep and DR was less statistically significant, factors like BMI, hypertension, and diabetes may play a role. The findings underscore the importance of sleep health in preserving vision and point to inflammation as a promising target for future therapies.

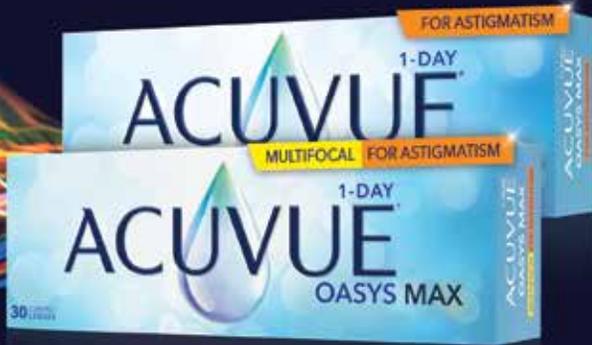
### SOURCE

Huang Z, Chen C, Meng J, et al. Associations among sleep duration, sleep quality and age-related ocular diseases: insights from longitudinal and mediation analyses. *Invest Ophthalmol Vis Sci.* 2025;66(11):15.

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## Mapping Color Blindness Patterns Across Populations



A meta-analysis involving over 1.7 million participants across 56 studies in 21 countries estimated the prevalence of congenital color vision deficiency (CVD) to be 2.59%. Deutanopia—difficulty perceiving green—was the most common CVD type and was more prevalent in males than females (4.38% vs 0.64%) due to X-linked inheritance. The study, published in *Ophthalmology*, noted that Oceania and Africa showed the highest prevalence of CVD, with African rates unexpectedly comparable to those of European ancestry, a finding that is possibly due to intermarriage and immigration.

The authors noted that deutan traits were more common than protan and tritan, with severity ranging from anomalous trichromacy to monochromacy. They suggested that evolutionary advantages, such as improved detection of camouflaged objects, may contribute to the persistence of CVD. The findings underscore the need for targeted public health strategies and further research into genetic and environmental influences on CVD.

### SOURCE

Deun Jeong Y, Cho J, Son Y, et al. Global prevalence of congenital color vision deficiency among children adolescents, 1932-2022. *Ophthalmology*. 2025. Jul 28 [Epub ahead of print].