MAXIM SCLERAL LENS

Consultants’ Training Agenda

Wet Lab/Demonstration
**MAXIM®**

*In-Office Training and Demonstration*

**Objective**

A complete and comprehensive in-office training hosted by a certified Maxim consultant has proven to be very effective in creating skilled doctor / staff teams in specialty lens-fitting offices. Our training efficiently teaches doctors and staff how to troubleshoot and handle the time-consuming situations that are common and frustrating when working with compromise corneal patients. Our training objective is to leave each office with the doctor and staff knowledgeable and confident in the following - Where to start with each patient type, Utilizing good fitting techniques and Understanding the 4 simple key steps to a Maxim fit.
Accu-Lens stands firm in the belief that teamwork within the doctor’s office (doctor, billing personnel and staff) coupled with our Maxim design consultants, will produce optimal patient care - Good vision, health and happiness.

**What to Expect**

Upon completion of this training, each new Maxim Certified Office will have the following skills:

- Management of ocular surface issues including:
  - **Corneal Degenerations**, such as Keratoconus and PMD
  - **Dry Eye Syndromes**, including Sjogren syndrome and GVHD
  - **Post-Operative**, PK / RK and LASIK patients
  - **Corneal Scarring**
  - **Limbal Stem Cell Deficiency**, including Stevens Johnson Syndrome

- Be able to identify a flat fitting lens, steep fitting lens and a lens fit in the appropriate Vault (SAG depth) with an appropriate edge fit.
- Be able to master and streamline the 4 simple steps when fitting the Maxim lens which will minimize patient chair time
- Be able to understand the concepts of lens design based on “coverage” (Optic Zone changes) and “clearance” (SAG depth changes)
- Problem solve and Troubleshoot
- Appropriate patient follow up and continued care
- Patient Insertion and Removal Techniques
- Billing, Coding and Medically Necessary Insurance Plans
When deciding to schedule your in-office training day, it is imperative to only schedule it on a day when all parties, including relevant support staff, are available and have time to participate. It is recommended that the office provide at least 2 hours of uninterrupted time dedicated to an introductory training. During this time we will go over the basics in fitting concepts and lens care. After this patients should be scheduled. The training day time line will vary on how many patients are scheduled. It is also suggested to schedule as many patients as possible spaced in 45 minute increments. This will give us ample time to fit, case discuss and have all parties be able to use the slit lamp for review.

**Getting Started**

Your training session will begin with the 4 simple steps slide presentation. The objective is for everyone to attain a general understanding of the key steps and concepts of a Maxim lens fitting before fitting any patients. A willing staff member may be recruited to be the test patient. With the staff test patient, the following will be demonstrated prior to any patient fittings.

**1. Cleaning and Handling Products**

The Maxim Care Kits, sold by Accu-Lens, are stock size products that are recommended with the Maxim Scleral Lens. The Maxim lens should be cleaned with Lobob prior to inserting. We recommend Lobob for cleaning due to the plasma coating on the Maxim lens. Since the trial lenses are stored dry, they may have a tendency to not wet well when inserted. Because of this, we suggest using Boston Conditioning Solution on the front surface of the lens before inserting. For fitting and refractive purposes we have found that when lubricated with the conditioning solution wetting issues are resolved and a precise over refraction can be obtained.
2. **The Steps for Inserting the Maxim Lens**
Good insertion and removal techniques are a must to expedite the fitting process. Joint participation from the doctor and the patient seems to be optimal in saving patient chair time. The patient will use their index finger to open their lower lid and the “fitter” will open upper lid. The relevant staff members and doctor will practice the joint participation insertion.

3. **Patient Education and Management**
Good patient education and communication is a must to manage your patients’ expectations. The Maxim Scleral Lens is a life-changing product. A properly communicated approach that educates patients on why it is necessary, why it is superior for their condition and how it is different from other options on the market will lead to better overall patient satisfaction. The Accu-Lens Consultants will discuss how to explain this powerful message to patient. It can be useful to practice the explanation of “why do I need a scleral” with the staff so they know how to quickly answer patients’ questions.

**The Test Lenses — Coverage and Clearance**
One of doctors’ primary concerns is how to select the first trial lens. While Ks, topography and technical data are all helpful, it is just as beneficial to judge the physical appearance of the eye. The advantage of The Maxim Lens is its “intuitive” nature when fitting. The discussion, assessing *Coverage and Clearance*, will provide a streamlined, timesaving approach to practitioners that will benefit the office and patient alike.

A. Scleral Device with complete limbal coverage  
B. Scleral Device with inadequate limbal clearance
We will demonstrate pulling the lids apart and looking at the profile of the patients’ eyes noting the overall elevations. Secondly, we will look at the eye directly and evaluate the general size of the cornea. The appearance of elevation will indicate how “steep” a vault (SAG) is needed. The size of the cornea will help indicate the optic zone necessary. It is suggested to mimic the shape of the cornea but ultimately think in Vault (SAG). Different eye diagnoses will certainly have very obvious, different elevations. We will review the recommended starting point for each eye condition with doctors and staff. It should be clear to all parties that Clearance is determined by vault (SAG) changes and Coverage will be modified and managed by optic zone changes.

**Practice the 4 Simple Steps**

1. **Select a trial lens with the appropriate coverage limbus to limbus by utilizing the varying optic zone/diameter sizes**
2. **Modify SAG (increase or decrease) to find the appropriate clearance (250 microns at insertion to settle to 100-150 after 30 minutes of wear time)**
3. **Check all quadrants of the edge at intermediary curves as well as the final peripheral curves for any modifications**
4. **Over-Refract**

Prior to working with the scheduled patients, we will utilize the staff volunteer to demonstrate a “steep” fitting lens, a “flat” fitting lens and one that is ideal. In the test lenses, the flattest 16.0mm diameter lens will be used to show possible bearing on the apex. The Accu-Lens consultant will explain our company’s pearl for every millimeter of touch on the central cornea, increase the SAG by .1mm. Secondly, we will view our steepest 16.0 lens on the test subject. In this example, the staff should be able to notice the very obvious excessive clearance. The advantage of demonstrating on a staff member prior to any actual patient is to show the obvious
different fluorescein patterns of a “good” vs. a “bad” fit. Because of this, subtle changes detected on patients later will be more obvious. It also helps solidify the understanding of the concept, “coverage and clearance”. At the end of this demonstration, the office will understand what appropriate coverage looks like (modified by OZ) and what appropriate clearance looks like (modified by SAG). The ultimate goal is for a final 150 microns of Vault with complete limbus to limbus coverage. Once the appropriate coverage and clearance is obtained it will be easy to evaluate the edge.

You will also receive instruction on how to troubleshoot and refine a custom lens once appropriate coverage and clearance is achieved. The following refinements can uniquely be made to each Maxim Lens that your Accu-Lens Consultant will discuss:

- Steepening or flattening Peripheral Curves
- Flattening curves just outside the limbus
- Truncation and Double Slab-off
- Haptic Toric Quadrant Specific
- Widening Optic Zone slightly with a target SAG
- Notching
- Changes in radius of curvatures

**Insertion and Removal Instruction**

Scleral Lenses can be more of a challenge to insert and remove. Many patients can be nervous, sensitive and overwhelmed by the care and handling of a scleral lens.
Because of this it is important that a staff member be able to teach each Maxim Lens wearer exactly how to insert without an air bubble and remove without redness. First we suggest playing our Insertion and Removal video to demonstrate all the different techniques. Then the staff member should do a hands-on demonstration. It is very important that each patient be able to insert and remove his or her lens safely and comfortably several times prior to leaving the office. In addition, because these patients can be highly motivated, it is also imperative to manage their wear time and limit it strictly until their first follow up visit which should be in one week. We suggest limiting your patients wear time to 6 hours a day in that first week.

Practicing on Real Patients — Putting it all together

Time to work with the patients! After completing the above, your office will be ready to effectively work with the patients. We would like you and your staff to begin the fitting with patient education, selecting an appropriate first lens in the set and participating with insertion. Each fitting will be managed verbally by the consultant to streamline the Maxim Scleral Lens Method, (coverage and clearance concepts). When the Accu-Lens consultant is reviewing the fit, he or she will be verbalizing what step he or she is looking for to reinforce the fit. It is advised for your office to try to schedule several patient types so you can learn how the Maxim Lens fits different ocular surface diseases.

Support Materials for Success

The billing and coding department is a key department to success. Many office opt to charge fee-for-services for these products, but to be complete the Accu-Lens Consultant will have coding materials and medically-necessary letter examples to offer your billing staff.

We look forward to working with you. Our trainings are highly effective and produce unparalleled results. At the completion of the training session, you and
your staff will have the proper tools and knowledge to successfully fit scleral contact lenses. Our business model is unique, we believe in a partnership of consultant and doctor with customization of each lens for each individual patient.

Please call today to set an appointment for your free in office demonstration.