

2 SIMPLE STEPS TO FITTING MULTIFOCAL CONTACT LENSES THAT HELP PATIENTS SEE, LOOK AND FEEL THEIR BEST



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Today's presbyopes do not want to be slowed down by their vision.¹ Multifocal contact lenses are a great option for many presbyopes, and yet the proportion of presbyopic patients wearing multifocal contact lenses remains surprisingly low.² This suggests that many eye care professionals are missing out on a big opportunity. The good news is that with Alcon's multifocal contact lenses, there

performing everyday activities (e.g., reading, using smartphone, viewing objects at distance) in order to experience real-world vision with the lenses.

STEP 2 is to perform a distance over-refraction for each eye separately, using hand-held lenses, with both eyes open. Plus power is added in 0.25D steps until the patient reports a decline in distance vision. If, for example, a plano and +0.25D have the same visual results, with no decline in distance vision, add another +0.25D. In the case that this over-refraction with +0.50D results in blurred distance vision, then use the +0.25D endpoint and keep the ADD the

guide for every patient I fit with Alcon multifocal contact lenses, including those switching from one Alcon multifocal lens material to another, with tremendous success.

Fitting presbyopic patients with contact lenses is a priority for me. A few minutes invested in discussing the benefits of contact lens wear with each patient is rewarded many times over in loyalty and referrals. Lifestyle prescribing, whether it be for full-time or part-time wear, offers patients the visual freedom and flexibility they desire. I consider all patients as candidates for Alcon Multifocal contact lenses – new wearers, current monovision wearers, and



EXCEPTIONAL COMFORT FOR A BETTER CONTACT LENS-WEARING EXPERIENCE

With the Alcon 3:2:1 Multifocal Advantage, eye care professionals can offer three different materials and two convenient replacement schedules, all with the same industry-leading multifocal optical design^{1,2} to help address the varying needs of our presbyopic patients.

Presbyopes are among the most challenging contact lens patients I encounter daily. In addition to their frustration with reduced accommodation, age-related ocular changes in this population often contribute to decreased lens wearing comfort. Given presbyopic patients' needs for sustained near activities and their desire to maintain the comfort and vision of their youth, Alcon multifocal contact lenses are my lenses of choice. By fitting Alcon multifocal lenses, I can customize material and wear schedule for each patient, as well as deliver the quality of vision they have come to expect.

are just two simple steps to successfully fitting patients with multifocal contact lenses that can help them see, look and feel their best!³

With DAILIES TOTAL1® Multifocal, DAILIES® AquaComfort Plus® Multifocal, and the newest addition to the Alcon portfolio, AIR OPTIX® plus HydraGlyde® Multifocal contact lenses, I can offer my patients lenses with daily disposable and monthly replacement schedules that promote compliance and provide all-day comfort and seamless vision at all distances.^{4,8} All Alcon multifocal contact lenses feature Alcon's unique Precision Profile® Design and are fit using the same simple 2-step process.^{3,9}

STEP 1 of Alcon's fitting process is selection of the initial lens. Initial lens power is determined using the vertex-corrected, most plus, spherical equivalent distance prescription, then adding +0.25D for each eye. After lens selection, I encourage my patients to spend 5–10 minutes walking around the office and outside while

same. After verifying results binocularly and confirming that the patient's distance and near vision are functional, the new lenses are dispensed, and the patient schedules a one-week follow-up visit to evaluate their response, address any vision concerns, and confirm or adjust the prescription.³

Studies demonstrate that this simple multifocal fitting process leads to high rates of fit success, with an 80% fit rate with one lens per eye, and a 96% fit success rate with 2 lenses or less per eye, when the Alcon multifocal fitting guide is followed.^{10,11} Further, more than 9 out of 10 surveyed eye care professionals who fit patients with DAILIES TOTAL1® Multifocal contact lenses agreed that they are easy and efficient to fit.⁵ I use the fitting

low and high presbyopes alike. Converting many previously unsuccessful wearers to enthusiastic referrers has not just helped my practice stem the tide of dropouts, but to grow the number of wearers in this untapped demographic. The success that I achieve using Alcon's multifocal contact lens fitting guide means more satisfied patients experiencing the seamless vision^{8,9} that their active lifestyles demand. If you do not currently recommend Alcon multifocal contact lenses, give them a try. Once you have incorporated Alcon's simple 2-step fitting process into your daily practice, you will be amazed by how efficiently you are providing your presbyopic patients with multifocal contact lenses that help them see, look and feel their best.



Patients can visit www.AIROPTIXCHOICE.com to save on an annual supply of AIR OPTIX® contact lenses

Upgrade patients to a healthy monthly replacement schedule



Patients can visit www.DAILIESCHOICE.com to save on an annual supply of DAILIES® contact lenses

Helps patients choose a healthy lens option with a fresh, new lens every day

Important information for AIR OPTIX® plus HydraGlyde® Multifocal (lotrafilcon B) contact lenses: For daily wear or extended wear up to 6 nights for near/farsightedness and/or presbyopia. Risk of serious eye problems (i.e., corneal ulcer) is greater for extended wear. In rare cases, loss of vision may result. Side effects like discomfort, mild burning or stinging may occur.

References 1. Alcon data on file, 2013. 2. Alcon data on file, 2017. 3. Alcon Multifocal Contact Lenses: Fitting Guidelines. 2017. 4. Gulthrie S, Dumbleton K, Jones L. Financial implications of patient compliance. *Contact Lens Spectrum*. December 2014. 5. Merchea M, Akerman DH, Mathew J, Mack C. Patient and ECP satisfaction in the United States with a novel water gradient daily disposable multifocal contact lens. Presented at the American Optometric Association Annual Meeting, June 21-26, 2017, Washington, DC. 6. Alcon data on file, 2014. 7. Alcon data on file, 2017. 8. Lemp J, Kern J. Alcon multifocal contact lenses for presbyopia correction. Presented at the Canadian Association of Optometrists Congress, June 28-30, 2017, Ottawa, ON. 9. Alcon data on file, 2016. 10. Alcon data on file, 2017. 11. Bauman E, Lemp J, Kern J. Material effect on multifocal contact lens fitting of lenses of the same optical design with the same fitting guide. Presented at the British Contact Lens Association Clinical Conference & Exhibition, June 9-11, 2017, Liverpool, UK. 12. Alcon data on file, 2017.

