

Never Taking Our Vision For Granted



OANY Views

- Join us for live monthly meetings on the 3rd Wednesday of the month and receive continuing education credits
- Socialize and network with your fellow Opticians and enjoy the camaraderie
- Special discounts from selected sponsors for members only

The President's Corner

Editors Note: This months President's Corner message has been written by Vice-President Mark Cohen because President Steven Lehrer was unable to attend our February meeting.

I'd like to thank everyone for attending our February meeting. I received a lot of great input from our members and as always we enjoyed another great presentation from Barry Santini. More about that in a moment.

We opened our meeting with an update from Anthony Rebaldo regarding our Zoom meeting with Stephanie

Maes who is the new Executive Secretary for the State Board in Ophthalmic Dispensing. We had several questions for her,

"Another concern we have is we suspect that there are a lot of Opticians who don't attempt to get credit whether it's online or in person."

and she responded promptly to our questions. One of the concerns was the limitation of online courses for continuing education credits. She clarified that Internet courses are considered

"live" courses because there is an opportunity for interaction with an instructor via e-mail. That being the case, there is no limit to the number of credits earned in this manner. Another concern we have is we suspect that there are a lot of Opticians who don't attempt to get credit whether it's online or in person. She responded that licensees who are audited and do not respond to audit letters are referred to the Office of Professional Discipline. For more information on this, please go to page 9. Finally, we have been invited to The State Board for

(Continued on page 5)

Our Mission
 The Opticians Alliance of New York is an independent, not for profit organization, established to promote continuing competency and betterment of the optical health professional and to provide a standard of excellence in the optical health care for the consumer.

Tentative 2025 Schedule

Mar.19, 2024	Rodenstock
Apr. 23, 2024	Change in Date
May 21, 2025	Save the Date
Jun. 18, 2025	Save the Date
Sep. 17, 2025	Save the Date
Oct 15, 2025	Save the Date
Nov. 19, 2025	Save the Date

**JOIN US AT OUR UPCOMING MEETING AT
 DOMENICO'S RESTAURANT, LEVITTOWN, NY
 ON WEDNESDAY, MARCH 19, 2025**

Sponsor: Rodenstock
Speaker: Barry Santini
Presentation: Big Vision
CE Credit: 1 Ophthalmic Dispensing Credit
Meeting Room: We will meet in the back room this month

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Dinner Options and Schedule For Our March Meeting

Schedule of Events

- | | |
|------------------|---|
| 7:00 to 8:00PM | Social hour, meet with sponsor
(Cash bar until 7:30PM) |
| 8:00 to 8:30PM | Business meeting |
| 8:30 to 10:00 PM | Continuing education and raffle |

Please note that no liquor can be ordered after 7:30 and no alcoholic beverages can be brought into the meeting room after 8:00

Appetizers

- Bruschetta
- Mozzarella Sticks

Salad Choice

- Caesar or Garden

Entrée Choices

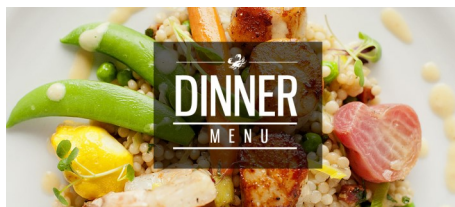
- Broiled Salmon
- Chicken Parmigiana
- Eggplant Rollatini
- Rigatoni Ala Vodka*
- Spaghetti and Meatballs*
- Veal Marsala

*All served with Penne Pasta or Sautéed Broccoli except Rigatoni Ala Vodka and Spaghetti and Meatballs

Dessert

- Cake
- Coffee, Tea, Soda

- Dinner is \$45 per person
- 50/50 raffle optional.
- Please bring exact cash or check for dinner.
- Can't make dinner? Come for the CE credits!



General Information

- The Opticians Alliance of New York meets the 3rd Wednesday of the month. Schedule, sponsors, and speakers are subject to change.
- It is the responsibility of all members to sign in at the beginning of the meeting. This means sign-in on at least 2 sheets and sometimes 3. You will not receive credit for the continuing education course if you are not signed in. Our CE provider and that of the New York State Education Department prohibit issuance of credits to anyone who has not properly signed in or has not stayed for the complete course.
- If you have received a notice that your membership has to be renewed, please send in your check today. Better yet, if you're attending our upcoming meeting, you can pay by either check or credit card. If you're writing a check from your business, we kindly request that you *clearly print your name on your check* so we can properly credit you. We regret that if your dues is not paid and up to date, you will not receive your CE credits.
- Donated gifts for our raffle are greatly appreciated and will be acknowledged
- Check your e-mail daily or call any member of the Executive Board for updates to our schedule for our upcoming meeting.

OANY

P.O. Box 631
Oceanside, NY 11572
516-234-4040
Email: office@oany.org
Website: www.oany.org

OANY Officers 2024-2025

- | | |
|----------------------------|-------------------------|
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| Vice President | Mark Cohen |
| Secretary: | Judith Deucht |
| Treasurer: | Paul Heller |
| Directors: | David Cohen |
| | Madeline Koenig |
| | Anthony Rebaldo |
| | Alan Smith |
| Directors at Large: | Phil Feldman |
| | Barry Santini |
| Past Presidents: | |
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| | 2022-2024 |
| | 2016-2019 |
| | Anthony Fulco |
| | 2021-2022 |
| | Steven Lehrer |
| | 2014-2016 |
| | Judith Deucht |
| | 2012-2014 |
| | Joseph Monestere |
| | 2010-2012 |
| | Anthony Rebaldo |
| | 2008-2010 |
| | Peter Bacotti |
| | 2005-2008 |
| | 2019-2021 |

Newsletter

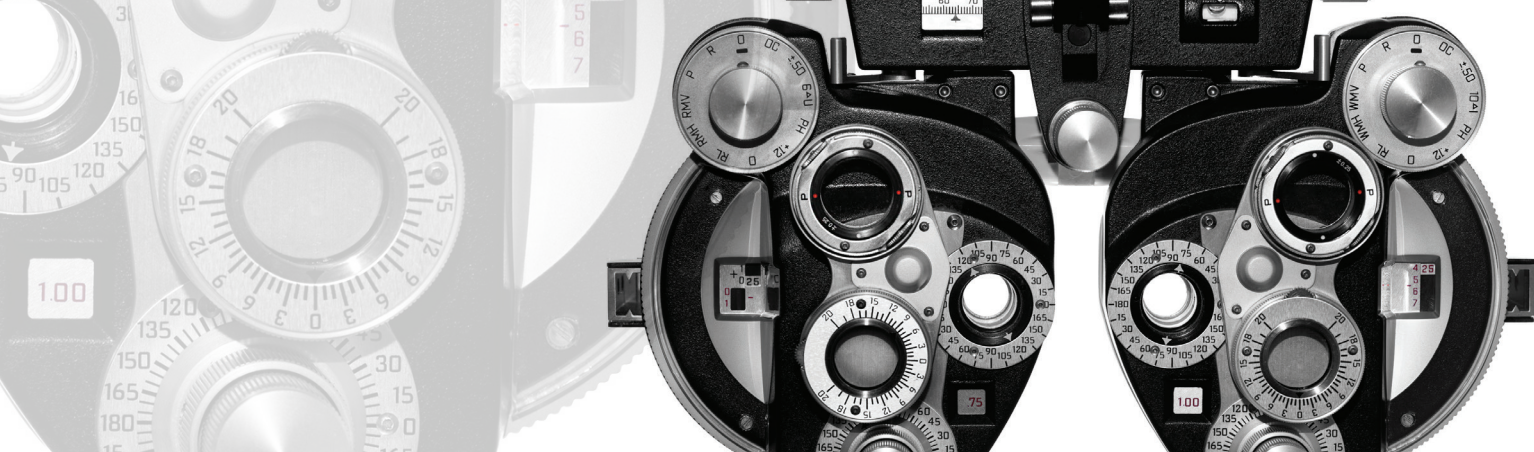
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|-------------------------------|---------------------|
| E-Mail Blast: | Mark Cohen |
| Official Photographer: | Drew Washton |

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NYS Education Department Stephanie Maes

Executive Secretary for the State Board
In Ophthalmic Dispensing
The New York State Education Department
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OANY News



Dinner Raffle

The following OANY members won dinners at our February meeting:

- Brian Gerard
- Devin Morton
- Anthony Rebaldo
- Joe Monestere
- Diane Salter
- Chuck Abramson
- Igor Kizhnerman



Congratulations to Jay Cohen

We would like to congratulate OANY member Jay Cohen celebrating 50 years of service with the Wantagh Fire Department. Jay received his service award at the 126th annual installation dinner of the Wantagh Fire Department at the Crest Hollow Country Club on March 1, 2025.



Winner of our 50/50 Raffle

We would like to congratulate **Mark Cohen**. He was the winner of our 50/50 raffle at our February meeting.

See more OANY news on Page 5

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MEMBERS ONLY

More OANY News

New Members



We would like to welcome the following new OANY members:

- Obineche Nwade, Laurelton, NY
- Igor Kizhnerman, Massapequa, NY

We hope to see you at our monthly meetings.

Guide Dog Foundation



As a supporter of the Guide Dog Foundation, we would like to inform our members that they will be hosting the following events in the near future:

- Dogs on the Catwalk **April 24, 2025**
- Guide Dog Foundation Virtual 5K Run and Dog Walk **May 3rd-May 17th, 2025**

For much more information and details click [here](#)

(Continued from page 1)

Ophthalmic Dispensing meeting in April. Several members of your OANY board are considering going. Stephanie Maes also offered to attend one of our meetings possibly in May or June. Thank you Anthony for this update.

We informed our members that our By-Laws have been completed. Our Bi-laws were updated in 2015 and then again in 2018. This time they went through a complete update to help our organization run more efficiently. I also mentioned that the terms of the Officers of President, Vice-President, Secretary and Treasurer have now been extended to 2 years, Directors remain at 3 years and Directors At Large at 2 years. If you would like to attend a board meeting or would like to work on our board, please speak with a board member. Our board meetings are generally held the 2nd Wednesday of the month.

With our 20th anniversary this year, your OANY board is trying to plan a special event. Based on input at our meeting, OANY members would have no problem paying \$100 a person for a nice dinner or possibly another type of event. We'll keep you posted.

Many years ago, at the beginning of our meetings, we would set aside a few minutes to discuss optical and dispensing tips that fellow members would share with the rest of us. In an effort to bring this back, we asked the question: "What

new product are you using that you are having great success with?" Michael Kwartner started the discussion by letting us know that he is having great success with a lens for migraine headaches called Avulux. Barry Santini joined the discussion and said he was having success with this product as well. To read more about this lens go to <http://ecp.avulux.com/back-in-action>. I hope we can continue to talk about dispensing tips and new products at our future meetings.

The one issue I found troubling is the fact we did not meet our dinner minimum, so we had to raffle off several dinners. The dinner winners can be found on page 4 OANY members, we need you to attend our meetings, so we don't have to do this again!

In closing, Barry Santini presented a great CE presentation called "A Guide for Optimal Centering." Thank you Barry.

Our next meeting will be on March 19th. The Rodenstock team will be here and will be sponsoring. Barry will once again be presenting our CE course called "Big Vision" discussing groundbreaking DNEve technology. Attend our next meeting and meet the Rodenstock team responsible for introducing their biometrically intelligent glasses to the US market. Hope to see you at our next meeting.

Mark Cohen

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Editors Note: The following “Your Tip“ articles have been reprinted from the January issues of **INVISION Magazine**. We’d like to thank Peter Bacotti for sharing this with us.

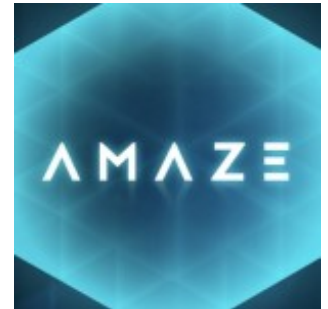


YOUR TIP FOR JANUARY 15

Sales Mantra: If You Overshow, You'll Get No Dough

WHY? You want to amaze and astonish the customer, not confuse them, says sales trainer Shane Decker.

HOW? When you bring out your merchandise, bring two to three options-never less than two, never more than three. Fewer than two choices will convince the customer that you have a limited selection, more than three will confuse, leaving them undecided and unwilling to commit to any one choice.

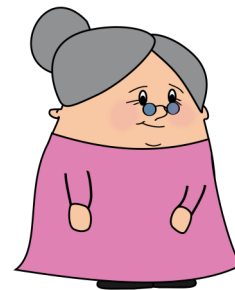


YOUR TIP FOR JANUARY 28

Got a Customer Service Issue You're Not Sure About? Apply the "Grandma Test"

WHY? There may be lots of phrases you use that irritate your customers.

HOW? To test one, try inserting "grandma" at the end to see how your grandmother would feel about a phrase. For example: "It's company policy, Grandma."



Notes from our Zoom Meeting With Stephanie Maes

Regarding the Limitation of Online Courses for Ophthalmic Dispensing Continuing Education

[Commissioner's Regulation 67.6](#) section c(1) of Ophthalmic Dispensing states that of the 18/20 hours required during a licensee's registration period, "that no more than three hours shall be in recognized areas of study pertaining to the dispensing and fitting of contact lenses and no more than three hours shall consist of self-study courses." However, it is the opinion of the Department that, "Internet courses are considered "live" courses because there is an opportunity for interaction with an instructor via e-mail. There is no limit to the number of credits earned in this manner." This info can also be found on our [FAQ page](#).

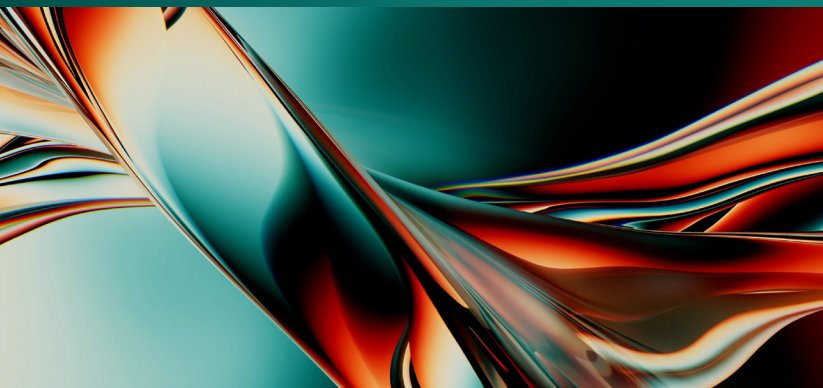
On the Question of Verifying That an Individual is Licensed

Go to the following website: <https://eservices.nysed.gov/professions/verification-search>. Here you can use the "search by" box to check on an someone's license status

If You Would Like to Report a Non-Licensed Person to the New York State Professional Misconduct Enforcement

You can fill out a complaint form at this website: <https://www.op.nysed.gov/enforcement/professional-misconduct-enforcement>.

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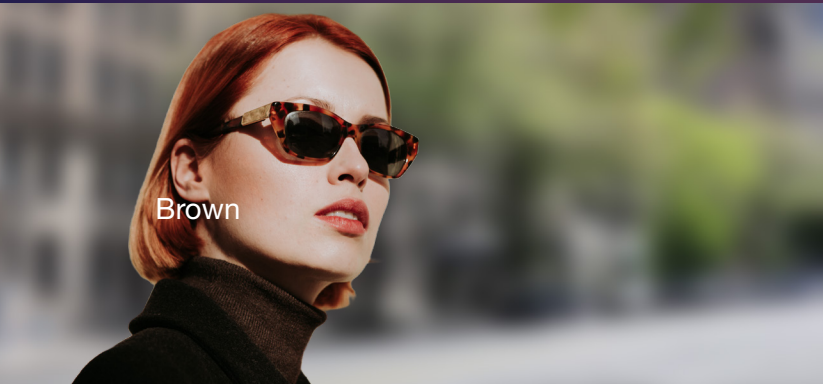


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Glad

By The Old Geezer (AKA Peter Bacotti)



A short time ago, I was reading the paper and noticed that one of my favorite actors had died at age

83. It saddened me to think about his death and that I was in my twilight years and fast approaching his age. For the next week just about every day, I was reading about other actors and actresses, as well as sport figures that I grew up with passing away. Now I was ready to go into a depression, just knowing I was in my winter of life, was I next? I looked in the mirror saw the wrinkles, looked at my pants legs which somehow over the years kept getting longer and was ready to cry. However, then I sat down ,put on the coffee pot and started to reminisce about my life. First I sipped the coffee then said, well the mind is still there being able to remember how to make the coffee. Not only that I remembered I liked coffee and sitting with family and friends while we drank and enjoyed ourselves. Next, I took inventory of my body, never much to look at, and realized, gee I still am in reasonable decent shape health wise

for my age. Maybe some aches and pains at times, though still upright, working, playing golf, and writing (did I say that). That is when the thought hit me I still may be in the summer or fall of my life and could still keep going as is until the final call comes and be thankful for all I had.

You know what I then said, self, I should be glad not sad, look at what I have with a family you could die for, and they love me, at least I tell them they do. They call me a redneck at times, but they really care about me, and we have great times together, they do not give me a chance to be sad. They remind me of what I have accomplished throughout my life. What it has meant to them and all the people whose lives I may have touched along the way. There were the patients who became friends and part of my extended family or just were people I helped by solving their visual problems. There were the students I taught in school; the resident doctors I taught contact lens fitting or glaucoma tomography or the doctors I assisted in the operating room with their corneal surgeries. How about all the people I served with on different ophthalmic foundations and organizations over the years. Hey,

cannot forget the Ophthalmic Dispensing Board for how many years. My father always said you may never get rich being an optician, but you will never starve either. He was right because I eat well.

I do not think I would trade my life for anything, maybe change a few of those bumps along the way, and smooth them out a little. I have been very lucky that I have had some of the best people to foster and teach me what they knew so I could pass it along. This is what it has been all about all my life. I hope that I have been able to share some of the things that were shared with me. I hope they then will make life a little brighter for someone else. Maybe they will then feel what I now know what my life has been all about. I am glad that I am still here, probably for some reason that is not known to me. That reason may be something I still must do or pass on what I have learned over the years before my time is up, but most likely also before I forget it. Least I forget, thanks for visiting once more, try to do your part in the scheme of things, be glad for the opportunity. Be glad for being able to pass on those things that were passed on to us by the ones we loved.

Legislative Report and Other Important News in Our Industry

By Anthony Rebaldo, Legislative Committee

- Contact Lens Institute promotes contact lens benefits and healthy range of practice settings, research interests and specializations across the U.S. and Canada. This will raise awareness of advances in soft contact lenses to inspire colleagues to use these benefits for best practices, tools, and new data to its advantage in their professions of optometry and opticianry.
- The National Board of Examiners and the Association of Schools and Colleges of Optometry posted pass rates of these colleges in U.S. at above 95% and Canada's at 100%. This is to focus on continuous quality improvement through benchmarking and self-assessment to identify performance gaps and taking appropriate action.






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