



**EYESITE NEWSLETTER
Manitoba Edition**

Winter 2007

OAC Board of Directors:

- Alberta** David McGowan
- British Columbia** Cindy Koszegi
- Manitoba** Todd Smith
- Newfoundland** Marian Walsh
- New Brunswick** Bob Lee
- Nova Scotia** Robert Dalton
- Ontario** Lorne Kashin
- Prince Edward Island** Dalie Schellen
- Saskatchewan** James Hollstein

NOTE: The following excerpt was taken from a report printed in the RN Journal from the College of Registered Nurses of Manitoba. To clarify—under the new system of regulation the regulatory bodies (such as the Opticians of Manitoba) will become known as 'Colleges'. Although the common usage of this term may lead the reader to think the OOM will become a teaching body, it will continue to serve the role of regulator but will shed any advocacy functions it now serves under current legislation.

**Manitoba Health Professions Legislation
ON THE HORIZON
Consultations underway—Legislation expected in 2008**

The Manitoba government has begun consultation that will lead to a new legislative framework for Manitoba's 19 regulated health professions. The legislation, sometimes referred to as umbrella legislation, will bring all of the health professions under a common modern act with consistent processes and mechanisms. Key elements of the legislation are expected to include:

- Common structure, composition, governance and public representation provisions for regulatory bodies;
- Common complaints, discipline and appeals processes; and
- Common bylaw making powers and public accountability provisions

While the common framework applies to each profession, a unique regulation would apply to each to address issues like unique practices or reserved or controlled acts or activities and title protection. The government has made a strong commitment to self-regulation and indicated that the regulatory bodies will continue to have the primary responsibility for regulating their respective professions and setting out the parameters for practice. Self-regulation in the public interest will remain the mandate of the health profession regulatory bodies.

This initiative should result in the modernization of Manitoba's current "patchwork quilt" approach to health professions legislation and regulation. Manitoba will end up with state-of-the-art legislation along with modern regulations, and an ability for government to adapt more quickly to our rapidly changing healthcare environment when regulation changes are necessary. Manitobans will benefit from an easier to understand common complaints and discipline

framework, greater choice about accessing health care services, broader public accountability across the whole health care provider spectrum and a greater general understanding of how health professions are regulated.

The new approach should better accommodate overlapping scopes of practice, thereby supporting today's interdisciplinary health care delivery. We are fortunate in that single overarching statute approach to health regulation has been carried out in a number of Canadian provinces already. These include British Columbia, Ontario and Alberta.

The government is expected to use the B.C. experience as a framework in this province. This experience should lead to a best practices approach to regulatory renewal in Manitoba. We are actively participating in this process and will be vigilant to ensure the best interests of Manitobans and Manitoba licensed opticians well served throughout the life-span of this initiative. The Council will embark on a consultation with members once government releases a substantive detailed draft.

Unique Con Ed Credit Opportunity

The OOM has been approached to neutralize 415 pairs of used glasses that have been collected by a charitable group for use in mission work they will be doing in Nicaragua in March. SO...the OOM is looking for volunteers to do the neutralization. If you volunteer you will get 1 con ed credit for every 30 pairs of eyeglasses you neutralize AND you'll be contributing to a worthwhile humanitarian effort. If you're interested in participating contact the OOM office and we will send you the glasses along with the standardized form for noting the results of the neutralization. Second year students may volunteer if they wish and their supervisors will receive Con Ed credits for confirming the results. OOM office:

Ph. 204-982-6060
Ph. 1-800-847-3155
Fax. 204-947-2519
Email. manitoba@opticians.ca

Inside this issue:

<i>Transitions Becomes 1st Corporate Fellow of OAC</i>	2
<i>Current Legislative Issues: Delegation</i>	2
<i>Vision Canada Optical Services Launches Buying Group</i>	2
<i>Vision Canada Annual conference in Kelowna</i>	3
<i>OOM Screening Team on Location</i>	3
<i>2006 Grads & Award Winners</i>	4
<i>The OAC Working for You</i>	4
<i>What do Opticians Earn?</i>	4



Transitions Becomes First Corporate Fellow of OAC

“Clearly Transitions has made a conscious commitment to education of the profession based on a sense of responsibility to the public.”

Transitions is a company unique in the fact that it doesn't sell directly to regulated professionals but instead has a product that it provides to wholesale manufacturers of optical lenses. Yet Transitions has always been amongst the first in line to support opticians' conferences and trade shows. Clearly Transitions has made a conscious commitment to education of the profession based on a sense of responsibility to the public. For this reason the Opticians Association of Canada is very pleased to welcome Transitions as a Corporate Fellow. The Corporate Fellowship category of membership is mutually beneficial to both

the Corporate Fellow and the OAC. So don't be surprised when you see OAC partner with Transitions as they embark on their 2007 'roadshow'. Transitions has identified as an educational need, an updating of the profession's understanding of photochromics. They have quite correctly noted the fact that most of the printed literature—particularly the information in textbooks—is outdated and does not serve either the professional or the consumer very well. (Part 2 of the Transitions educational evening will be a

presentation provided by the OAC and one of its provincial association partners.) You can look forward to an interesting and rewarding evening when you sign up for the Transitions/OAC educational evening. You can be sure you'll be amongst the first to know when we head out to your area.



The OAC's CAO for Finances, Pat Dobbyn Presenting Isabelle Tremblay and Tim Schmidt of Transitions with the OAC corporate Fellow Certificate

GUIDELINES FOR DELEGATION College of Physicians & Surgeons Ontario

1. Physician/patient relationship
2. Delegate only those acts that form part of your regular practice
3. Identify the individual performing the act and be aware of his or her skills
4. Establish a process for delegation or ensure that there is one in place, that includes education ensuring the maintenance of competence in the performance of the delegated act, and providing the appropriate supports.
5. Ensure delegation occurs with the informed consent of the patient where feasible.
6. Ensure proper supervision of the delegation
7. Consider any liability issues that may arise from delegation
8. Consider any billing issues that may arise from delegation

Current Legislative Issues: Delegation

Delegation represents a slippery slope with which professionals and their regulatory bodies are continually faced. Certainly in a busy practice it seems sensible to assign certain tasks to ancillary staff while the regulated professional concentrates on higher level tasks. But...where do you put the line in the sand and establish the point at which restricted tasks cannot be done by unregulated personnel? And what are the terms of reference for delegation? Should the task be delegated on a case-by-case basis? Does the regulated person need to be present and available

when the delegated task is being performed? Does the ability to delegate help or hurt a profession? Does delegation benefit the public? If an activity has been classified as representing a risk of harm and is therefore restricted, should anybody but a regulated professional be performing that activity? And finally, what is the purpose of delegation? Is it to offset a lack of professionals? Is it to make low risk services more accessible to consumers or is it to make service less expensive because lower paid individuals are the service providers? To put a fine point

on it, will delegation threaten the livelihood of the trained regulated professional?

This is not an easy issue. Governments have mandated that regulatory bodies have policies on delegation. It's an issue that won't go away. I encourage you to learn about the delegation issue. Look for a longer dialogue on this matter in the March/April issue of Vision Magazine. The sidebar to the left lists the guidelines laid out in the College of Physicians & surgeons of Ontario. It mirrors the delegation policy of many regulatory bodies.

Vision Canada Optical Services Launches Buying Group

Vision Canada Optical Services Buying Group was launched on January 1, 2007 as a combined project of Vision Canada and an existing buying group called Regard Action.

Regard Action is a unique cooperative of opticians and optometrist that was formed in Quebec. Currently Regard Action has a membership of more than 160 optometrists and opticians.

Regard Action has recently entered into an agreement with Vision Canada to administer a buying group on its behalf under the name Vision Canada Optical Services (VCOS). Membership in the VCOS is open to all opticians and optometrists who practice outside of Quebec.

Although a new group VCOS now has access to the deep discounts that have been negotiated through Regard Action for its members. As a member of VCOS

- you will receive a single statement each month with invoices attached for ease of reconciliation.
- You will write a single cheque to VCOS instead of multiple cheques to multiple suppliers.
- You will receive an end-of-the-year rebate based on your volume of purchasing.

For information on how to become a member of VCOS call Gaston Boucher at (450) 670-6288 x 228 OR Pat Dobbyn at (204) 982-6060/1-866-377-3636

OPTICIANS OF MANITOBA VISION SCREENING TEAM ON LOCATION



Communicating with your customers

is more than just a selling conversation. It has been said that when you learn a new idea or skill it takes seven repetitions before you can actually say you've learned it. Opticians don't have the luxury of repeating their recommendations or instructions to their clients seven times. However, learning can be reinforced via print media. Make sure your catalogue of consumer literature is up-to-date and fresh-looking. Suppliers to the industry have ex-

tremely informative brochures that you can use but if you'd like to add a personal touch to your handouts, the OAC is starting a library of short summaries on different optical themes which can be made available with customized headers and footers. Some of the themes that are available currently are:

- Multipurpose Lenses for Multipurpose Lifestyles
- Preparing for Your Winter Sunshine Experience
- Does Your Child Need Glasses? A Parent Guide

Vision Canada Annual Conference Slated for Kelowna October 12th & 13th, 2007



Family Fun is the theme of this year's Vision Canada Conference & Trade Show. The venue lends itself to a family vacation. Kelowna is one of Canada's most beautiful settings and October is the right month to take a pre-winter break. Vision Canada is organizing adventures for spouses and children so you can take in the lectures without worrying about what your family is up to. The site of the Vision Canada conference is the Grand Okanagan resort. Referred to as 'An Oasis in the Centre of the City' the Grand Okanagan is luxury stated to the ultimate degree. It sits on the picturesque shores of Lake Okanagan so you have easy access to float plane tours, cycling or climbing. Whatever adventure sparks your interest you'll

find it in Kelowna. And don't forget when you're in Kelowna you're in wine country. Plan to come early or stay a few days late to take it all in. The Saturday night festival is shaping up to be a Family Carnival with Kid Cocktails, a chocolate fountain and challenging games for both adults and children. This year in addition to the traditional continuing education format Vision Canada is introducing a series of sidebar workshops themed at special interests. Sometimes one hour is just not enough to provide a learning experience. These mini-workshops will have a limited capacity and will require pre-registration. As another sidebar feature the OAC is planning on holding labs for the students in the NAIT/OAC training programs. The lab for the eye

glass dispensing students will focus on fitting skills and will also include a review of the portions of the courses that involve mathematical calculations. Contact lens students will have the opportunity to practice their RGP fits as well as work with some of the contact lens equipment that is less frequently found in dispensaries. Watch for updated news about the Con Ed program in our next newsletter and on the Vision Canada website at www.vision-canada.ca.

OOM Council Budget Meeting
7:00 P.M.
February 27, 2007
Fort Garry Place—28th Floor
Members Are Welcome



The OAC Is Working For You

AGM announcement

Sunday, April 15th starting at 9:30 A.M.
Continuing Education to follow through
the day until 3:00 P.M.

**OAC Members in attendance will
receive a CD-ROM containing 4 free
Con Ed Modules**

Con Ed Online continues to improve. Our
catalogue of modules has grown to include
the videotaped lectures from both Vision
Canada Vancouver and Vision Canada
Niagara Falls.

The OAC has a fully developed and accredited
training program on Community Outreach Vision
Screening. **It has attracted 9 credits from the
OOM.** If you are interested in conducting a semi-
nar in your area, call the OAC office.
When you attend a seminar, along with the dis-
tance delivery course material you'll receive tem-
plates for brochures and consumer handouts. The
OOM is in the planning stages right now for a
Neighbourhood Eyecare Fair and will be looking
for volunteers. **Another opportunity to collect
con Ed credits**



OOM Graduation 2006

The Opticians of Manitoba Education Chair, Todd Smith welcomes into member-
ship the graduating class of 2006 along with individuals who achieved contact lens
certification. Present to receive their licenses and diplomas were (from left):

- Pam McKay (High Mark CL I) ,
- Lisa Warwaruk (CL certificate) ,
- Amanda Paskewitz (OOM License & Whitworth Opticians Award),
- Anna-Marie Tripp (OOM license) ,
- Kimberley Wikdahl (OOM license),
- Olga Stojcevska (OOM license),
- Mi-Kyung Kwon (OOM license & High Mark EG 2 & Nikon bursary),
- Catherine Terri Armstrong (OOM license) ,
- Violetta Velickovska (OOM license)

Absent from the ceremony were:

- Kimberly Tabor, Melissa Johnston, and Tamara Kuzmanovic (OOM License)
- Anna Czosnek (CL certificate)
- Kristin Lyss (High Mark Award EG I)
- Nikolina Gavranovic (CL certificate, Alcon Bursary &
Contact Lens Services Contact Lens Specialty
Award

Visit Us On the WEB:
www.opticians.ca

What Do Opticians Earn?

We often get requests from
opticians and employers asking
what the starting salary is for
an optician. Here are the re-
sults of two separate surveys
that may help guide you in
your salary discussions.
Table 1 gives you a salary

— range based on years of service.
Tables 2 and three indicate the per-
centage of the total respondents in
a particular salary category. Table 2
is arranged according to salary level
from lowest to highest according to
salary range. Table 3 is arranged
according to the percentage of re-

spondents who fell within a given salary range. You can see that
the largest number of opticians by far earn over \$41,000/year
(49.89%) but there is still a significant percentage of our col-
leagues earning under \$30,000/year. This may be accounted for
by regional economic disparities. Whatever the reason, Table 1
clearly indicates that what you bring to the table when applying
for a job—experience and specialty— can make a difference in
how much you earn.

TABLE 1 BY YEARS		
Yrs of Service	Optician (eyeglass)	Optician (contact Lens)
1-5	\$34,000	\$50,000
6-10	\$39,000	\$52,000
11-15	\$40,000	\$57,000
16-21	\$46,000	\$61,000
21 +	\$57,000	\$65,000

TABLE 2 BY SALARY	
Salary	% Of Total Polled
\$20,00-\$25,000	13.20%
\$26,000-\$30,000	13.59%
\$31,000-\$35,000	12.43%
\$36,000-\$40,000	10.87%
\$41,000-\$50,000	16.69%
\$51,000-\$60,000	17.86%
Over \$60,000	15.34%

TABLE 3 BY %AGE	
% Of Total Polled	Salary
15.34%	Over \$60,000
17.86%	\$51,000-\$60,000
16.69%	\$41,000-\$50,000
13.59%	\$26,000-\$30,000
13.20%	\$20,000-\$25,000
12.43%	\$31,000-\$35,000
10.87%	\$36,000-\$40,000