

R+P Optical Management Consultancy - Dry Eye Clinic

– Setting up/extending your Dry Eye Clinic –

We are Beth Ralph FBDO CL MBCLA , Andrew D Price FBDO(Hons)CL MBCLA May Hall and Helen Owens (pictured), between us around a century in the business of contact lens and dry eye care patient care! A unique blend of experience and passion for Independent Practice.



Please read this page to see how an informal no obligation initial email or phone call to us can start to bring in new income streams.

Many of you will be aware of The Dry Eye Project – winning the Optician Education Award, this ground breaking initiative organised by Helen Owens, was the first and best of its kind, helped numerous practices launch their successful Dry Eye Clinics. Helen spent 12 years with Thea Pharmaceuticals establishing Thea as a leading and ethical player in the UK Optometry market. We are fortunate, that with Helen we can offer a tailored made approach to helping more of your patients and building your practice.

Your bespoke package could include:

- Full training on how/when to recommend a dry eye appointment to your patients in a natural environment, the aim to have more patients paying you for more services
- Support in communication to existing patients
- Advise on a reward scheme to incentivise your team members
- Staff training on dry eye so they feel comfortable helping patients and you. With a comprehensive ‘toolkit’ to enable you to ‘plug and play’ your Dry Eye Clinic
- Training on teaching dry eye care procedures for your team, freeing up valuable time for you
- Diary management to incorporate dry eye appointments, without adversely effecting sight test or other clinical work
- Opportunity to negotiate better terms with product suppliers through increased/regular orders
- Recommended next steps to assist you & your team with the changes and continuity, including remote post-visit support

In return you will see:

- Increased patient loyalty and recommendations
- A confident team who are eager to discuss the Dry Eye Clinic with patients and potential patients, freeing you from having to cover this yourself
- Increased profits through a two new income streams – fees and products

Meetings can be arranged at a time that suits your practice, evenings, weekends, bank holidays etc. Email: adpconsultancy@gmail.com or phoning Helen Owens on 07967 1660404 for an informal chat.