“Sports-centered” Eye Exams

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But I “Don’t Do Sports Vision Testing”
Goal for this lecture:

- Learn tips to help improve your patients' experience
- Add value of your services
- Improve referrals and patient loyalty
- Begin to expand your practice
I may not teach you anything you don’t already know

- It’s not always what you do, but it’s
  - How you do it
  - How you explain it
Communicating the Value of Services

- Patients and Parents may not always understand the importance of comprehensive eye exams.

- Regardless of age, increased performance is a tangible benefit that patients and their friends can see, experience, and understand.

- Protecting children from the risks of sports is a concern of every parent.
Who are our “Everyday Athletes”

- Adults – weekend warriors, company sports, intermurals
- Golf, tennis, basketball, football, baseball, lacrosse
- Kids and Teens- College/High school sports, Little league sports, recreational play and “mini-pros”
How do we uncover our patient’s hobbies?

- They don’t always come in with their jerseys on
  - Intake forms?
  - Are techs asking during hx?
  - Are we asking ourselves?
Using your 7 iron as a pitching wedge (Tools you already have –repurposed)

- Visual Acuity
- Contrast Acuity
- Cover Test and NPC
- Depth Perception
- Fields
- Dominance- Eye, Hand, Foot
VAs

- Static VA
  - Gaze importance?

- Dynamic VA
  - Special testing equipment
  - Rotating Peg Board
  - Head to Shoulder

*Wow them with your findings, but don’t expect them to be able to relate it to THEIR world without being specifically told*
Contrast

- Quantity of vision vs Quality of vision
- Examples of how contrast can make a difference
- Great for contact lenses
- How do we test
- Link to Nutraceuticals
Cover Test

- You are doing this anyway, right?

- “Many times an athlete may have a tendency for the eyes to rest in or out, even though they look perfectly straight. That can cause them to <swing early/ swing late>. Luckily, yours our perfectly straight!

- Consider CT results with your Rx for best alignment.

- Concussion baseline
NPC as concussion baseline

- Concussion baseline
- Digital measure or ruler
- DEM, KD or RightEye to really step up your baselines
- Please note EOMS are very important for baselines as well!
Depth Perception/ Stereoscopic Acuity

- Testing at near better than nothing

- Tech or VA style charts

- *Connect the dots* to their sport

- Consider alternate posture for testing

- Consider re-testing after you give them BCVA if you improved them
*Connect the dots*

“This test is a routine health screener, but since you’re ________ you may have even better peripheral awareness”
Dominance

- Your method of choice?

- Explain what it means and why it’s important to know

- Cross dominant? Explain the debate and pick a side

- Checking for foot dominance?
Resources

- SPV Evaluations & Comprehensive Eye Exams

- Sports & Performance Vision Club Kit:
  - Evaluation & Testing
  - Overview
  - Developing a SPV Evaluation
  - Case History
  - SPV Skills & Testing Batteries
AOA Brochure:
- Healthy Eyes for Peak Performance

EyeLearn Lectures
- How to Perform a Sports Vision Evaluation?
- Sports-Related Concussion: Current Concepts in Diagnosis and Management
- Sports-Related Ocular Trauma: Prevention, Identification & Treatment
- DIY Sports Vision - Theory
SPV Advocacy Network

- Join the Sports & Performance Advocacy Network to receive updates on AOA’s SPV-related resources, news, and advocacy

- To join, visit [aoa.org/SPV](http://aoa.org/SPV) and click on “Join the Advocacy Network”

- Please send all comments and suggestions for future webinars and resources contact [SPV@aoa.org](mailto:SPV@aoa.org)