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COURSE CATALOG

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COURSE CATALOG













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COURSE CATALOG			BADGING		AUDIENCE		ACCESS			
CATEGORY	COURSE #	COURSE NAME	BADGE	POINTS	STAFF	DOCTOR	VSP NETWORK	SILVER	GOLD	PLATINUM
VSP NETWORK										
VSP Global® Premier Program	801N	Supporting Practice Success with the Premier Program		15	✓	✓	✓	✓	✓	✓
	806N	Moving Up and Maximizing Benefits		15	✓	✓	✓	✓	✓	✓
	807N	Introducing: VSP PremierMax™		15	✓	✓	✓	✓	✓	✓
	805G	Eyes on Marketing: How VSP Supports Patient Flow to Your Premier Program Practice		30	✓	✓			✓	✓
	803S	Do More, Get More: The Value of Premier Program Partnership		15	✓	✓			✓	✓
	804S	How the Premier Program Elevates Your Practice		15		✓			✓	✓
Products and Services	415N	Authorizing Benefits for VSP Patients		15	✓		✓	✓	✓	✓
	921N	How to Check Eligibility and Authorize Benefits		15	✓		✓	✓	✓	✓

Products and Services (Continued)	922N	Submitting Claims Exam Only		15	✓		✓	✓	✓	✓
	923N	Submitting Claims Exam and Basic Glasses		15	✓		✓	✓	✓	✓
	924N	Submitting Claims Exam and Contacts		15	✓		✓	✓	✓	✓
	925N	Coordination of Benefits: Introduction and Multiple VSP Plans		15	✓		✓	✓	✓	✓
	926N	Coordination of Benefits: VSP Plan is Secondary		15	✓		✓	✓	✓	✓
	927N	Coordination of Benefits: VSP Plan is Secondary with Multiple VSP Plans		15	✓		✓	✓	✓	✓
	928N	Coordination of Benefits: Resources		15	✓		✓	✓	✓	✓
	929N	Submitting Claims Glasses with Enhancements		15	✓		✓	✓	✓	✓
	703GP	The Premier Program Doctor-Remote Offer		15	✓	✓			✓	✓
	704GP	Are Doctor-Remote Comprehensive Eye Exams Right for Me?		15		✓			✓	✓
	705GP	Which Doctor-Remote Vendor Should I Choose?		15		✓			✓	✓
	706GP	Optimizing the Premier Program Doctor-Remote Solution		15		✓			✓	✓




Products and Services (Continued)	917G	Maximizing VSP with Maui Jim		30	✓	✓			✓	✓
SPECIALIZATION										
Diabetes	601N	Retinal Screening for the VSP Primary Eye Care Plan and Diabetic Eyecare Plus Program		15	✓	✓	✓	✓	✓	✓
	605N	Focus on Diabetes: An Overview for Optometrists		60		✓	✓	✓	✓	✓
	609N	Diabetes 101: Training for Staff		15	✓		✓	✓	✓	✓
	620N	Diabetes: 2020 and Beyond		60		✓	✓	✓	✓	✓
	619N	Practice Roadmap for Diabetes Management		60		✓	✓	✓	✓	✓
	618N	American Diabetes Association Risk Test		15	✓	✓	✓	✓	✓	✓
	617N	VSP Exclusive Member Extra Offers for Patients with Diabetes		15	✓	✓	✓	✓	✓	✓
	614N	Focus on Diabetes: A Closer Look for Optometrists		60		✓	✓	✓	✓	✓
	612N	Healthy Living with Diabetes: Training for Staff		15	✓		✓	✓	✓	✓
	611N	Diabetes and Eye Health: Training for Staff		15	✓		✓	✓	✓	✓
610N	Diabetes Prevention: Training for Staff		15	✓		✓	✓	✓	✓	

BUSINESS CONSULTING

Understand the Patient Journey	501GP	Changing Consumer Expectations		15	✓	✓			✓	✓
	502GP	Making Memorable First Impressions		15	✓				✓	✓
	503GP	Customizing Your Appointment Scheduling		15	✓				✓	✓
	507GP	Optimizing the Check-Out Process		15	✓				✓	✓
	508GP	Maximizing Materials Pick-Ups		15	✓				✓	✓
	509GP	Maximizing the Patient Arrival		15	✓				✓	✓
	105P	Maintaining a Clean and Safe Environment		15	✓	✓				✓
Boosting Business Opportunities	402N	Understanding Tactics to Maximize Opportunities		15		✓	✓	✓	✓	✓
	408N	Marketing Fundamentals		20	✓	✓	✓	✓	✓	✓
	701N	Understanding Telehealth - Part 1		15		✓	✓	✓	✓	✓
	702N	Using Telehealth - Part 2		15		✓	✓	✓	✓	✓
	401G	Guide to Luxury Selling		25	✓	✓			✓	✓

Boosting Business Opportunities (Continued)	403GP	Optimizing Margins to Create Long-Term Success		15		✓			✓	✓
	404GP	It Starts with Marketing		15		✓			✓	✓
	405GP	Improving Capture Rate		15		✓			✓	✓
	406GP	Understanding Brand Positioning		15		✓			✓	✓
	407GP	Creating a Memorable Shopping Experience		15	✓	✓			✓	✓
	409G	Exam: Emphasizing the Value		15	✓	✓			✓	✓
	410GP	The Importance of Inventory Management and Strategic Pricing		20		✓			✓	✓
	416G	Expand Your Marketing Reach		15		✓			✓	✓
	417G	Supporting Resilience & Extraordinary Patient Care Through Frame Board Management		25		✓			✓	✓
	905G	Providing Value Through Product Innovation		25	✓	✓			✓	✓
Tracking Practice Performance	301GP	How to Use the Practice Performance Tracker		15		✓			✓	✓
PROFESSIONAL DEVELOPMENT										
Leadership and HR	204N	Professional Customer Interactions		25	✓		✓	✓	✓	✓

Leadership and HR (Continued)	205N	Coaching		60		✓	✓	✓	✓	✓
	213N	Time Management		20	✓	✓	✓	✓	✓	✓
	206GP	Improving Staff Engagement		15		✓	✓	✓	✓	✓
	211GP	Change and Transition		60	✓	✓			✓	✓
Optometry Basics	101N	Basic Optical Theory		15	✓		✓	✓	✓	✓
	102N	Anatomy of the Eye		25	✓		✓	✓	✓	✓
	103N	Frame Styles - Part 1: Anatomic Adjustment		15	✓		✓	✓	✓	✓
	104N	Frame Styles - Part 2: Choosing Frames		15	✓		✓	✓	✓	✓
	105N	Frame Styles - Part 3: Measurements		15	✓		✓	✓	✓	✓
	106N	Understanding Prescriptions: Reading and Interpreting Prescriptions		15	✓		✓	✓	✓	✓
	107N	Visual Conditions		25	✓		✓	✓	✓	✓
	108N	Your First Steps Within Vision Care		25	✓		✓	✓	✓	✓


Optometry Basics (Continued)	109N	Correction of Ametropia		20	✓		✓	✓	✓	✓
	110G	How Frames are Made		25	✓				✓	✓
	111G	Ultra-Widefield Imaging: Evolving the Standard of Care		30	✓				✓	✓

ON-DEMAND WEBINARS

		You, INC.: Developing Your Personal Brand	NA	NA	✓	✓	✓	✓	✓	✓
		Retinal Screening for the VSP Primary Eye Care Plan and Diabetic Eyecare Plus Program		15	✓	✓	✓	✓	✓	✓
		Maximizing VSP Relationships	NA	NA	✓	✓	✓	✓	✓	✓
		Should Optometric Practices Require the COVID-19 Vaccine for the Workplace?	NA	NA	✓	✓	✓	✓	✓	✓
		The Building Blocks of Branding	NA	NA	✓	✓	✓	✓	✓	✓
		Infection Control in the Midst of COVID-19	NA	NA	✓	✓	✓	✓	✓	✓
		Framing the Future of Eyewear Through Frame Board Management	NA	NA	✓	✓	✓	✓	✓	✓
		Eyes on the Future: Diversity & Inclusion in Optometry	NA	NA	✓	✓	✓	✓	✓	✓
		Eyes on the Future: Key Aspects of Cultural Competence	NA	NA	✓	✓	✓	✓	✓	✓
		Eyes on the Future: Cross-Cultural Clinical Skills	NA	NA	✓	✓	✓	✓	✓	✓
		Website Best Practices: Making the Most of Your Online Storefront	NA	NA	✓	✓	✓	✓	✓	✓
		Inspired by Aloha	NA	NA	✓	✓	✓	✓	✓	✓
		Build a Recovery Communication Plan on Social Media	NA	NA	✓	✓	✓	✓	✓	✓
		Quick Tips to Improve Social Media Engagement	NA	NA	✓	✓	✓	✓	✓	✓
		Staying Connected to Patients in a Crisis	NA	NA	✓	✓	✓	✓	✓	✓

		Expert Tips to Build Your Resume with Confidence	NA	NA	✓	✓	✓	✓	✓	✓
		Telemedicine: Changing Consumer Behavior & Expectations	NA	NA	✓	✓	✓	✓	✓	✓
		Promoting Your Practice Online with a Limited Budget	NA	NA	✓	✓	✓	✓	✓	✓
		Helping You Reopen: Software Essentials Brought to you by Eyefinity	NA	NA	✓	✓	✓	✓	✓	✓
		Expert Tips to Create the Best Patient Experience with Telemedicine	NA	NA	✓	✓	✓	✓	✓	✓
		Bringing Employees Back	NA	NA	✓	✓	✓	✓	✓	✓
		Leveraging Essential Medical Eye Care Services During COVID-19	NA	NA	✓	✓	✓	✓	✓	✓
		What to Do During Downtime	NA	NA	✓	✓	✓	✓	✓	✓
		Managing Expenses	NA	NA	✓	✓	✓	✓	✓	✓
PODCASTS										
YOU and Disney U		YOU and Disney U: Work Hard, Play Hard	NA	NA	✓	✓	✓	✓	✓	✓
		YOU and Disney U: Give Back	NA	NA	✓	✓	✓	✓	✓	✓
		YOU and Disney U: Beyond Orientation	NA	NA	✓	✓	✓	✓	✓	✓
		You and Disney U: Communicate Globally	NA	NA	✓	✓	✓	✓	✓	✓
		You and Disney U: Be Willing to Change or Be Willing to Perish	NA	NA	✓	✓	✓	✓	✓	✓
		YOU and Disney U: Pulling Back the Curtain	NA	NA	✓	✓	✓	✓	✓	✓
		YOU and Disney U: The Honeymoon Will End	NA	NA	✓	✓	✓	✓	✓	✓
		YOU and Disney U: Gather Facts and Feelings	NA	NA	✓	✓	✓	✓	✓	✓
		YOU and Disney U: Balance Art and Science	NA	NA	✓	✓	✓	✓	✓	✓
		YOU and Disney U: Simplify the Complex	NA	NA	✓	✓	✓	✓	✓	✓
		YOU and Disney U: The Language of Success	NA	NA	✓	✓	✓	✓	✓	✓
		YOU and Disney U: Capture Hearts and Minds	NA	NA	✓	✓	✓	✓	✓	✓

YOU and Disney U (Continued)		YOU and Disney U: Setting the Stage for Success	NA	NA	✓	✓	✓	✓	✓	✓
		YOU and Disney U: Keep Plussing the Show	NA	NA	✓	✓	✓	✓	✓	✓
		YOU and Disney U: Introduction	NA	NA	✓	✓	✓	✓	✓	✓
Year of Premier		Year of Premier with Dr. Carol Logan	NA	NA	✓	✓	✓	✓	✓	✓
		Year of Premier with Dr. Ece Turhal	NA	NA	✓	✓	✓	✓	✓	✓
		Year of Premier with Dr. Anthony Sesto	NA	NA	✓	✓	✓	✓	✓	✓
		Year of Premier with Dr. Tonia Bradley	NA	NA	✓	✓	✓	✓	✓	✓
		Doctor Success Stories	NA	NA	✓	✓	✓	✓	✓	✓
		PPP Loan Forgiveness	NA	NA	✓	✓	✓	✓	✓	✓
		Telemedicine During Reopening	NA	NA	✓	✓	✓	✓	✓	✓
		The Road to Reopening	NA	NA	✓	✓	✓	✓	✓	✓
		The Consumer Mindset: 2-Part Series	NA	NA	✓	✓	✓	✓	✓	✓

KEY		
Badging		American Diabetes Association
		Premier Academy360
	NA	Badge Not Applicable
Course Codes	N	Network
	S	Silver
	G	Gold
	P	Platinum
	GP	Gold Version and Platinum Version