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Vision Expo West - 2023

The 7 Habits of Highly Effective Opticians



Presented by
Anthony Record, DO

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On behalf of Vision Expo, we sincerely thank you for being with us this year.

Vision Expo Has Gone Green!


We have eliminated all paper session evaluation forms. Please be sure to complete your electronic session evaluations online when you login to request your CE Letter for each course you attended! Your feedback is important to us as our Education Planning Committee considers content and speakers for future meetings to provide you with the best education possible.

Anthony Record has no financial interests to disclose.



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3 Questions and 1 Promise



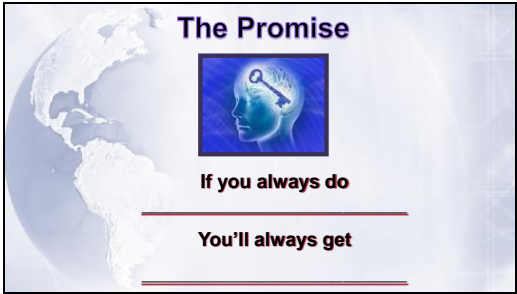
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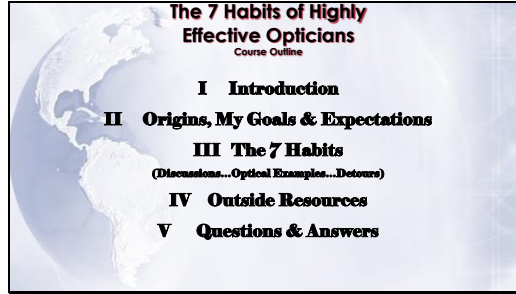
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The 7 Habits of Highly Effective People
by Dr. Stephen R. Covey

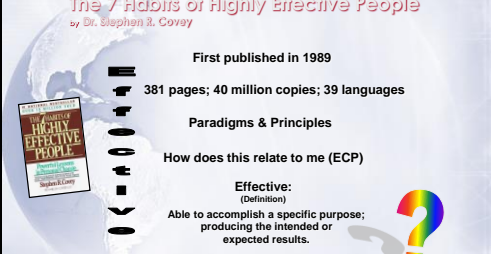
First published in 1989

381 pages; 40 million copies; 39 languages

Paradigms & Principles

How does this relate to me (ECP)

Effective:
(Definition)
Able to accomplish a specific purpose;
producing the intended or
expected results.



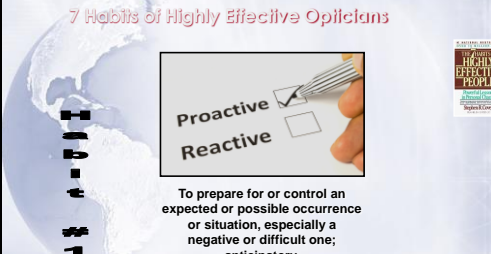
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7 Habits of Highly Effective Opticians

Proactive

Reactive

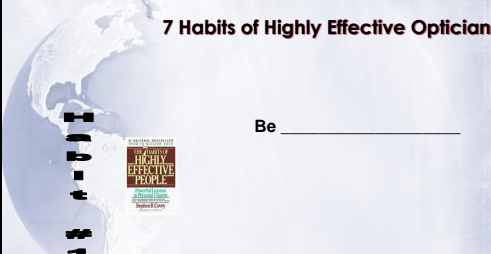
To prepare for or control an expected or possible occurrence or situation, especially a negative or difficult one; anticipatory.



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7 Habits of Highly Effective Opticians

Be _____



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7 Habits of Highly Effective Opticians

Be Proactive

Optical Examples

Group Discussion

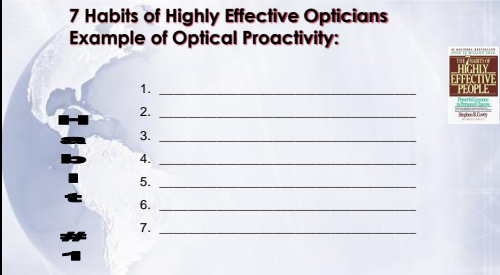



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7 Habits of Highly Effective Opticians

Example of Optical Proactivity:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____

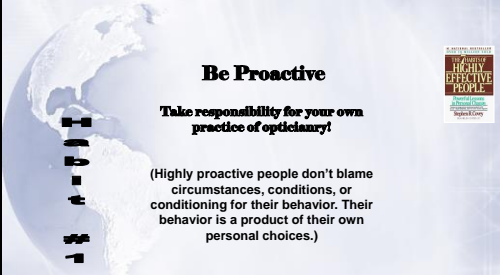



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Be Proactive

Take responsibility for your own practice of opticianry!

(Highly proactive people don't blame circumstances, conditions, or conditioning for their behavior. Their behavior is a product of their own personal choices.)



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Be Proactive

Act - or be acted upon.

(It is your own response-ability to ACT in any given situation. If you wait to be acted upon, you WILL be acted upon. Opportunities for growth, promotion, and success attend either road.)

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Be Proactive

Focus on your Circle of Influence.

(Proactive people focus their efforts on their Circle of Influence. They work on the things they can do something about.)

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What you are concerned about

What you can influence

What you can control

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7 Habits of Highly Effective Opticians

Begin With the _____ in Mind

Setting long-term goals based on "true-north" principles. If organizational in nature, involve as many people as you can. This helps achieve...




Ownership

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7 Habits of Highly Effective Opticians

Begin With the End in Mind

What is your "End"(s)?
For me - R&R
How?
Expectations
(Likes/Dislikes)
Principles vs. Convenience
Paradigm Shift
WHY vs. WHY NOT



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Begin With the End in Mind

Expand Your Perspective.

(You don't have to wait for external circumstances to create perspective-expanding experiences.)



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7 Habits of Highly Effective Opticians

Things

Prioritizing work that is aimed at achieving your goals

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7 Habits of Highly Effective Opticians

First Things First

Prioritizing work that is aimed at achieving your goals

F -
O -
C -
U -
S -

S -
M -
A -
R -
T -

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First Things First

Prioritizing work that is aimed at achieving short-term goals (e.g.)

COMPILING
TEAM STATE
UPDATED
MEASURES THE RIGHT THINGS
LAG AND LEAD MEASURES

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7 Habits of Highly Effective Opticians

First Things First
Prioritizing work that is aimed at achieving short-term goals (e.g.)

RECOMMENDED RESOURCE



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Put First Things First

"Manage" your self.

(Effective management is putting first things first. If you are an effective manager of your self, your discipline comes from within; it is a function of your independent will.)




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Put First Things First

Schedule your time wisely.

(Check your daily, weekly, monthly, or annual calendar for any appointments you may have previously made and evaluate their importance in the context of your goals.)



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Put First Things First

Learn to say NO.

(Decide what your highest priorities are and have the courage and independent willpower to say no – pleasantly, smilingly, and unapologetically – to the things that are less important to you.)

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7 Habits of Highly Effective Opticians

win win

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Think Win - Win

Take the Win-Win approach.

(Win-Win sees life as a cooperative, not a competitive arena. Win-Win is based on the paradigm that there's plenty for everybody; that one person's success is not achieved at the expense – or exclusion of the success – of others.)

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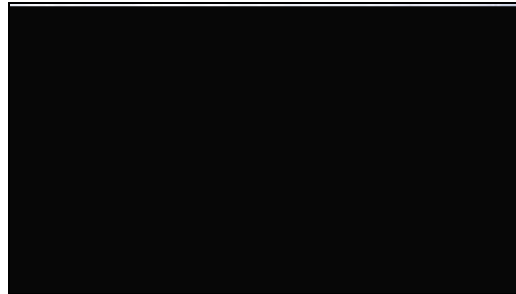
Think Win - Win

Build Win-Win Relationships.

(Trust is the essence of Win-Win relationships. Because you trust others and they trust you, you can be open; you can put your cards on the table. Even though you may see things differently, you're committed to understanding each other's viewpoints.)

7 Habits of Highly Effective People

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7 Habits of Highly Effective Opticians

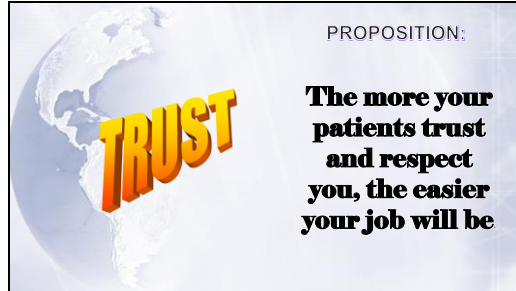
Seek First to _____ ,

Then Be _____

_____ is the Thing You Must Know the Most About
(Personality, Generations, Fashion, Trust)

Trust and Respect
The Emotional Bank Account

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PROPOSITION:

The more your patients trust and respect you, the easier your job will be

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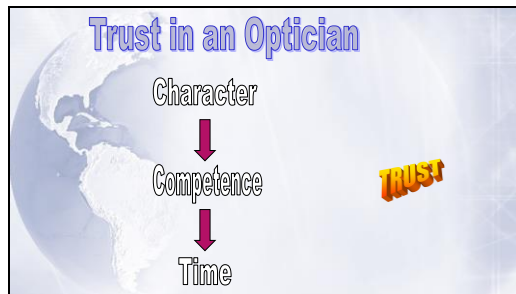


7 Habits of Highly Effective Opticians



Emotional Bank Account

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Trust in an Optician

Character

↓

Competence

↓

Time


TRUST

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7 Habits of Highly Effective Opticians

H
A
B
C
D
E
F
G

To cooperate with another or others, especially in order to achieve something or remedy something.
(Definition)



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7 Habits of Highly Effective Opticians

To cooperate with another or others, especially in order to achieve something or remedy something.

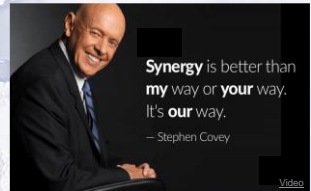
H
A
B
C
D
E
F
G

Optical Examples



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7 Habits of Highly Effective Opticians



Synergy is better than **my** way or **your** way.
It's **our** way.
— Stephen Covey

Video



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Synergize

Understand the essence of synergy.

(Simply defined, synergy means that the whole is greater than the sum of its parts. It means the relationship the parts have to each other is a part in and of itself – the most important part.)

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7 Habits of Highly Effective Opticians

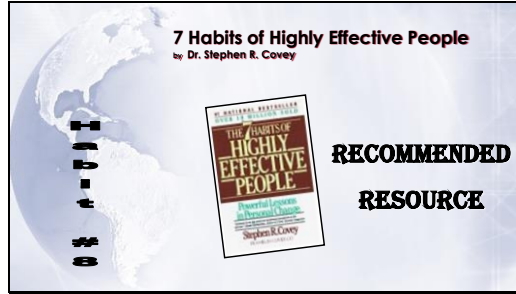
_____ the _____

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7 Habits of Highly Effective Opticians

BODY Exercise, nutrition, rest, stress management	HEART Consistent deposits in ESSE of key relationships
MIND Reading, writing, learning, study	SPIRIT Service, values qualification, experiential learning, tradition, wisdom

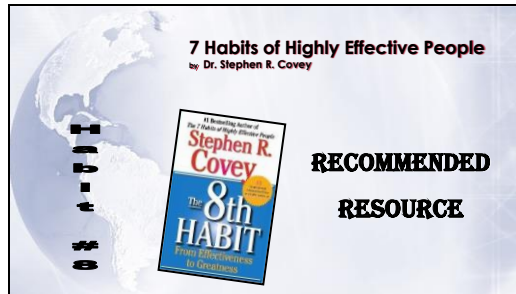
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**RECOMMENDED
RESOURCE**

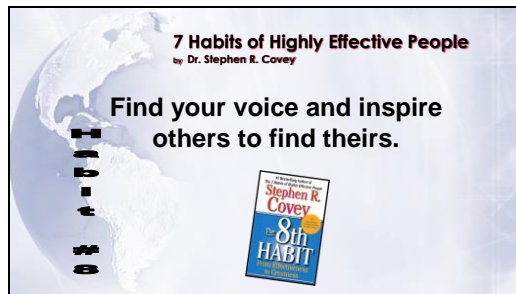
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**RECOMMENDED
RESOURCE**

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7 Habits of Highly Effective People
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**Find your voice and inspire
others to find theirs.**

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