

Dr. Kristin O'Brien, Dr. Jacqueline Theis

I Respectfully Disagree

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Ron Kemper

- VSP University and Student Relations Manager
- ron.kemper@vsp.com
- State professional relation
 - Consultant for trends, policies
- VSP global
 - Doctor governed program
 - 5 lines
 - Vision care
 - Marchon
 - Optics Group
 - Eyefinity
 - Retail
- Scholarships
 - Practice Excellence Award
 - \$4000, 3rd year only
 - Dr. Marvin R. Poston Leadership Award
 - \$4000
 - Travel Grants
 - Available to all students
- Skill Building and Career Growth
 - Eyefinity Student Certification Program
 - Online program
 - Learn how to code ICD-10/CPT codes
 - Free
 - Registration (2 weeks before date)
 - May 11
 - Aug 31
 - Practice Management Center
 - OptometryMatch.com
- Innovation
 - The Shop West - Technology
 - The Shop Midwest - Healthcare
 - The Shop East - Design
 - Level - smart glass
 - Connected to app tracking steps
 - Contributes to Eyes of Hope
 - \$100 wholesale price
 - Eyes of Hope
 - Charity arm in VSP

“I Respectfully Disagree”

Dr. Theis

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- Schooling from Berkeley
- Neuroanatomy + BV residency
- Started sports vision clinic
- Kaisers neuro multidisciplinary program

Dr. O'Brien

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- Private practice in Denver
- Schooling from Ferris
- Works with Eyecare Advisors

Why

- Important to be vocal
 - Cultivate an inviting environment to be okay to disagree
 - Move forward in a cohesive way without destroying the relationships
- Solution parent organization

How

- Focus on facts
- Don't get personal
 - Dislodge yourself from the idea
 - Listen and ask why
- Recognize the good
 - Find common ground
- Listen respectfully
 - Actively listen, give time to process what the other person says
 - Treat people how they want to be treated
 - Repeat what you heard
- Use "I" statements
 - Don't say "you did, you said"
- Know when to move on

Topics

- Student loans refinancing
 - Definitely
 - If there's a low interest rate do it
 - Refinance with an expert
 - Benefits to federal loans: bankruptcy, job hunting
 - Probably not
 - Financial advisors for student loans
 - Repay program 10% adjusted gross income
 - Do the math
 - Webinar offering free service
 - Exit counseling
- Pet Peeves
 - Conference Calls
 - Mute when no one's talking

- Punctuality
- Emails
 - Learn to be available but not TOO available
 - Delay sends
 - REPLY ALL if there are people copied on the original email
 - Get a REAL email address
- Social Media
 - Be authentic
 - Keep LinkedIn
- Residency
 - Definitely
 - Some residencies are useful for seeing the patients
 - Learn on someone else's license
 - You will always make more money
 - Do it for a reason
 - Working in a VA
 - Working in a practice in CA
 - Don't
 - Not aligned with goals: start private practice
 - No passion to specialize
 - Not necessary to be successful
 - Poor planning; don't do it if you just don't know what you want to do after graduation

Dress for Success

- Coat legitimizes us as medical professionals
- Distinguishes us from nurses
- No leggings
- High end practice
 - Patients thinking about fashion, no white coats

Private Practice is the Best

- Flexibility
 - Specialize
 - Business management
 - Choose the team
 - Flexible schedule
 - Unlimited opportunity for financial reward
- ...Maybe
 - Too much of a niche
 - Concussion clinic in Cal stadium
 - Insurance a nightmare