

# ASTIGMATIC PRESBYOPES OFTEN THRILLED THERE'S A STANDOUT OPTION FOR THEM

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— Dr. James Wood

**J**ames Wood, OD, of Wood Eyecare Center with offices in Lilburn, Lawrenceville and Monroe, Georgia, often thinks of his most challenging patients when he hears about the introduction of a lens. When he learned that the Bausch + Lomb ULTRA® Multifocal for Astigmatism was being released, he knew just whom he'd try to fit.

“I've known a patient for a long time who—until now—could not really be fitted with a soft contact lens unless it was custom-ordered—a rather time-consuming and expensive process,” he says. That patient is his wife and optometric business partner, **Susan Wood, OD**. “We have both waited for more than 15 years for this lens to come along,” he says.

Dr. Wood notes that with expanded cylinder ranges in the trial set, he is able to fit his patients that day—a critically important aspect of the patient experience. They get the chance to see how a multifocal toric lens can help them achieve clear, comfortable and stable vision, and he can minimize chair time and avoid a lengthy trial-and-error process. “Patient and doctor discover quickly whether the lenses will work,” he says. Bausch + Lomb has found that more than half of eye care professionals (ECPs) agreed that it took no additional chair time or less chair time to fit this lens compared to other multifocal lenses.<sup>1</sup> Eighty-nine percent of ECPs agreed that it is easy to achieve a successful fit during the first visit.<sup>2</sup>

## Success from the start

Dr. Wood has had success with the Bausch + Lomb ULTRA Multifocal for Astigmatism since the initial launch. “While fitting multifocal toric lenses may seem intimidating or time-consuming, it does not have to be, thanks to this lens,” he says.

The fitting process is “surprisingly straightforward, especially with the generous parameters in the fitting set,” he says. Following the fitting guide helps eliminate the guesswork. That means baby boomers and even emerging presbyopes who do not want to wear readers over their toric lenses, for example, are thrilled to learn of an alternative. This is also a demographic that shares this enthusiasm with friends, making it a good practice-building lens, he says. The demand is there.

Indeed, there are an estimated 32 million people in the U.S. who have both astigmatism and presbyopia who could potentially wear contact lenses. However, with the compromises these patients had to make in the past, many of these patients have never tried or dropped out of contact lens wear. This lens provides Dr. Wood an opportunity to reintroduce contact lens wear and feel confident that patients will appreciate the vision, stability and comfort. His patients often find that they can achieve consistently clear vision throughout the day and while driving at night.

Astigmatic presbyopes appreciate learning that there's an option available for them, he says. As contact lens wearers are among his most loyal and reliable patients in terms

of returning for annual exams, he is happy to be able to offer them another reason to stay—or come back to—contact lens wear.

The toric design uses the same OptiAlign as in the Bausch + Lomb ULTRA® for Astigmatism lens for stability and consistently clear vision. That makes it a reliable option for patients who shift their vision from near tasks to distance viewing.

## Expanded parameters

Having the lens available has been good for the practice, and with higher cylinder parameters becoming available, he can reach even more patients with special prescriptions. The lens will be available in a -2.25D cylinder and -2.75D cylinder, creating 37 percent more parameters for more than 6,000 total parameters. This expansion will provide the doctors with even more chances to present and show patients how they can benefit.

As practitioners who pride themselves and have built their reputation on contact lens fits for challenging patients, they find this lens has been a boon to the doctors and patients alike. “We both like this lens as it allows us to offer something unique to a wide range of our patient base.” **PA**

## References

<sup>1</sup>Results of an online survey with eye care professionals who completed an evaluation program for Bausch + Lomb ULTRA® Multifocal for Astigmatism contact lenses (n=219). Survey results include eye care professionals who reported that it took less chair time or no extra chair time to fit Bausch + Lomb ULTRA Multifocal for Astigmatism with a margin of error ±6.6%.

<sup>2</sup>Results of an online survey with eye care professionals who completed an evaluation program for Bausch + Lomb ULTRA Multifocal for Astigmatism contact lenses (n=219). Survey results include eye care professionals who reported that successful fitting was extremely easy, easy or somewhat easy (on a 6-point scale) during the first visit, with a margin of error ±4.1%.

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Dr. Susan Wood and Dr. James Wood