

Would you like to discuss issues in your optometric practice?

Please take a few minutes to complete this information gathering form. Be sure to write out any specific issue or problems you would like to discuss.

**Email to idealvt1@verizon.net,
or fax to 760-262-3172**

We will contact you at the number you prefer to set up your free preliminary phone consultation. We promise you this discussion will be useful and worth your time and no sales pitch or pressure.



The kids are dancing with joy because they finally got the Vision Therapy they need!

Dr. (Please print) _____

Address _____

City _____ ST _____ ZIP _____

Phone number at which you prefer to be reached: _____ Ext. _____

Email _____ Cell (optional) _____

What do we say to your staff to reach you? _____

To reach AmeerLecoq, call 760-686-4648, email idealvt1@verizon.net, or log on to www.idealvt.com.

I would like to accept your offer of a free initial telephone consultation: I understand there is no cost or obligation. Please call me at the day, time and direct number below.

I want to initiate preparation for a full consultation.

Contact me later at the time and number below.

I want to discuss the following _____

Best day and time to reach me:

Mon _____ Tue _____ Wed _____ Thu _____ Fri _____ Sat _____ **Best time** _____ a.m./p.m.

I want to learn more about:

- Consultation & training - To build a strong, organized, profitable, referral-based vision therapy practice.
- Help increasing VT enrollment, overcoming insurance, money or time considerations.
- Staff training and development. A staff-run practice: _____
- Therapist training (done in your office).
- More freedom and time away from the practice for family or other pursuits.
- Organizing so VT thrives in a managed care environment. Or eliminating managed care completely.
- Raising my net income from therapy.

Other _____

What is your biggest frustration with the therapy (or other parts) of your practice?

Please check all that apply, then add your own comments.

- Frustrated at all the people who walk away needing VT, but not getting the help they need (Low sign-up rate).
- Lack of public knowledge of the value of therapy; educators/professionals unaware of VT.
- Dealing with insurance, scheduling and/or payment issues.
- Managed care/3rd-party makes it very difficult to make vision therapy work.
- Don't have enough time with each patient to present therapy effectively.
- I would like to have more freedom to spend time with family or doing something else that's important to me.
- Reports take too much time and trouble – reports are often late or not done at all.
- Staff problems – (*Circle those that apply*) conflicts, bickering, uncooperative, poor teamwork, constant complaining, won't take responsibility, lack of training, constantly miss details, make too many mistakes, not trained well enough, sabotage VT, therapist turnover is high, problems finding good help.
- Practice net income is low.
- VT case load see-saws up and down.
- Marketing, referral networking, community outreach doesn't seem to get done or is hit and miss.
- I have tried a lot of things to promote therapy, but they don't seem to be effective or to last.
- Have no clear action plan; not quite sure where to start or exactly what to do.
- Can't seem to juggle all the details.

Are there any frustrations you are experiencing that are NOT listed? _____

Is there a particular issue(s) that you would like to focus on during your free phone consultation?

About your present vision therapy practice: Are you currently providing VT?

Yes

How many patient visits per week? _____

What levels of therapy do you provide?

- Basic visual skills
- Perceptual, info processing
- Amblyopia, strabismus, perceptual
- TBI, stroke, other

Who does the therapy?

- I do Vision Therapists Both

Are you satisfied with your present VT situation

- No Yes

Have you hit a growth plateau? No Yes

No

Do you want to start offering VT?

- No Yes

Have you attempted to start VT?

- No Yes

If yes, what stopped you.

Fax both pages of this questionnaire to Ameer Lecoq at 760-262-3172 or email it to idealvt1@verizon.net