



2005 MOA Convention: In the Fast Lane with Optometry

A wonderful location in the hills of the Ozarks and an action-packed four days awaited the MOA members who participated in the MOA 2005 Annual Convention--In the Fast Lane with Optometry held at the Chateau on the Lake, Branson, October 5-9, 2005. From high quality COPE approved CE to a total take over of a tri-level race car track, with food and music, the Kodak NASCAR in the Exhibit Hall; and a

Presidential Gala with record attendance, the days were busy and fun filled.

The activities began with a golf tournament at Ledgestone Golf Course. Fifty-two golfers participated in this event Chaired by Dr. Shane Kannarr and Dr. Tom Cullinane. This year's continuing education featured such names as Dr. David Talley, Dr. Doug Penisten, Dr. Shachar Tauber, Dr. Dan Osborn, Dr. Charles Jansen, Dr. Larry Meyers, Dr. Timothy Wingert, Dr. Jeffrey Weaver, Dr. Rich Wilson and Dr. Ryan Powell. Many Optometrists participated in the Friday and Saturday 7:00 a.m. C.E. continuing last year's initiative of early morning offerings.

The Friday Awards Luncheon featured Dr. Steven Tilley as Master of Ceremonies. Dr. Kevin Alexander, Vice President of AOA presented AOA years of service awards including 60 years award to Dr. Sam Chapman.

The ParaOptometric of the Year Award was presented by Steve Sutherlin to Vicki Rogers, Warrensburg, MO for her work with the paraoptometric board.

The MOA Young Optometrist of the Year Award was presented to Dr. Steve Tilley of Perryville, MO for his work with MOPAC and legislative issues as well as his work in the Missouri House.

Dr. Kurt Finklang was honored as the 2005 MOA Optometrist of the Year. He has been an active member of the MOA, serving as President in 1996. He also has been very active in Heart of America, just recently serving that organization as President.

Senator Christopher "Kit" Bond was recognized as the Friend of Optometry for his work with Children's Vision issues as well as being supportive of the optometric profession in Congress thru the years.

MOA business sessions were dominated by discussion about Children's Vision, an associate trustee for SLOS, Life Member recognition and Optometric Educators Service on the Missouri State Board.

Reports were given by American Optometric Association Vice President, Dr. Kevin Alexander; North Central States Optometric Council Secretary/Treasurer Dr. John Warren; UMSL – College of Optometry Dean Dr. Larry Davis; Missouri State Board of Optometry, Dr. Danny Nestleroad; ParaOptometric Section Chair, Vicki Rogers; Governmental Affairs Chair, Dr. Mark Curtis; Governmental Consultants, Scott Marrs and Jerry Burch.

The Exhibit Hall was a success and Saturday night's festivities featured the installation of the new MOA officers and trustees and the traditional passing of the gavel to the new MOA President Dr. Tom Hobbs.

President's Message

Thomas W. Hobbs, O. D., President



The Gold Standard

The year was 1996. It is hard to believe that it has been nine years since I was elected to represent the West Central Optometric Society as their trustee. It was the last meeting I missed! No Seriously I was at that meeting and I was honored to accept the position. I trust that I have earned the title over the years and that this coming year will be no less the same.

This year we have many points of interest that your MOA board will be watching: Any Willing Provider legislation to allow doctors to provide care under any insurance plan they choose to accept; assuring that every optometrist is able to practice to the fullest extent of their training; legislation that will allow doctors of optometry to be excused from jury duty if serving will be a hardship to their practice. Finally, we will work to ensure that the children of Missouri are ready for school by having their eyes examined at a pre determined time before entering the program. In the area of children's vision we have two levels we can reach for; the Gold Standard - all children having an exam before entering school, or something else.

On Thursday, October 6, 2005 Speaker Rod Jetton met with us in Branson. At that meeting he informed us that he will be introducing a children's vision bill this year. However, he went on to say that he did not believe that he had the votes for the Gold Standard and would be willing to compromise to make sure that something, anything, is placed on the books. He did go on to say that if we could show him the votes in the House and the Senate that he would be willing to work toward the Gold Standard.

So the baton has been passed. Speaker Jetton has issued us a challenge. Show him the votes! For this reason I have to believe that the only thing that stands between us and having all the children of Missouri's eyes examined at the start of school is some good old fashioned grass roots effort.

For this reason I am asking each of you to contact your colleagues, talk to them, fire them up, pump them up and get us all united in working toward this very worthwhile need. The state of Missouri has many children that have significant vision problems that should be diagnosed and treated. It will be up to us to ensure that they get the care they need. At the end of this legislative year if we have anything short of the Gold Standard, we will have no one to blame but ourselves. So let's get working and I'll see you at the Capitol.

Convention Highlights

Awards Luncheon



Dr. Kevin Alexander gives the AOA Report.



Dr. Kurt Finklang accepts "O.D. of the Year" Award.



Young O.D. of the year Dr. Steve Tilley receives award from Dr. Ken Detring.

President's Gala



Dr. Wilson's Presidential Gift.



The traditional passing of the gavel.



President Hobbs with his bobble head.

Golf Tournament



Senator Christopher “Kit” Bond receives ‘Friend of Optometry’ Award

During the MOA Annual Convention Senator Christopher “Kit” Bond was awarded the Friend of Optometry award. Zoe Lyle, Executive Director of the MOA, and longtime friend of Senator Bond’s presented the award and outlined his activities on behalf of optometrists thru the years. Explained Ms. Lyle,

“Whether it’s quietly using his position on the appropriations committee to assure optometrists continued presence in the VA hospitals or working for funding for the College of Optometry Mobile Eye Center or advocating for eye exams for children Sen. Bond has through the years shown support for good eye health.”

Senator Kit Bond has played a vital role in the effort to raise awareness about the importance of eye exams for children. This year, he revealed publicly that he has permanent vision loss caused by a late diagnosis of amblyopia when he was a child. As part of his effort to raise awareness, Senator Bond appeared in a Check Yearly, See Clearly campaign public service announcement with the National Amblyopia youth Spokesperson about the importance of eye exams for children. Although the PSA was only released this summer, it has already been published in 40 newspapers across the country and has reached more than 200,000 Americans on this important issue. Posters and stand-up cards featuring the PSA will be distributed to eye care professionals, schools, and libraries throughout Missouri.



In his acceptance of the award Sen. Bond stated,

“Thank you for this award. It is truly an honor to be considered a Friend of Optometry.

I appreciate the work that Optometrists do for all patients, but especially for kids.

Every child in Missouri deserves the opportunity to reach their full potential, but it takes more than a book-bag full of pencils, paper, books and rulers to equip children with the tools necessary to succeed in school.

Good vision is critical to learning. 80% of what kids learn in their early school years is visual.

However, according to the CDC only one in three children receive any form of preventative vision care before entering school. That means many kids are in school right now with an undetected vision problem.

One in four children has a vision problem that can interfere with the learning process. And, some children are labeled “learning disabled” or “disruptive” when they may actually have an undetected vision problem.

Seventy percent of juvenile offenders had undiagnosed vision problems. Without at least one comprehensive eye exam, some of our children will continue to fall through the cracks.

I can sympathize with these kids because I suffer from permanent vision loss in one eye as a result of undiagnosed Amblyopia in childhood. I know a few things about being a child with vision problems.

Amblyopia is the #1 cause of vision loss in young Americans. If discovered and treated early, vision loss from Amblyopia can be largely prevented.

Had I seen an eye doctor before I entered school, I could have avoided a lifetime of vision loss.”

How to Communicate With Your Legislator

Communication is a two-way process of sending and receiving ideas, opinions and information. In order for your message to be received by your legislator, you need to follow a few guidelines to help you communicate effectively.

You should first consider the method of communication to be used. Is the message urgent? Do you want a written record for review and reference by the recipient? How personal should it be? Should you telephone, fax, email, or write a letter to the legislator? How about a face-to-face meeting? Your choice should be determined by the timing and length of the communication as well as your own personal relationship with the legislator.

MOA Legislative Conference

January 9, 2006

Capitol Plaza Hotel

- 2 Hours Continuing Education
- Luncheon Legislative Address
- Cinnamon Roll Delivery
- Legislative Reception

Personal Meeting

- This is probably the most effective method of communicating, but also requires some careful planning. Remember not to rush into issues before you have made a positive impression.
- Emphasize that you are a constituent from “back home” and recognize that legislators are usually back in their home districts on Fridays when the legislature is not in session. Try to meet at his/her convenience at a restaurant or at your office.
- If you can't arrange a meeting, write a personal letter.

Letters

- Use personal or business letterhead with typed or word-processed copy. Sign your name above the typed signature.
- Identify yourself, your position and your subject in the first paragraph. State how this will affect the patients you serve, not yourself or your profession. If writing about legislation, be sure to refer to the title and bill number.
- Be brief and to the point, preferably not more than one page.
- Use your own words; avoid stereotyped phrases and sentences that give the appearance of form letters. Form letters are likely to be ignored or receive form replies.
- The return address should always appear on the letter as well as the envelope. Too often envelopes are thrown away.
- Be constructive. State how the bill could be improved if you disagree with its language or purpose. Be reasonable. Don't ask for the impossible or threaten.
- Be specific and use verifiable facts to support your points. Your own personal experience is your best supporting evidence.
- Thank your legislator if they please you with a vote on an issue. Everyone appreciates a complimentary letter and remembers it.
- Don't become a constant pen pal. Quality rather than quantity is what counts.
- Address the letter correctly:

The Honorable (full name)
Senate Post Office
Jefferson City, MO 65101
Dear Senator (last name):

OR

The Honorable (full name)
House Post Office
Jefferson City, MO 65101
Dear Representative (last name):

How to Communicate With Your Legislator (cont.)

E-Mail

High tech communication is not necessarily high touch. Your message will be more personal on your own letterhead and signed in your own handwriting, so use that approach first. Save e-mail until you are on a first name basis with your legislator and there is a need for speed in your communication.

Fax

Only slightly more personal than e-mail, a fax is appropriate if there are copies of documents or other photocopied items that must be communicated in a hurry, especially if responding to a request for information. Fax messages should be typed whenever possible.

Telephone

Use the telephone only if you have already established a good relationship with your legislator and know him/her well. It is never a good idea to rely on a telephone call alone. Follow up with a fax or e-mail.

Remember in some cases, the staff is the pipeline to the legislator. Do not neglect that relationship. Write a note of well wishes at the start of each session. Send a thank you note anytime they assist you. They work hard and are rarely thanked. They will remember you for acknowledging them.

MOA/Industry Alliance Day At UMSL – College of Optometry

A panel of practicing optometrists and representatives from the Executive Level Industry Alliance presented a seminar to the 4th and 2nd year UMSL – College of Optometry students. Issues discussed included how to decide where to practice, who to contact to determine a location or mode of practice and areas of practical issues about the first years out of school. Doctors participating were Dr. Tom Hobbs, Dr. Ken Detring, Dr. Duane Thompson, Dr. Dave Bennett, Dr. Erin Sullivan, Dr. Craig Sorce, and representing UMSL, Drs. Timothy Wingert and Howard McAlister. Participating on behalf of the Industry Alliance were Scott Kitzerow – Sutherlin, Mike Jobe – Midland, Jim Van Noy and Paul Yutesler – Ozarks and Gene Thomas, Dennis Bruns and Stan Freeburg – Duffens/Langley.

In the evening over 100 students, lab representatives and doctors gathered at Hurrahs to discuss issues surrounding post-graduation years and enjoy a bit of camaraderie.

InfantSEE Update

Infants Arrive In Doctors Offices

On June 8, 2005 Dr. Scott Jens, InfantSEE Project team chairman, appeared on the Today Show with former President Jimmy Carter and host Matt Lauer to officially launch optometry's public health program. That appearance kicked off a national media tour, including Live with Regis and Kelly, Newsweek and USA Today.



Parents interested in InfantSEE can visit www.InfantSEE.org or call (888) 396-3937 to find the name of a participating doctor. Doctors are encouraged to promote InfantSEE in their communities by visiting Downloadable Resources in the Doctor Center of www.InfantSEE.org.

If you have not yet returned the Letter of Agreement enclosed in your InfantSEE welcome packet, please do so. If you need another packet, please contact the InfantSEE coordinator at DFox@aoa.org or (800)365-2210 ext.226.

Doctors are also reminded to return their completed Assessment Forms to AOA at: InfantSEE Assessments Service, 243 N Lindbergh Blvd., Floor 1, St. Louis, MO 63141-7881.

Heart of America Congress

Wyndham Garden Hotel in Kansas City, MO will host the 2005 Heart of America Congress, November 19-20, 2005. The Behavioral Vision Project team OH will present a series of lectures and workshops on the optometric evaluation of developmental and behavioral aspects of visual performance.

Lectures will feature the evaluation of patients. Audience participation will draw out the varied aspects that are present in the testing sequence. Discussions will highlight how to organize the information derived from the evaluation of motor skills testing with other testing observations to begin forming an image of the patient's visual performance. Case presentations will be used to provide examples of actual patient problems. Supervised, hands-on workshops will allow participants an opportunity to experience administering and completing the testing protocol.

Tom Lecoq, of Lecoq Practice Development, will offer strategies for internal and external communication to schools. His topic of "Classroom Visits is a new way of addressing the frustrating problem of getting referrals from public and private school teachers. Tom is sure the group will enjoy it and find that practicing this idea will bring new patients to your office.

For registration information please contact Jane Philbrook, OD, PO Box 12174, Kansas City, KS 66112 or by phone at (913) 299-3548. Registration fee for Non OEP Associate prior to October 25 will be \$260, after that date it is \$275.

The Wyndham Garden Hotel is located at 7060 West 108th St., Overland Park, KS, and for reservations you can contact them at (913) 383-2550. Room rates are approximately \$60 per night.

Carrier Advisory Committee Report

Dr. Don Vanderfeltz attended the Carrier Advisory Committee meeting in Baltimore in September. Two areas discussed were National Provider Numbers and S Codes.

National Provider Numbers

All health care providers are eligible to receive NPIs. All HIPAA covered Healthcare providers, whether they are individuals (such as physicians, nurses, dentists, chiropractors, physical therapists, or pharmacists) or organizations (such as hospitals, home health agencies, clinics, nursing homes, residential treatment centers, laboratories, ambulance companies, group practices, health maintenance organizations, suppliers of durable medical equipment, pharmacies, etc.) must obtain an NPI for use to identify themselves in HIPAA standard transactions. Once enumerated, a provider's NPI will not change. The NPI remains with the provider regardless of job or location changes.

HIPAA covered entities such as providers completing electronic transactions, healthcare clearinghouses, and large health plans, must use only NPI to identify covered healthcare providers in standard transactions only by May 23, 2007. Small health plans must use only the NPI by May 23, 2008.

Obtaining and Sharing Your NPI

Providers and suppliers may now apply for their NPI on the National Plan and Provider Enumeration System (NPPES) web site, <https://nppes.cms.hhs.gov>. The NPPES is the only source for NPI assignment.

The NPI will replace healthcare provider identifiers in use today in standard healthcare transactions by the above dates. The application and request for an NPI does not replace the enrollment process for health plans. Enrolling in health plans authorizes you to bill and be paid for services.

Carrier Advisory Committee Report (cont.)

Healthcare providers should apply for their NPIs as soon as it is practicable for them to do so. This will facilitate the testing and transition processes and will also decrease the possibility of any interruption in claims payment. Providers may apply for an NPI in one of three ways:

- An easy web-based application process is available at · <https://nppes.cms.hhs.gov>.
- A paper application may be submitted to an entity that assigns the NPI (the Enumerator). A copy of the application, including the Enumerator's mailing address, is available at · <https://nppes.cms.hhs.gov>. A copy of the paper application may also be obtained by calling the Enumerator at 1-800-465-3203 or TTY 1-800-692-2326.
- With provider permission, an organization may submit a request for an NPI on behalf of a provider via an electronic file.

All Medicare providers are reminded that they will be required to use the NPI in Medicare claims and transactions.

The Medicare health plan is preparing a crosswalk to link NPI and Medicare legacy identifiers exclusively for Medicare business, which should enable Medicare to continue claims processing activities without interruption. NPI(s) will be verified to make sure that they were actually issued to the providers for which reported. Medicare will use the check digit to ensure the NPI(s) are valid.

CMS is currently developing on how Medicare providers should identify Medicare subparts. Further details will be provided when this policy is finalized.

S-Codes

S-Codes were also discussed at the CAC meeting. There are pros and cons to using these codes.

Top 10 reasons to dislike S-codes

- 2 systems for coding
- Insurer expansion of "content of service"
- No RUCRBRVU established
- 92015 is bundled
- Another reduced fee option for insurers
- Potential provider abuse
 - Billing multilayer fee system for the identical services
- Decreased standardization of coding exams
- Multiple definitions of "eye exam"
- Staff training difficulties
- One of your insurers may want to use them

Well Vision Examinations Possible Solutions

- Encourage HCPCS to delete S codes
- Replace S codes with Preventative Medicine codes (99381-99397)
 - Differentiated by age
 - Precedent-some carriers require for child
 - Maybe internal coding until accepted
- Differentiate examination by diagnosis

Well Vision Examinations Take Home Message

- No single, simple answer
- Confusing system at best
- No forthcoming "well vision code"
- Fear 92 codes will be deleted

Membership Information Bulletin Regarding The Missouri Sales Tax and Use Tax

Information from Mr. Albert Schoenbeck, Attorney

Jack Wright of the Missouri Taxpayer Education Group has expressed concern that, although the information released as MOA Bulletin No. 3-96 regarding Missouri Sales and Use Taxes is per se correct, it incorrectly cites State Regulation 12 CSR 10-3.154 as authority for the information.

Although at the time the case of William H. Grant, III, O.D. v. Missouri Director of Revenue was decided on December 13, 1995, State Regulation 12 CSR 10-103.154 was in effect. The current sales tax regulation is 12 CSR 10-103.395. It applies to Physicians, Dentists, and Optometrists.

12 CSR 10-103.395 is clear and comprehensive as to the obligations and privileges of optometrist regarding the payment of Missouri Sales and Use Tax. A full copy of the regulation is available to members on request to the MOA office.

In the case of William H. Grant III, O.D. vs. Missouri Director of Revenue, No. 95-001356RV (December 13, 1995), the Administrative Hearing Commission held:

(3) Purchases by duly licensed optometrists and ophthalmologists of tangible personal property including eyeglasses, frames, lenses and ophthalmic materials, and used in the practice of their professions, are deemed to be purchases for use or consumption and not for resale.

(4) An ophthalmologist or optometrist, however, is considered to be a retailer of goggles, sunglasses, colored glasses or occupational eye protective devices, frames and any other tangible personal property sold to a patient or other customer and not used by the ophthalmologist or optometrist in his/her profession of diagnosis, treatment, correction and the like of the human eye.

“Grant employed the eyeglass frames and parts and cases to render eye care to his patients, either directly or indirectly, he did not resell them. Section 144.010.1(8). No sales tax is due on his transfer of those items to his patients. Accordingly, we sustain Grant’s protest on those items of personal property.”

CAVEAT:

A Missouri Optometrist must pay a Missouri sales tax or a Missouri use tax upon his/her purchase of all ophthalmic materials, instruments, appliances, eyeglasses, eyeglass parts, frames, lenses, temples, nose pads, clip pieces, end pieces, side shields, frame chasses, eyeglass cases, contact lenses, contact lens solutions, and diagnostic and therapeutic pharmaceutical agents.

If a Missouri optometrist operates an optical shop, with display cases and price tags in a retail store setting, it is very likely that the Director of Revenue will seek to require him/her to collect sales taxes, and that local or county authorities will try to make the optometrist obtain a merchant license to operate.

Society Reports

Saint Louis Optometric Society

Jeffrey L. Weaver, OD; Thomas J. Cullinane, OD

The St Louis Optometric Society meeting on October 11 was highlighted by continuing education presented by Greg Tucker of the Missouri Small Business Development Centers. The business meeting featured discussion of the recently passed MOA Resolutions, including Resolution 19 of 2005 that resolved that an Associate Trustee be established for SLOS. Dr. Jeff Weaver and Dr. Tom Cullinane were elected at the MOA convention to fill the trustee roles. Also discussed was the renewed interest of the SLOS board in becoming more politically involved, including a \$2,500 donation to MOPAC as well as a planned intense legislative workshop in November for SLOS members.

The November 8th meeting should demonstrate SLOS's new commitment. MOA President Dr. Tom Hobbs will visit and present his State of Optometry address. The continuing education is entitled "Advocacy Skills for Patient Care and Clinical Issues." This one-hour course consists of a panel of legislators including Sen. Joan Bray, Sen. Pat Dougherty, Rep. Vicki Schneider and optometry's own Dr./Rep. Steve Tilley presenting information on how to be a good advocate and get involved in the legislative process. A mock hearing will be held demonstrating the difference between a friendly elected official and one who is unaware of optometry issues. The topic and the format promise to make this a very entertaining event.

Southwest Optometric Society

Lorry Lazenby, O.D., Trustee

SWOS met on 9-21-05 at the office of Michael Shurley. Twelve doctors were in attendance. President Erica Burton presided over the preconvention meeting. A bimonthly meeting schedule for the 2006 calendar year was adopted. This includes rotating meeting sites around the Southwest Missouri Society area and adjusting dates to allow greater doctor attendance. A CE sponsored meeting will be held in the spring. Convention attendance, MoPac and InfantSEE were discussed. Difficulties with insurance reimbursement and coding created a lengthy discussion. The next meeting will be the first week of December for a Christmas party. Doctors Michelle Pyle and Tammy Soriano are sponsors.

Greater Ozark Optometric Society

Michael C. Frier, O.D., Trustee

We are meeting on Oct. 20th for a fund raiser and again on Nov 15th for regular meeting. We hosted the MOA Convention and we sincerely hope all had a great time. We are contacting our Legislators to update them on The Children's Vision Bill. Thanks again to our own MEI for their support at the MOA Annual Convention.

Northwest Optometric Society

G. Ryan Powell, O.D. Trustee

The Northwest Optometric Society held its November meeting at Boudreaux's Restaurant in St Joe. MOA President Tom Hobbs, O.D. joined us. The meeting was sponsored by Cooper Vision. The Northwest Optometric Society also held a fundraiser for State Representative Brad Lager on October 25th at Dr. Jeff and Mary Jane Powell's home in Maryville. Representative Lager is running for the Senate seat vacated by David Klindt. Our next meeting will be on January 2nd at Boudreaux's in St. Joe. We will have C.E. from Scott Murphy, M.D. on Oculoplastics.

Teeing Off

Guest Editorial from Gary Gray, O.D., Illinois Optometric Association

If you're reading this, chances are you're a member of the IOA. If that's the case, thank you. You realize the value of membership and put our money on the line for our profession's collective good. There are a lot of OD's in Illinois who do not belong to the IOA, too many. They share the collective benefits of the IOA's efforts to advance our profession without sharing in the cost. These leeches, these parasites, these freeloaders, just coast along for the ride, while the IOA does all the work.

With apologies to Nickelodeon, I'm going to refer to these individuals as "Sponge-Off Bobs" hereafter shortened to "SOBs".

These SOBs don't contribute dues to our national, state or local societies.

These SOBs don't help shape legislation to further our profession and protect the public's welfare.

These SOBs don't help represent our profession to managed care entities or to frame, contact lens, pharmaceutical, and equipment vendors.

These SOBs don't participate in our public awareness campaigns to improve optometry's image.

These SOBs don't get our journals, our newsletters, our emails, so they miss out on details of legislation that's proposed and legislation that's passed.

They get no input on our legislative agenda and no clue as to the ramifications once laws are enacted.

These SOBs think they can rely on the Department of Professional Regulation to inform them – ha!

They don't know if CPR was required or will be required for renewal.

Without the IOA's efforts, many SOBs would be oblivious to the rapidly approaching reality of 2006 license renewal, requiring DPA and TPA certification.

They don't get discounts on CE offerings or meetings, including the IOA convention, the Midwest Vision Congress and Expo, and Optometry's Meeting, the AOA Convention.

These SOBs aren't listed in our directory so our IOA Associate Member vendors can't offer them the same deals when they use our mailing lists.

They don't get the benefits of being listed by the AOA's Doctor Locator service, referring consumers to member's offices, or the benefits of utilizing the AOA's services in matching ODs looking for practice opportunities with those offering employment or selling their practices.

Plus now, these SOBs will miss out on participating in InfantSEE, one of the greatest public health benefits ever offered by optometry, available only by AOA members.

OK, if you're a member you probably appreciate the litany of benefits that AOA/IOA membership offers.

Thanks for contributing your dues to our profession's common cause, but are you contributing in other ways?

There are too many members that just cut a check and that's the end of it. For them, a dissing, but lesser so, so no capitals, just referred to as an "sob."

These sobs don't contribute to IOAPAC or the AOAPAC or PLASMA.

They don't read their journals or newsletters or e-mails.

These sobs don't attend their local society meetings or the IOA or AOA conventions, or support our association by taking IOA-sponsored CE.

They don't participate in the legislative process, being a Keyperson, attending political receptions or golf outings, helping out in campaigns, or maybe even voting.

Look, it's our profession, yours and mine, member and non-member. We need to present a unified front to confront all the forces that we battle out in the big, bad world. We need to share the burden between all of us, in commitments of dollars, time, and effort. This needs to be a team effort, so get off the bench and into the game.

2006 - 2008 Calendar

2006

January 9
MOA Legislative Conference
Jefferson City, MO

January 12-17
Spring CE
Sandals Regency
St. Lucia

January 26-28
AOA Presidents Council
Hyatt Regency
St. Louis, MO

May 1-3
AOA Congressional Congress
JW Marriott
Pennsylvania Ave.
Washington, D. C.

May 11-13
Midwest Vision
Chicago, IL

June 21-25
AOA Congress
Las Vegas, Nevada

October 5-8
MOA Annual Convention
Lodge of the Four Seasons
Lake Ozark, MO

2007

February 15-17
Heart of America

April 23-25
AOA Congressional Congress
JW Marriott
Pennsylvania Ave.
Washington, D. C.

June 27-July 1
AOA Congress
Boston, Massachusetts

October 3-7
MOA Annual Convention
Ritz Carlton Hotel
St. Louis

2008

February 14-16
Heart of America

June 25-29
AOA Congress
Seattle, Washington

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