



BUSINESS of REFRACTIVE  
CATARACT SURGERY

— SUMMIT —

**Role Play and Reflection**  
***The Implant Consultation***

**ASCRS gratefully acknowledges the  
unrestricted educational grants received in  
support of this program from:**

**Alcon Vision, LLC  
RxSight, Inc.**



# ROLE PLAY: The Implant Consultation

Please scan the QR code and answer the reflection questions after each scenario.



## Scenario 1

A patient with early cataracts is considering an IOL. They are unsure whether to choose a standard monofocal lens or a premium multifocal lens. They are looking for guidance on which option would be best for their lifestyle and visual needs.

Faculty: Blake Williamson, Jaime Johannesen

# ROLE PLAY: The Implant Consultation

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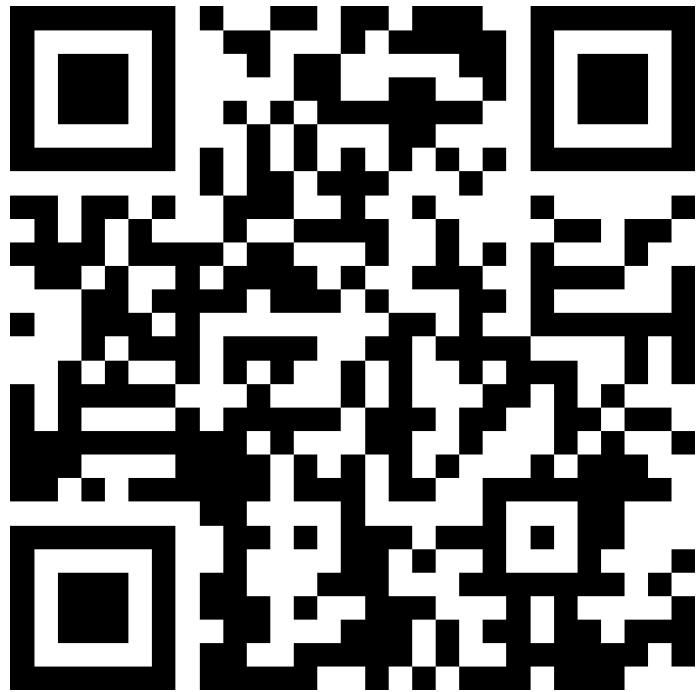
## Scenario 2

A patient is interested in premium IOL options but is concerned about the additional costs associated with them. They are unsure whether the benefits justify the extra expense.

Faculty: Rob Weinstock, Debbie Davis

# ROLE PLAY: The Implant Consultation

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## Scenario 3

A patient with significant astigmatism is considering cataract surgery. They are unsure whether to choose a toric IOL or a standard IOL and want advice on which option will best address their astigmatism and improve their vision.

Faculty: Bill Wiley, Matt Jensen

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## Scenario 4

A patient who is highly active and has specific visual demands, such as for reading fine print or working at a computer, is considering cataract surgery. They are looking for the best IOL option to meet their high visual demands.

Faculty: Rich Tipperman, Patti Barkey

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## Scenario 5

A patient has been recommended a specific type of IOL, but they are concerned about the possibility of needing a secondary procedure (such as an enhancement) if the initial results are not as expected.

Faculty: Vance Thompson, Jaime Johannesen

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## Scenario 6

A patient is wanting a refund due to dissatisfaction with outcome in a multi-surgeon practice. Demonstrate how a team can support and assist with the patient experience and relationship.

Faculty: Carrie Jacobs, Patti Barkey



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## Scenario 7

A patient is dissatisfied with added visits due to ocular surface issues that the patient chose to not face prior to surgery.

Faculty: Patti Barkey, Carrie Jacobs

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## Scenario 8

A patient comes in with unrealistic and demanding expectations. How and when to say “No.”

Faculty: Nicole Fram, Debbie Davis