Introductions and Understanding National Vision’s Philanthropic Role - Bob Stein

- One of the greatest challenges: How do we get more people involved?
  - Values dictate your mission → create an internal culture in your environment that supports your values and mission
- NVI aims to provide unique added value to philanthropic efforts like supporting VOSH (as opposed to just writing a check to an organization) both domestic and international
- Focus on sustainability: “permanent societal improvements in the delivery of care”
  - Fixed point care →
- Types of participation: active, passive, celebratory
- Challenges
  - Working against the tide of local regulations
  - Infrastructure
  - Domestic challenges: higher level of standards (a good challenge!)
- Cost of a pair of used glasses is estimated at ~$18 before it even gets to destination
  - New glasses can be more cost effective and better for the patient
  - Essilor’s Ready-to-Clip
  - Partner with local labs
  - If you return to the same site each year: leave glasses and grinders there to save costs and improve inventory
- Think in terms of “If we could do this what would it be like?” instead of “What are we capable of doing today?”

What is VOSH? - Natalie Venezia

- Have a mission statement
- “Bringing the World into Focus: The Story of VOSH” - Michael Listenberger OD, FVI (Past VOSH President)
- Franklin Harms (OD from KS) flew glasses to Mex. and VOSH was born!
- Reach out to Natalie if you are interested in being an intern
- URE: Uncorrected Refractive Error
  - Three major causes of visual impairment: URE, Cataracts, Glaucoma
- Vision Institute: great resource for statistics (visionimpactinstitute.org)
- What makes VOSH different than other nonprofits? We are boots on the ground!
- Domestic and International clinic trips
  - Disaster Relief Corps
  - Creating clinics and schools internationally (Haiti just opened!) - VOSH Corps
- VOSH Ambassador Program
- Mentorship Grants - partner with an international SVOSH chapter
- TTP (Technology Transfer Program) - collect donated optometric equipment, refurbish, and send out to new schools and clinics
  - Also loaner program starting
Brainstorming Sessions:

- Creating a standard VOSH exam report
  - Our Ideas for form organization
    - Half sheet (front & back is fine)
    - Check boxes >> circling things
  - Our Ideas for form content
    - Demographics
      - Age, sex, personal info (address, phone, etc)
    - Refractive Data
      - Dominant eye - only if strab or amblyope
      - Retinoscopy or Auto-Rx (check box or circle)
      - Glasses dispensed
    - Dilation: check boxes for dilated/undilated, with line for time of drops
    - Disease Data
      - Ocular
        - Anterior: uveitis, conjunctivitis, cataracts, other
        - Posterior: glaucoma, DR, AMD, other
      - Systemic
        - DM, HTN, CVD, Seizures/Convulsions, Pregnancy, other
    - Treatment / Management Data
      - Glasses + type (demographics, suns, readers, etc)
      - Drops/Topicals (&amount)
      - Orals (if applicable)
      - Surgical referral type, location, doctor (if known)
  - Bob’s Form
    - “Intake station" - basic info on location, health history
    - Distance/Reading pairs of glasses - hard to match add power to dist Rx
    - Glasses Inventory (SKU + Barcode)
      - Ready to Clip
- Organizing clinic findings into usable data
  - What do we care about?
    - Demographics
      - Age
      - Sex
    - Refractive Data
      - At least as specific as a range of dioptic info
      - Separate astigmatism category
    - Disease Data
      - Ocular
        - Anterior: uveitis, conjunctivitis, cataracts, other
        - Posterior: glaucoma, DR, AMD, other
      - Systemic
        - DM, HTN, CVD, Seizures/Convulsions, Pregnancy, other
    - Treatment Data
      - Glasses + type (demographics, suns, readers, etc)
      - Drops/Topicals
      - Orals (if applicable)
      - Surgical referral type
What do we not care about?
- Specific City/Address/Phone number
- Specific surgical referrals (which doc, where, etc)
- Specific dilation drops used
- Habitual Rx / LEE

What can we use for VOSH?
- What do we need for trips? (# of patients, age, gender)
- Disease breakdown (% of population?)
- Rx Breakdown (with demographics)
  - Ranges, astig, ADD power
- Number of surgical referrals + type
- Chief complaint
- Necessary equipment
- Languages spoken (%)

What can we present to donors?
- Estimated cost of treatment (Value)
- Total number of patients seen
- Drops/glasses dispensed

What we want to see on the (S)VOSH Website - (have a secretary or other position in charge of keeping these things up-to-date)
- Resources
  - Pre-Trip/Post-Trip checklist - website
  - Contact info - FB/Website
    - SPREADSHEET
  - Calendar of trips/conferences - Calendar on website, reminders on fb
  - Chapter rules/info - website
  - Exam forms/data - website
  - Language docs - website
  - Links to TTP - website
- Communications
  - Message board - facebook
  - Trip “wanted ads”/classifieds for ODs/Students - Facebook
- Photos/PR
  - Fundraising ideas/photos - facebook (questions/comments)/website
  - Links to insta/website - both

What school resources can we share with VOSH/SVOSH?
- Fundraising
  - Templates
    - Letters to donors
    - PPTs with scripts
  - Ideas
    - What worked and what failed (why?)
- Videos
  - Promotion
  - Teaching locals/volunteers - skill-based
- Trip Approvals
  - Which schools allow students to go during classes / which don’t
  - Which years are allowed to participate
- Chapter Specific Trip decision making
- How to talk to your school/administration and ask for time off
- Money Info → Stipends/Grants, etc

○ Member Expectations
  - Leadership roles, etc

○ Language forms
  - Case Hx in various languages

○ “Tips on Trips”
  - Packing lists
  - Leadership roles

○ Trip/Clinic Affiliations
  - Domestic:
    - Do you partner with VOSH?
    - Do you go with a local group (rotary, etc)?
  - International:
    - Who helps you abroad? (local rotary, local lions, VOSH/I, etc)

○ Chapter Equipment (willing to loan)
○ List of Donors
  - Big companies, etc
  - “Spread the love”

● Member retention during school
  ○ 1st year
    - Often really involved bc service fulfills service requirement
    - Have a meeting for new members (1st or any year) and educate these members about VOSH/I and membership
  ○ General:
    - Incentivize the hours systems → free hours/month, clinic pin if hours completed in first year
    - Congratulate the people who have qualified for trips
    - “Do you really want people to go on your clinic trip who aren’t willing to put in the time?”
    - Incentives for Intern position

● Remaining active after graduation
  ○ Alumni newsletter from School SVOSH Chapters
  ○ Alumni connections to VOSH chapters → educate early
  ○ Create strong bonds to VOSH/I as a student chapter
  ○ Invite recent alumni to events/clinics
  ○ Collect (non-school) info on membership forms starting in first year
  ○ PR:
    - VOSH website
    - conferences
  ○ Faculty Advisor VOSH/I membership requirement
  ○ VOSH Corps
  ○ Clinics NOT a VOSH/I requirement
    - A lot of ODs work with Lion’s Club Voucher program
  ○ Acknowledgment of VOSH/I membership
    - Window clings, stickers, certificates, etc
  ○ Brochures / coffee table books / videos / photos
  ○ Educate on using corporate affiliations to participate
• Reimbursement for recent grad membership dues if complete certain requirements
• Funding for clinics, not membership dues
• Networking
• Travel - Ambassador program as stepping stone
  ■ Application is NEW
• Student Liaison Role
• OD “Mentor” on trips
• Recent graduates come to speak at SVOSH meetings or events as a motivator for continued membership
• Fellowship Program (FVI)
  ■ Ann Edmonds runs it
  ■ $160 for the standardized test (given 1 day before Annual Meeting)
    ● Global humanitarian eyecare
  ■ Honored at Annual Mtg
• STUDENT FELLOWSHIP
  ■ Requirements?
    ● Attend annual meeting
    ● Take ‘mini’ test
    ● Attend clinic trip
    ● Be on exec board or be an intern (or both!)
  ■ Receive a pin/certificate for completion

• What can you do for VOSH?
  ○ Data collection and reporting
    ■ Report trips and dates to VOSH
    ■ Use data forms when they are available
    ■ Send member non-school emails to VOSH
  ○ Representation at VOSH annual meetings and conference calls
    ■ Invite faculty advisors
  ○ Deliver the message about VOSH and their programs to members so they will be informed and increase post-grad retention
  ○ Check email OFTEN and respond
  ○ Give positive and negative feedback to VOSH about trips and experiences
  ○ VOSH/I Intern at the school
  ○ Provide quality eyecare - within VOSH/I guidelines
  ○ Communicate with VOSH chapters
  ○ Student Fellowship
  ○ Yearly report from Outgoing SVOSH President on their chapter

• What can VOSH do for you?
  ○ Clearly lay out VOSH expectations for SVOSH Chapters
  ○ Hands-on mentorship:
    ■ Adopt-a-student or adopt-a-chapter
      ● Ask Shannon for dets
    ■ More communication from local VOSH chapters
    ■ More communication from VOSH ODs to administration at schools
  ○ SVOSH Chapter expectation guidelines
  ○ More focused VOSH presentations
    ■ Shorter relevant topic presentations → Skype events?
    ■ Workshops: Spanish for Clinics, etc
Update VOSH/I website regularly with upcoming trips, contact info, etc

- **Chapter Responsibilities**
  - Each year when new execs are elected, pass along:
    - Allpresidents email account (@svoshinternational.com)
    - Presidents Facebook group
    - School specific SVOSH Instagram/website info
    - INTERN info
  - Email vosh@vosh.org about upcoming trip dates and locations _______ months before departure
  - Collect ______ data and submit to VOSH ________ days/months after return
  - SVOSH logo

**Preparing for a VOSH/SVOSH Clinic -- Natalie Venezia**

- Determining a Clinic Site
  - Need to find a population that needs you - big cities usually don’t!
  - Find an area with enough patients (1000-2000 patients)
    - Patient notification
  - Safety!
    - Government resources

- Necessary Pre-Trip Planning:
  - Letter of invitation from:
    - Minister of Health (Federal or district)
    - Mayer
    - These help with customs, getting publicity, trip experiences
  - Communication with local optometrists/ophthalmologists
    - NO intention to steal your patients, want to help those you cannot, etc
  - Communication with local Rotary, Lions, Kiwanis
  - Customs
    - Find someone who knows someone in customs (gov’t officials generally) to help you manage customs (equipment, medications, etc)
    - Have things organized
      - Equipment: Model #, Serial #, Cost (always $0!), etc
      - Medications: Lot #, Expiration Dates, Cost (always $0!), #, etc
    - Contact them at LEAST 1 month prior, if not earlier
  - Things to talk to hosts about
    - Lodging & Transportation
      - # of people, location, cost
    - Food, Snacks, etc
    - Patient transportation
  - Register with US Embassy or Travel Registry of Canadians Abroad
  - Make sure Passports are up to date
  - Trip Logistics
    - # of days (4-5)
    - # of patients/day
  - Waiver & Release for Participants
    - If anyone participating under 18, BOTH parents must sign
    - Photo release
  - Confidential Medical Disclosure Form for all participants
○ Participant restriction form
  ■ Food allergies, food restrictions, etc
○ Info to Give your Clinic Team
  ■ Roster
  ■ Agenda/Itinerary
  ■ Host & Contact #s
  ■ Host OD/OMD
  ■ Flight & Other Transportation Information
  ■ Customs information → always tourist!, never bringing professional equipment, go through as group/individuals, etc
  ■ Mission Fees - helps in paying for luggage fees, tips, snacks, & other miscellaneous (usually less for students)
  ■ Passport → expiration at least 6 months after trip ends
  ■ Bring a ‘mini pharmacy’ → emergen-C, imodium, ibuprofen, etc
  ■ CDC information
  ■ Currency Exchange Rate / weather
  ■ Do they need a converter/adapter for electronics
  ■ Recommended equipment
    • Natalie and Michael have a good list
● During the Trip
  ○ Stress manners, tolerance, peer relations, etc
  ○ No proselytizing -- VOSH is apolitical, non-religious
  ○ Crowd control -- Pt numbers (tickets) (HOST)
  ○ Pt flow is Critical (& dynamic)
    ■ Triage helps!
      • Color coding
      • Must be an OD & Fluent speaker to be efficient
  ○ Refraction a la Michael
    ■ Skiascopy bars + 1, 2, 3, 4 D cyl trial lenses (color coded for ease)
    ■ Don’t get down to specifics → 20/20, etc
      • 20/functional or 20/happy
  ○ At the end of the trip
    ■ Last night celebratory dinner w/ or w/o hosts
      • Try to have some time with just the clinic team
    ■ Award ceremony or reflection time
      • 1 thing learned, 1 thing that surprised you, 1 thing you would improve
      • Pick up a friend: 1 thing someone did that helped you out, etc
● Post-Trip
  ○ Thank you notes
    ■ Hosts, anyone “in country”
    ■ All team members
    ■ Donors
  ○ Certificates or Gifts of appreciation
  ○ Post-Trip Accounting → important to show $ is being used for trip ONLY
  ○ Brief clinic trip video (>5 mins)
  ○ Data collection & reporting (VOSH/I)
  ○ Replenish supplies for next trip / Organize supplies
  ○ Photo drops
○ Post-Clinic meeting
○ Share your experiences
  ● Kalyn from Pacific U has a good resource that she is willing to share

Bob: “If I had to choose between the beach and Guatemala, I’m going to Guatemala. Why? Because at the beach I get a tan, but in Guatemala I get enlightened.”
THIS^^ le sob

Things **Melissa** needs to send out again :) → Annual Report, password to Member’s Only, timeline trip planning document,

Things **Shannon** needs to send again:
  ● Contact list - BEG THEM FOR ALL CONTACTS, trip info, exec board
    ○ Where do I put non-school emails :)
      ■ Do a “soft enter” → “option”+”Enter” will allow multiple addresses per box in a spreadsheet
      ■ Like for all members.. They never told me where they want that
        ● I think it should be a separate one where each tab (each sheet at bottom) is for a new chapter
        ● What else would you want to see in that spreadsheet?
          ○ Add to table below & I will create a sheet for each school (after i finish my rounds :) )
  ● Send an Intern summary

<table>
<thead>
<tr>
<th>Name</th>
<th>School email</th>
<th>Non-School email</th>
<th>Phone number?</th>
<th>?</th>
</tr>
</thead>
</table>

**Solar Charging?!?!**
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