

KANSAS OPTOMETRIC ASSOCIATION'S CONVENTION & SEMINAR 2024

ASSISTANT SCHEDULE REVISED

THURS., 4/25	3:00p - 5:00p	A: Anatomy of the Eye - It's Parts & How They Function	Mary Schmidt, ABOC, CPO	AOA/ABO	Konza - A
	3:00p - 5:00p	B: Where is My Money? It's My Money & I Want it Now	Sharon Carter, ABO, NCLE, ECOC	AOA	Konza - B
	5:00p - 7:00p	C: Building Patient Loyalty: How to Over-Deliver Service	Mary Schmidt, ABOC, CPO	AOA/ABO	Konza - A
	5:00p - 7:00p	D: Sunwear: How to Steal Market Share & Make Big Money	Sharon Carter, ABO, NCLE, ECOC	AOA	Konza - B
	7:00p - 7:45p	2024 President's Reception – Sponsored by Cherry Optical Lab			McDowell
	7:45p - 10:30p	Eyeball Pub Crawl 2024			Aggieville
	8:00a	Coffee			Kaw Nation / BB
FRI., 4/26	8:30a - 9:30a	E: Working up (and working with) Pediatrics	Erin Keim, OD		Konza - A
		F: Staff Responsibilities in Coding & Billing	Sharon Carter, ABO, NCLE, ECOC		Konza - B
	9:30a - 10:00a	Exhibit Hall Break			Kaw Nation / BB
	10:00a - 11:00a	G: Insurance Isn't Everything	Mary Schmidt, ABOC, CPO	AOA/ABO	Konza - A
	10:00a - 11:00a	H: Patient Service vs. Patient Loyalty	Sharon Carter, ABO, NCLE, ECOC	AOA/ABO	Konza - B
	11:00a - 12:30p	Lunch & Exhibits			Kaw Nation / BB
	12:30p - 1:00p	Impaired Provider: Warning Signs & How to Respond	TBA		Konza - A
	1:00p - 3:00p	I: I Object: Overcoming Patient Objections	Mary Schmidt, ABOC, CPO	AOA/ABO	Konza - A
	1:00p - 3:00p	J: Coding & Billing	Sharon Carter, ABO, NCLE, ECOC	AOA/ABO	Konza - B
	3:00p - 3:30p	Exhibit Hall Break			Kaw Nation / BB
SAT., 4/27	3:30p - 5:30p	K: Words Matter, Choose Wisely	Mary Schmidt, ABOC, CPO	AOA	Konza - A
		L: Know Your Digital Score - It's the Secret to Attracting New Patients	Sharon Carter, ABO, NCLE, ECOC	AOA	Konza - B
	Leadership Workshop - For Staff Leaders - (separate registration required)				
SAT., 4/27	8:00a	Coffee			Flint Hills
	8:30a - 9:30a	Leadership Workshop: 10 Traits of Top Leaders	Mary Schmidt, ABOC, CPO	AOA/ABO	Konza - A
	9:30a - 10:30a	Leadership Workshop: Expanding Your Team: How to Find the Right Fit	Mary Schmidt, ABOC, CPO	AOA/ABO	Konza - A
	10:30a - 11:30a	Leadership Workshop: Motivating Your Team: Step-by-Step Guide	Mary Schmidt, ABOC, CPO	AOA/ABO	Konza - A
	11:30a - 12:00p	Grab & Go Lunch (There is no cost for workshop attendees, but registration is required)			Flint Hills
12:00p - 1:00p	Office Manager's Workshop: 8 Steps That Will Elevate Your Team	Mary Schmidt, ABOC, CPO	PENDING	Konza - A	

APRIL 25-27, 2024 AT THE HILTON GARDEN INN, MANHATTAN, KANSAS