



### **Why do I need The IOL Counselor™ software?**

The increasing number of presbyopia correcting IOLs available to today's lens implant candidates requires considerably more time and effort to explain their advantages and disadvantages over traditional monofocal IOLs. Many patients are unable to focus their attention on understanding their IOL options at the time of cataract diagnosis, as they are distracted by the fear generated from knowing their eyesight may be at risk and how to fit cataract surgery into their busy schedules.

The IOL Counselor™ was created to dramatically increase the probability of your patients' selecting a presbyopia correcting IOL and to minimize the amount of time doctors and surgical counselors need to demonstrate and explain their IOL options.

The IOL Counselor™ represents a systematized approach to explaining the costs and benefits of presbyopic IOLs. Its step-by-step approach to explaining the physician's recommended IOL is easy to master by most patient counselors, regardless of their level of salesmanship.

### **What is the main feature of the IOL Counselor™ software?**

The heart of The IOL Counselor™ is its multilayered software application that contains a comprehensive series of animations, designed to help the doctor or surgical counselor explain presbyopia, cataracts, cataract surgery, monofocal IOLs, presbyopia correcting IOLs, and the affordability of choosing one of the more costly options when they elect to finance the procedure. Using CareCredit®'s payment calculator, patients are provided several low payment options while viewing the simulated images of the presbyopia correcting IOL. If interested in financing, they can be instantly linked to CareCredit's online pre-approval web site.

### **How do I get The IOL Counselor™ software?**

If you did not receive software as a U.S. based member of the ASCRS or CareCredit®, you can purchase The IOL Counselor™ software on our website or by calling Patient Education Concepts, Inc. 281.583.5577 Monday – Friday (8:00 AM to 6:00 PM Central).

### **What does it cost to maintain the IOL Counselor?**

There are no monthly or annual maintenance fees. Once you own the program, you can use it on one computer forever. Once you register and activate the IOL Counselor™ software, you are eligible to purchase additional IOL Counselor™ support materials. From time to time, new IOLs will be introduced and financing terms may be updated which will have free downloads to upgrade your software. On line purchases and Add-on items are available at [www.iolcounselor.com](http://www.iolcounselor.com), go to "Products." Check back often as new products will be added throughout the year.

### **On how many computers can I install The IOL Counselor™ software?**

The IOL Counselor CD can only be installed on one computer. Do not install the IOL Counselor on any computer other than the one you will be using to Counsel Patients.

### **How can I get a multi-user license for The IOL Counselor™ software?**

Additional copies and Multi-user Licenses can be purchased by calling Patient Education Concepts, Inc. (281) 583-5577.

## How do I register on [www.iolcounselor.com](http://www.iolcounselor.com)?

Click on “**Registration/Activation**” and begin by entering your contact information. It is important that you provide us with an accurate email so we can send you the activation code.

## How do I activate and install my The IOL Counselor™ software?

To see a tutorial on how to register and activate your CD, follow these directions:

Put the IOL Counselor™ CD into the computer you will be using to counsel patients. At the end of the installation program you will see the IOL COUNSELOR™ Activation Screen. In order to complete the installation process, you must first register your practice information to receive your Activation Code. You will need your **Computer Number** (generated by your computer) and the **CD Serial Number** (found on the back of the IOL Counselor CD) to register and activate online.

If you are not connected to the Internet on the computer you want it on, print out this page and take the Computer Number and the CD Serial Number to a computer that is connected to the Internet to proceed with registration and activation.

Click on “**Activation**” and begin entering your contact information along with the **CD Serial Number** and your unique **Computer Number**. Please note that it is very important that you provide us with an accurate email so we can send you the activation code.

Then CLICK “Continue” and your ACTIVATION CODE will be automatically sent via email to the email account you used when registering.

Once you receive the ACTIVATION CODE, go to the Activation Screen on the computer you are going to use to counsel patients and enter both the CD Serial Number and the Activation Code and press “enter”. If you want to activate this computer later, you can always return to this screen by going to the Start Menu; select: Programs; select: IOL Counselor; and then select: “IOLC-ACTIVATION”

Once you press enter, the installation process will continue for a few seconds. When the IOL COUNSELOR™ program starts, it will take you to the Set-Up page where you can customize the software for your practice.

## How do I modify the settings of the Set-Up Screen?

You should only need to enter information on the set up page one time. This information will be stored on your local harddrive, but you can change it if you need to, every time you open the IOL Counselor software. You can also change your settings while the program is running from the Module Selection page. However, you will have to enter the four-letter password “iolc” for IOL Counselor.

At the top left of the page enter the practice name and your doctor’s name. This will appear at the top of each subsequent page of the IOL Counselor™. If you have multiple doctors, you may want to leave the name of the doctor blank.

Next, enter the fees your practice would be willing to finance through CareCredit’s financing program. Notice that we do not have a fee for a Medicare patient selecting a monofocal IOL, since Medicare covers both the cost of the surgery and a standard monofocal IOL. The other fields are for “non-Medicare”, or “private pay” patients with a Premium IOL;...or a monofocal IOL with the difference between these two amounts usually being the additional cost of the premium lens.

And finally, enter the fees for Refractive Lens Exchange patients receiving a Premium or Monofocal IOLs. Also, decide if you want to enter these fees for each eye or if they represent bilateral surgery.

## I forgot my setupscreen password. How can I get a new one?

You can change the “iolc” password to any password you prefer. If you forget your password, simply close the program and open it again and you will see your password in the password field.

### **Do you have a video program that will assist in the Informed Consent process?**

Yes. We highly recommend purchasing and using the Patient Education Concepts, Inc., video program "Preparing for Cataract or Refractive Lens Exchange." This program will help supplement your written and verbal informed consent process. It is designed to help create realistic expectations about presbyopia correcting IOLs and educate patients about some of the more common risks and complications associated with lens implant surgery. This program can be purchased from PEC by calling (800) 436-9126. It can also be previewed via high speed internet connections at: [www.patientedconcepts.com](http://www.patientedconcepts.com).

### **When should I use the patient education video on the IOL Counselor™ software?**

The **Patient Video** is a six-minute overview program on presbyopia correcting IOLs. It can be used in the exam room, reception room, or counselor's office, or can be ordered from Patient Education Concepts, Inc., in DVD or CD/Video by calling (800) 436-9126. This program is copyrighted by Patient Education Concepts and cannot be reproduced without express written permission. The program uses images from the IOL Counselor™ to explain refractive errors, IOL options, and lens replacement surgery. Showing it to your patients in advance of your counseling session will further reinforce your educational efforts.

### **How can I change from the Baseball, to the Supermarket, to the Driving Scenery?**

On the Simulator page you will see three numbered icons on the far right. You can click on each icon to change the scene.

Number One is the Baseball scene, which might be more appropriate for the sports enthusiast than the Supermarket scene which is Number Two.

If you have just demonstrated one of the other day scenes, and you want to demonstrate night vision with the multifocal IOL, you can click on Number Three to switch to the "Driving" scene which has both day and night scenes.

In the day scene, the coffee cup is Zone One, the dashboard Zone Two, the children and the "Right Turn Only" sign is Zone Three, Zone Four is the "market center" and "Downtown" signs, and Zone Five is the "Store" sign in the distance.

To change from day to night, click on the "Moon" icon on the right. Notice that when you change from day to night, the coffee cup is no longer in the scene.

### **Is The IOL Counselor™ software available for Internet use?**

Yes. An Internet version of the IOL Counselor is available that can be used on your web site. Click on "[Products](#)" to see learn more about purchasing the Internet IOL Counselor feature. However, you must first own the IOL Counselor™ software before you are eligible to purchase any of the ancillary products.

### **Who do I contact for additional questions or assistance?**

Patient Education Concepts, Inc.  
800.436.9126 / 281.583.5577  
[www.patientedconcepts.com](http://www.patientedconcepts.com)