



INSIGHT

OANM News

Volume 3 Issue 1

October 2009

If you would like to contribute an idea or topic to our newsletter, please e-mail Sheri Red Shirt: sredshirt@sipi.bia.edu

Editor's Note:

Remember, you don't have to be nationally certified to join the Opticians Association of New Mexico, OANM. If you would like to become a member, all you have to do is visit our website. Memberships are available for individuals (\$55.00/ year) and commercial firms (\$125.00/year). The membership year runs from October 1, 2009 to September 30, 2010. Current members will receive a renewal sticker during our annual conference. Should you need your name changed or address updated please let us know. This newsletter is also posted on the OANM website. See the *Useful Connections* section for website location and other important websites.

Career Opportunities

Are you looking for a qualified employee or are you seeking employment where your skills will be appreciated? If so, you can list or view career opportunities by clicking on the opti-board link on the OANM website.

Farewell to a True Master

During our last meeting we witnessed one of our industries true masters in Opticianry, Michael DiSanto, ABOM. Last year, he brought a wealth of knowledge, laughter and excitement to our conference. We gave him our undivided attention, took photos and even asked him for his autograph. In parting, he expressed a desire to return to New Mexico in the future and

thanked the OANM for allowing him to speak. Unfortunately, for us and others Michael DiSanto lost his battle with cancer and died at the age of 60 on Monday, May 25, 2009. Our industry will not be the same without him. His professional commitment led to formal education through his books written to encourage professional opticians to become ABO Certified.



Mr. Michael DiSanto, ABOM
Photo ABO/NCLE OANM Speaker 2008

In honor of his life's work, the OANM would like you to join us in keeping his passion alive. We are requesting our member's post a sign at your place of work to recognize our ABO and/or NCLE certified professionals. For more ideas on how you can Honor Mr. DiSanto's memory, stop by the OANM vendors table. Be proud of your career, as he was, and encourage others to become certified professionals. Mike's career goal was to let the public know opticians are competent and qualified to do what we do best- *care about vision*.

17th Annual ABO Educational Conference 2009!

Once a year we have the opportunity to meet, greet, and network with one another. Our appreciation for the work we choose to do can be shared with seasoned opticians and new opticians. Please join us on **Friday November 13, 2009 OANM Reception**. The OANM reception is known for a night of socializing, mingling, and of course dancing! The OANM Conference will be held on **Saturday November 14, 2009**. The following speakers will make this years conference memorable:

Janice Miletich- Strategic Account Manager for DEFINITY with Essilor of America, Inc. She has been in the optical industry for over 30 years. She is a certified optician and an expert on DEFINITY lenses and DUAL ADD Technology. Her course will discuss the advantages of upgrading your patients to new eyecare technologies.
David Kindel- Regional Manager Essilor Labs of America, Inc. An Eastern New Mexico University graduate with a double major in Biology and Chemistry, David has been part of paraoptometric technology since 1973. David became District Sales Manager for Essilor earning District of the Year 2003.

Raymond Dennis- Professor, Program Coordinator of the Ophthalmic Design and Dispensing Program at Middlesex Community College in Middletown, Connecticut. Mr. Dennis has been an Editor and Author of continuing education for Review of Optometry, Vision Care Product News, Lenses and Technology, 20/20 and the American Academy of Ophthalmology.

“And the Survey Says...”

Last year's Salary Survey will go on record as a baseline assessment taken by the Opticians Association of New Mexico. In the future, we would like to increase the numbers of surveys by distributing the surveys to member's and non-members.

Question 1: *80% of people surveyed indicated certified personnel work at their place of employment.*

Question 2: *66% of people surveyed indicated a certification increases pay.*

Question 3: *70% of non-certified workers are paid \$10-\$13 per hour.*

Question 4: *65% of certified workers are paid \$12- \$18 per hour.*

Question 5:

Based on your experience, what should the average pay be for a new hire with no optical background?

Average Survey Response: \$9.38

Question 6:

What should the average pay be for a new hire with formal training/ education and no experience?

Average Survey Response: \$11.17

Question 7:

What should the average pay be for a new hire with two years experience?

Average Survey Responses: \$12.72

Question 8:

What should the average pay be for a new hire with five years experience?

Average Survey Responses: \$15.04

Question 9:

What should the average pay be for a new hire with a two year degree from an Accredited Opticianry School?

Average Survey Responses: \$16.40

If you have a topic you would like surveyed, please contact an OANM Board member with your idea. We also invite you to participate in this year's survey during our conference.

Dispensing Opticians Salary:

Information from: Health Care Salary On-Line Website

The average Dispensing Opticians Salary is calculated by the US Government Bureau of Labor Statistics from a variety of sources. According to the Bureau of Labor, Dispensing Opticians work in a number of settings including hospitals, clinics and schools. A Dispensing Opticians Salary may vary depending on the location

and the setting. The assumption was made that the Dispensing Opticians reflected here were working an average of 40 hours per week with a total of 2080 hours per year.

Dispensing Opticians Salary: Median Hourly and Annual-HOURLY-Dispensing Opticians median salary is \$16.10 per hour. The lowest 10% earn \$9.76 per hour and those in the upper 10% earn more than \$23.63 per hour. ANNUALLY-On an annual basis the median Dispensing Opticians Salary is \$33,480. The lowest 10% earn a salary of \$20,300 per year while the upper 10% earn more than \$49,160 per year. These salaries are calculated as a mean or average, Lowest and Highest Dispensing Opticians Salary. The lowest paid Dispensing Opticians earn less with mean or average wages below \$9.00 per hour. Presumably this is offset by costs of living and other factors. The lower pay levels are associated with rural areas and schools. The highest pay levels are found in major population areas where the mean or average wage is over \$24.00 per hour. Demand and low supply seem to be a significant factor in fueling higher salaries. The top FIVE paying states to earn an Dispensing Opticians salary are Massachusetts \$49,460, New Jersey \$48,340, Connecticut \$47,550, New York \$47,190, Nevada \$46,680.-top 5 Metropolitan Areas-The best city or metropolitan areas to earn an Dispensing Opticians salary are Boston-Cambridge-Quincy, MA NECTA Division \$60,070, Nassau-Suffolk, NY Metropolitan Division \$56,280, Leominster-Fitchburg-Gardner, MA \$56,040, Bridgeport-Stamford-Norwalk, CT \$54,100, Hartford-West Hartford-East Hartford, CT \$51,960-Private Practice Vs Employment-Given the nature of the work these professionals perform Dispensing Opticians are primarily employed rather than in private practice.-EMPLOYMENT DATA-According to the US Department of Labor nationally there are over 70,090 Dispensing Opticians who earn a salary through being employed.-Where They Work -Of all the Dispensing Opticians employed in the United States over 25,740 of them work in health and personal care stores. Healthcare settings where they

typically are employed include optometrist and ophthalmologist offices, hospitals and outpatient care centers. Other Industries that employ dispensing opticians: Medical equipment and supply manufacturing, employment agencies, government and colleges also employ these healthcare workers.-Benefits -Fringe benefits such as vacation, health insurance and retirement plans will vary depending on the work setting and size of the employer. Individuals in private practice will have similar benefits enjoyed by self-employed or sole proprietor businesses. A typical employment benefits package is worth over \$20,000 per year.

Support Your Vendors!

As members of the OANM, you can also benefit from purchasing directly from the vendors at our conference. Purchasing authority varies from one business to another. So, plan ahead by talking with your employers purchasing authority to discuss how to buy directly from vendors.

In addition, your membership will help the OANM continue providing continuing education credits at annual conferences. Without your support and membership, our conference would not be a success. So, thank you for your support and membership!

Upcoming Events

OANM 2010 Board Elections

If you are ready or know someone who could serve as an effective Board Member- Nominate them! Nominations for President, Vice-President, and Treasurer / Secretary will be accepted by e-mailing: oanm_edu@yahoo.com. All nominations must be received by midnight 01 DEC 2009.

Useful Connections-

-OANM- www.oanm.com
-National Federation of Opticianry Schools (NFOS) - <http://www.nfos.org>
-Dispensing Opticians Salary <http://www.healthsalaryonline.com>
-ANSI Online <http://webstore.ansi.org>
-Vision Council of America (VCA) <http://www.visionsite.org>
- ABOC/ NCLE Website www.abo-ncle.org

