Monthly FOCUS



MAY 2023

Make Every Second Count: 5 Tips and Tricks for Maximizing Your Productivity

Time is a precious commodity that can't be recovered once it's spent. Every minute wasted is a potential loss in revenue. That's why we are sharing some tips and tricks available to you exclusively from Walman Optical that will save you time in order to maximize productivity in your practice.

Check Your Job Order Status Online

Eliminate the uncertainty surrounding the delivery of a patient's order by utilizing the Check Order Status feature on our website. This tool enables you to monitor the current status of your orders in real-time, without the need to repeatedly contact your local lab for updates. Additionally, you'll have access to track when your order is expected to be delivered, allowing you to arrange dispensing appointments with your patients in advance. Say goodbye to guesswork and streamline your ordering process with Check Order Status today.

How To Check Order Statuses

- 1. Login to your Walman Optical account on www.walmanoptical.com
- 2. Select "Check Order Status" from the My Menu drop-down
- 3. View your current orders and their status

Coming Up

Can't Miss Webinar How To Use Fixed and Variable Progressive Lens Designs May 5th 11:00 - 11:30 AM CST

Walman University - Back Live! Perrysburg, OH May 10th 8:00 AM - 5:00 PM EST

Register today for any course at www.ecpadvantage.com.





On-Demand Training For Your Staff

If you've recently added a new optician who lacks experience in the optical industry, you may be concerned about how to efficiently train them without sacrificing valuable time. Fortunately, Walman Optical's education platform, ECP Advantage, offers an extensive on-demand training library that can help you quickly get your new employee up to speed. To begin, we suggest exploring the Back to Basics training series, which provides a comprehensive overview every optician needs to be successful.

Bonus! These training resources are complimentary, so you can invest in your staff's education without breaking the bank. Check out ECP Advantage's on-demand training today and empower your team to succeed!

Take a course today at www.ecpadvantage.com.

Generate Retail Price In 5 Simple Steps

Updating your retail pricing can be a time-consuming job involving extensive research and frequent switching between a price book and a calculator to ensure that your prices remain competitive but also profitable. Fortunately, the Price Tool offered on Walman Optical's website streamlines this process for you. With this tool, you can easily select the products used in your practice, indicate your desired markup, and watch as your suggested retail prices are automatically calculated. With this tool at your fingertips, you can save time and eliminate the hassle associated with updating your retail pricing.

Price Tool is available at www.walmanoptical.com/pricetool.





SpecTech Dispensing Tool

Incorporating a digital measuring tool like Walman Optical's SpecTech into your sales process can offer you several benefits, including time savings.

How Can SpecTech Save You Time?

- Speed up the frame selection process by snapping pictures of your patients in their top picks. Compare up to four frames at a time.
- Easily explain and visually show the benefits of premium add-ons like non-glare, lens thickness and customized lens designs.
- Reduce remakes by taking accurate position of wear measurements.

Ask your Walman Optical account manager on how you can add SpecTech to your practice.

Free Frame Shipping From ADO Practice Solutions & Walman Optical

ADO Practice Solutions offers the Free Frame Shipping program, run exclusively through Walman Optical labs. This program saves your staff significant time by allowing you to check each stock frame into your inventory just once, so it can remain on your display board while the lab orders patient frames directly from the manufacturer on your behalf. Additionally, you'll eliminate the expense of under-stocking and receive exclusive discounts and rebates while enjoying free shipping. Free Frame Shipping features frames from more than 25 top manufacturers offering special discounts that help your practice save even more.

Visit www.freeframeshipping.com to see how much your practice can save today!



The Only Frame Program That Can Save time, boost profitability and elevate patient care without forfeiting quality or adding to your to-do list!