



OANY Views

- Join us for live monthly meetings on the 3rd Wednesday of the month and receive continuing education credits
- Socialize and network with your fellow Opticians and enjoy the camaraderie
- Special discounts from selected sponsors for members only

The President's Corner

The cold of winter is upon us but there is a lot of warmth going on with your OANY board. We continue to work hard as we move in many new directions. Overall, our new meeting place and varied menu seems to be a success. By most accounts, everyone seems pleased that we have finally hit upon a winner. The last few meetings have been very successful, and I would like to thank everyone for supporting us. I would like to extend a special thank

you to Josh Gordon from ClearVision for bringing us a very enlightening new seminar. OANY has been working hard to get

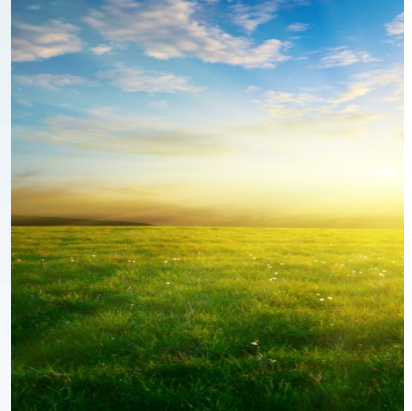
"I would once again like to extend an invitation to anyone who may be interested in joining our board."

new speakers and different continuing education seminars. At the beginning of March, we are running a series of new seminars

at The Loft optical show in NYC. This is very exciting for us, and we will give everyone more details at the next meeting (also see page 5 of this newsletter). If you are looking for more credits and are able to break free, you may want to consider coming to this show. In April we will be doing another 4-credit series of courses at the Westbury Dave & Buster's. As I try to do every month, I would once again like to extend an

(Continued on page 8)

Never Taking Our Vision For Granted



Our Mission

The Opticians Alliance of New York is an independent, not for profit organization, established to promote continuing competency and betterment of the optical health professional and to provide a standard of excellence in the optical health care for the consumer.

Tentative 2026 Schedule

Feb. 18, 2026	Bob Russo
Mar. 5th-7th	Loft Eyewear Show
Mar. 18, 2026	Save the Date
Apr. 12, 2026	Dave & Buster's
Apr. 15, 2026	Hoya
May 20, 2026	Save the Date
Jun. 17, 2026	Stephanie Maes

JOIN US AT OUR UPCOMING MEETING AT OUR NEW VENUE

MARIO'S RISTORANTE

635 OLD COUNTRY RD. PLAINVIEW, NY

ON WEDNESDAY, FEBRUARY 18, 2026

Speaker: Robert Russo
 Presentation: The Significance of Eye Symptoms
 CE Credit: 1 Contact Lens or Ophthalmic Dispensing Credit

Inside Our Feb. Issue

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Dinner Options and Schedule For Our February Meeting

Schedule of Events

7:00 to 8:00PM	Social hour, meet with sponsor (Cash bar until 7:30PM)
8:00 to 8:30PM	Business meeting
8:30 to 10:00 PM	Continuing education and raffle

Please note that no liquor can be ordered after 7:30 and no alcoholic beverages can be brought into the meeting room after 8:00

Served Family Style

Starters

Garlic Knots
Soda, Coffee, Tea

Appetizer

Baked Clams

Salad Choice

Garden
Caesar

Entrée Choices

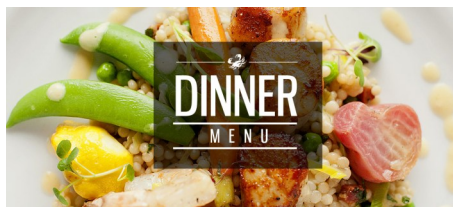
Chicken Parmigiana
Shrimp Picata
Veal Marsala

Sides

Penne with Sauce
Burnt Broccoli

Dessert

Assorted Dessert Surprises



- Dinner is \$50 per person
- 50/50 raffle optional
- Please bring exact cash or check for dinner
- Can't make dinner? Come for the CE credits!



General Information

- The Opticians Alliance of New York meets the 3rd Wednesday of the month. Schedule, sponsors, and speakers are subject to change.
- It is the responsibility of all members to sign in at the beginning of the meeting. This means sign-in on at least 2 sheets and sometimes 3. You will not receive credit for the continuing education course if you are not signed in. Our CE provider and that of the New York State Education Department prohibit issuance of credits to anyone who has not properly signed in or has not stayed for the complete course.
- If you have received a notice that your membership has to be renewed, please send in your check today. Better yet, if you're attending our upcoming meeting, you can pay by either check or credit card. If you're writing a check from your business, we kindly request that you *clearly print your name on your check* so we can properly credit you. We regret that if your dues is not paid and up to date, you will not receive your CE credits.
- Donated gifts for our raffle are greatly appreciated and will be acknowledged
- Check your e-mail daily or call any member of the Executive Board for updates to our schedule for our upcoming meeting.

OANY

P.O. Box 631
Oceanside, NY 11572
516-234-4040
Email: office@oany.org
Website: www.oany.org

OANY Officers 2025-2026

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Vice President	Mark Cohen
Secretary:	Judith Deucht
Treasurer:	Paul Heller
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	Alan Smith
Directors at Large:	Devon Morton
	Barry Santini
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	Paul Heller
	2022-2024
	2016-2019
	Anthony Fulco
	2021-2022
	Steven Lehrer
	2014-2016
	Judith Deucht
	2012-2014
	Joseph Monestere
	2010-2012
	Anthony Rebaldo
	2008-2010
	Peter Bacotti
	2005-2008
	2019-2021
Newsletter	
E-Mail Blast:	Mark Cohen
Official Photographer:	Drew Washton

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NYS Education Department Stephanie Maes

Executive Secretary for the State Board
In Ophthalmic Dispensing
The New York State Education Department
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OANY News

We are pleased to announce that OANY will be offering 2 new continuing education opportunities during the months of March and April

- March: Loft Eyewear Show
- April: Dave & Buster's

See details below and on page 5



Dave & Buster's

On Sunday, April 12, 2026, OANY will be sponsoring a continuing education event at Dave & Buster's in Westbury. We plan on offering 4 continuing credits so you'll want to save the date. More details will follow in the coming weeks.



38 Commonly Asked Questions by Patients

They say there are no stupid questions. Invision magazine asked readers to share the questions they hear most often in their day-to-day work lives, from the exam room to the sales floor. Read the [answers](#) from various Eye Care Professionals in our industry.



Winner of our 50/50 Raffle

We would like to congratulate Orlando Aquado. He was the winner of our 50/50 raffle at our January meeting.

The logo for Charmant Group, featuring the word "Charmant" in a script font above the word "GROUP" in a sans-serif font.

Koos Van Witzenburg
Territory Manager
President's Club

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AUTOMATED MERCHANT SERVICES

The logo for Automated Merchant Services (ams), featuring the lowercase letters "ams" in a stylized font with a graphic of a card or document behind the letter "s".

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More OANY News

OANY to Sponsor CE Credits at Loft Eyewear Show March 5th-7th



We are pleased to announce that **OANY will be sponsoring continuing education classes** at the Loft Eyewear show in Manhattan.

Loft is the longest running and largest independent eyewear show in the Americas. Since 2000, The Loft Eyewear Shows have been the premier independent luxury eyewear events held annually in the United States.

This year's show will be held on March 5th, 6th and 7th (from 9:00AM to 6:00PM) in Manhattan at the Chelsea Industrial & High Line Nine.

OANY would like to thank the following sponsors and speakers who are making this continuing education event possible.

Sponsor: Mitsui Chemicals

Speaker: Andrew Bruce

- Is All High Index Created Equal
- A Practical Approach to Lens Material Selection

Sponsor: Hoya

Speaker: Elizabeth Sargent

- Binocular Brilliance
- Elevating Patient Experience with Premium AR Treatments

Sponsor: Silhouette Group

Speaker: Amie Madden

- Mounting and Dismounting Compression Sleeve Rimless Eyewear

Sponsor: Shamir Insight

Speaker: Andrew Paul

- How Important are the Measurements? Compensation vs. Optimization
- I Don't Sell Glasses and Neither Do You

The dates for the continuing education classes are Thursday, March 5th and Friday March 6th and will be held at:

Chelsea Industrial
535-551 W. 28th St.
New York, NY

To register for our continuing education classes and for much more information, click on the registration link.

[Registration](#)

Come visit the expanded New York event in two fabulous locations on 28th Street in the Chelsea/Hudson Yards District. The show is now three times larger than the previous LOFT shows. The 2026 event will once again feature Loft's famous party, catering and baristas.

Continue to watch our newsletters and e-mail blasts in the coming weeks for updates.

For much more information on the show, visit the [Loft Website](#) and check out Invision Magazines [coverage](#) of the show.

Pictures From Our Jan. Meeting

Our OANV Members Who Join us for the Education and Camaraderie



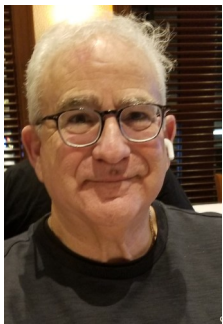
Vic Weinstein



Jeff Heller



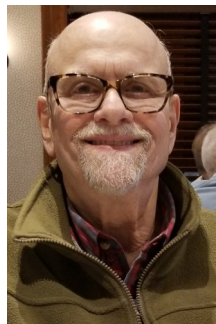
Orlando Aquado and Wendy Hollander



Dave Phillips



Mike Sabia



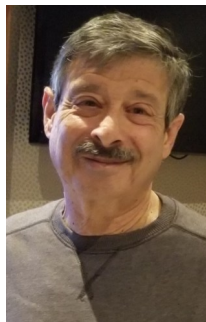
Chuck Abramson



Steven Lehrer



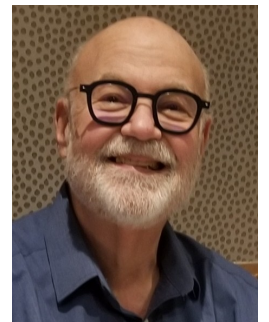
Peter Bacotti



Mark Cohen



Joe Monestere



Fred Rapps

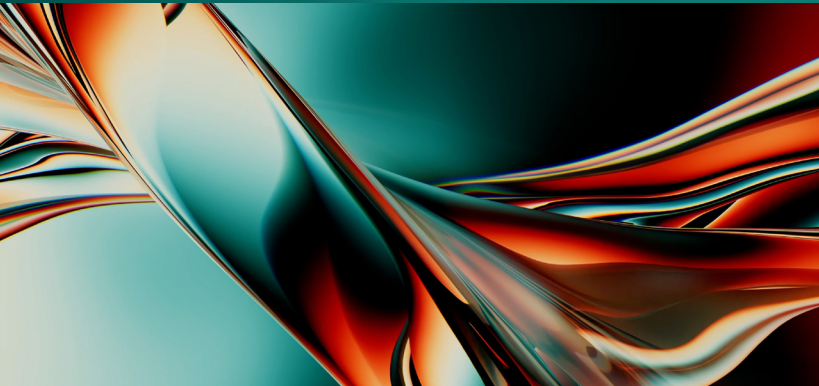
Thank you to our sponsor and our speaker

Thank you to
ClearVision
for sponsoring our
January meeting.



Josh Gordon, from ClearVision,
left. Thank you for presenting
our continuing education
course in January "Continuity of
Eye Care."

Transitions Gen[®]S



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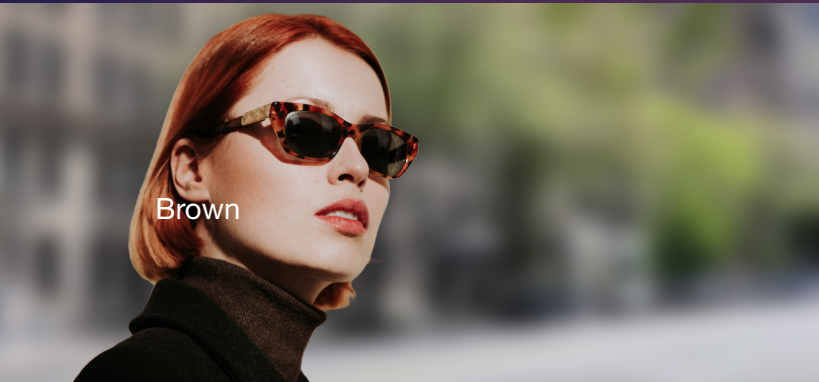
OVERCAST/LOW LIGHT // Olive green for higher contrast



OLIVE GREEN to COPPER
to DARK BROWN



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Gray-1



Brown



Copper



Green

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Brn/Brn

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Legislative Report and Other Important News in Our Industry

Editors Note: Our Legislative Report will continue each month in memory of Anthony Rebaldo, who founded this column. Anthony passed away on October 1, 2025.

- EyeMed Vision Care Agrees to Pay \$5 Million to Settle Class Action Data Breach Lawsuit. Read the article [here](#).
- Antitrust Class Action Claims EssilorLuxottica, others artificially inflated prices of eyewear. Click [here](#) to learn more.
- Insurer VSP must face eye care provider's antitrust lawsuit. Read the [story](#).
- EyeMed Vision Care Data Incident Settlement. Read about the final [settlement](#).



SOURCE: INVISION

Tip of the Day #1

When a customer says she's "just looking, give her space ... but not too much.

HOW? Don't hover but stay proximate. Straighten the frames on a nearby board or wipe down a case. To paraphrase Woody Allen, "Eighty percent of success is just being there."

WHY? You need to be within earshot or eyeshot, because every retail sale involves a "re-approach."

Tip of the Day #2

Keep it short. People can't remember more than three points.

WHY? Because our brains are designed to support action, not the memorization of great amounts of information.

HOW? Distill, distill, distill. Know the key points you want to get across in any training session with your staff or during any interaction with a customer or patient. If you need to pass on more information than that, do it via email, with brochures. or an online resource like a store or practice blog.

SOURCE: INVISION



(Continued from page 1)

invitation to anyone who may be interested in joining our board. If you're curious about the inner workings of OANY, you are welcome to attend a board meeting just to see what it's like. We would love to have you. There is so much time and work that goes into making OANY successful, that any new help would be greatly appreciated. I am aware that some people are looking for on-line credits. Please be aware that we are working to improve that system as well. I expect to be meeting with our computer people in the near future to get some updates on improving that situation. With this cold weather and icy conditions, please be careful and I look forward to seeing everyone at the February meeting. Thank you.

Steven Lehrer



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Happiness

By The Old Geezer (AKA Peter Bacotti)

How to pass along your happiness to others during the day, including your patients



What is happiness, how do we know what happiness is? Above all how do we become happy and

stay happy?

This piece of my fragile and hopelessly sick mind hopes to address this state of mind called **happiness**. A short while ago I was in the mood to put into words an article giving a short list of some of the tricks of the trade that I had learned over the years. Therefore, an article was born and well received by the opticians lucky enough to have seen and read this article. Why I even asked some lucky people to submit their own tricks of the trade for fellow professionals to benefit from. Just to let you know I am still anxiously waiting for the influx of those tricks of the trade. That is why I have elected to write this article to foster some of you to reconsider and offer some new tricks of the trade that everyone can make use of, me included.

I would think that happiness starts with you being happy and then that happiness passed on to others we encounter during the day. What a world it would be if everyone we encountered would be a little happier by our seeing and interacting with us.

Happiness should start with getting up in the morning on the right side of bed, looking forward to and wanting

to start that day. My day starts at Dunkin Donuts with a coffee and newspaper greeting people with a hello as they come in and have a great day upon leaving. What a feeling having it returned right back to me. I do not even know most of these peoples names but they after a while give a smile and hi there to me even if I do not initiate the contact. The day now starts with a smile for them and me, and many times will lead to a more interesting relationship and sometimes a customer.

Now that I have had my wakeup coffee and a happy send off to my workday, it moves along to opening the business and phoning the patients to let them know their glasses and contact lenses are ready for pickup. This is a great way of making someone happy. This call elicits responses, by finding out a little more about each patient. Inquiring about their day and health gives leads into conversation for the next visit. Who does not feel happy and special when people remember you and ask about your interests and personal things, which makes us more than a dollar sign.

Once this is finished, the ordering of work to the labs takes place with calls to them to check on jobs in process. I have not met most of these wonderful people, but I do feel like I have known them most of my life. They make me happy that I am remembered and liked (hopefully). Taking time to ask about health and how everything there is going makes them happy. This will make them aware of knowing someone cares about them. This also greases the

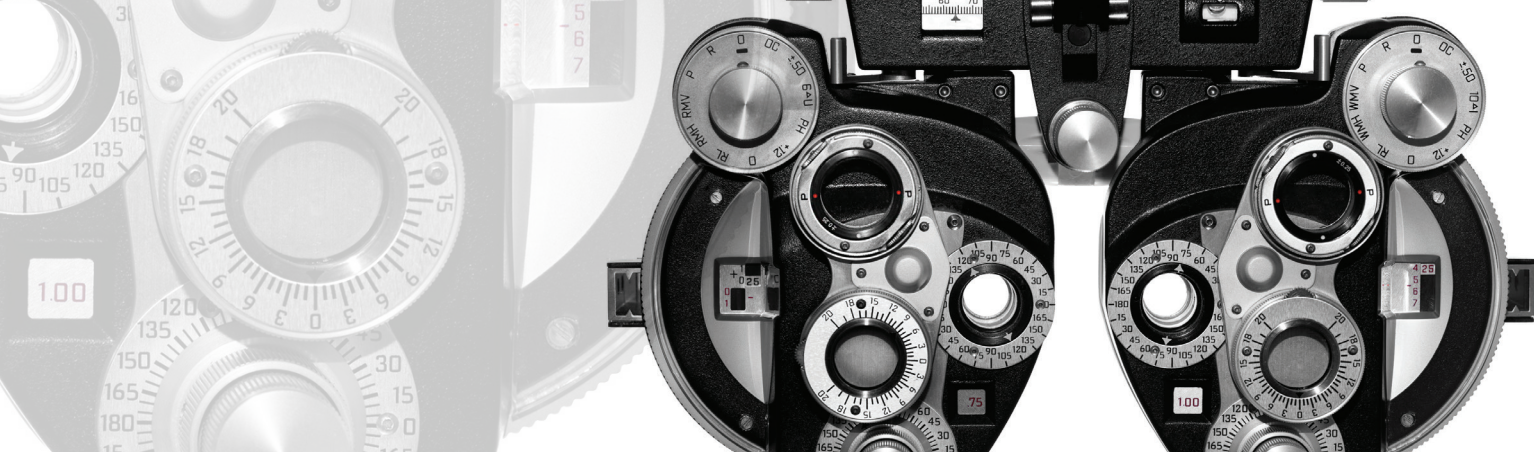
way to better service and favors from them.

Over the years, I have found that a few extra minutes with an individual talking about their golf game or fishing trip or what interests we found out about them make a big difference. They are happy and made to feel like a friend or family member that is happiness and wanting to return.

The day sure passes much faster this way I am happy to say. I can close up the shop and leave feeling happy and not carrying bad vibes. That then makes the people I meet after work and at home happier to greet me and want to be with me. This will also furnish us with a good night's rest, being happy to know I maybe have made some people have a better day with my happiness.

The little things count and make the difference in a person's life. The little extra service we offer, the taking time to inquire and care about them, the making them happy and wanting to see us again.

My happiness has been knowing and having ALL OF YOU in my life, what more could I ask for. You have made my years a happy one.



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Opticians Alliance of New York (OANY)

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- Member of the United Opticians Association (UOA)
- Timely e-mail blasts

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Cell Phone* _____ Home Phone _____

E-Mail Address* _____ License* # _____

Birthday Information Month _____ Day _____

(to acknowledge your birthday in our monthly newsletter)

- Annual Membership fee is \$125. Please enclose your check made out to the **Opticians Alliance of New York**. You can also make a one-time credit card payment by filling out the information on the reverse side of this application.
- As an added benefit when you join our organization, your first year's membership is 14 months starting with the date your application is accepted for membership. Thereafter, membership is for 1 year and is renewed on your anniversary date. Your anniversary date is 14 months after your application is accepted for membership.

Mail application and check to:
Opticians Alliance of New York
P.O. Box 631
Oceanside, NY 11572-0631
Office Phone: 516-234-4040
Website: oany.org

One Time Credit Card Payment Authorization Form

Sign and complete this form to authorize **Opticians Alliance of New York Inc.** to make a onetime debit to your credit card listed below.

By signing this form, you will give us permission to debit your account for the amount indicated on or after the indicated date. **This is permission for a single transaction only and does not provide authorization for any additional unrelated debits or credits to your account.**

Please complete the information below:

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(full name)

account indicated below for _____ on or after _____. This payment is for

(amount)

(date)

_____.

(description of goods/services)

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Phone# _____

City, State, Zip _____

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Cell Phone # _____ Cell Phone Carrier _____

Account Type: ☒ Visa ☒ MasterCard ☐ AMEX ☒ Discover

Cardholder Name _____

Account Number _____

Expiration Date _____

CVV2 (3 digit number on back of Visa/MC, 4 digits on front of AMEX) _____

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DATE _____

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22 Gazza Boulevard • Farmingdale, NY 11735

Robert P. Lupo, Jr.
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www.centralopticalny.com
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