



Common Patient Objections

Patient Conversation Pearls



“I’m doing OK with drops. I don’t need surgery yet.”

Think “interventional glaucoma”

- Don’t wait until glaucoma is too severe to intervene
- Mild to moderate with quality-of-life issues

Use visual field and OCT to show progression

“My eyes are so dry! I can’t handle anymore glaucoma drops.”

- Patients like this are highly motivated to have glaucoma surgical intervention
- You can’t wait to intervene with surgery when patients are this uncomfortable
- Need MIGS procedure before they have cataract

OSD IMPROVEMENT IN IMPLANTED EYES¹



- Prospective, multicenter trial evaluating four ocular surface metrics 3 months post-stent implantation.
- n=47 eyes
- Other ocular health metrics improved as well:
 - 49% longer time to tear break-up (FTBUT) ($p < 0.0001$)
 - Significantly reduced corneal/conjunctival staining (Oxford Schema) ($p < 0.0001$)
 - Trend toward less hyperemia (Efron Score)



“There are so many surgical options. I don’t know which is right for me.”

Inform patients on their options and make a strong recommendation

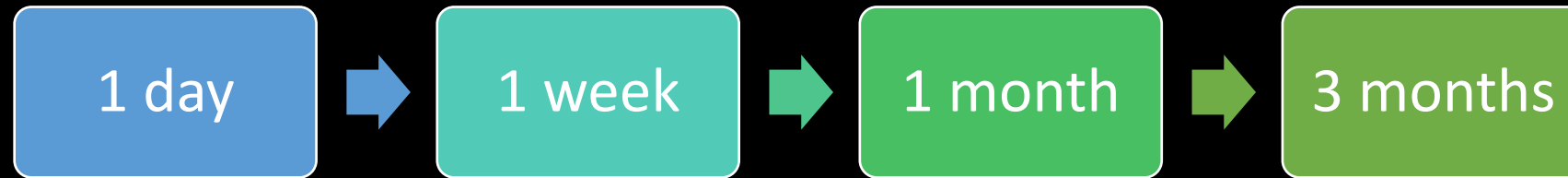
- Use verbiage such as “I strongly recommend/suggest”
- Patients are looking for a recommendation
- Encourage patients to take action
- Helpful for patient to hear a recommendation from referring doctor and surgeon

Panel Discussion:

How Do You Manage Patients
Postoperatively?

Setting Post-op Expectations

Timing for follow-up visits:



Key tests to perform at each follow-up visit:

- Visual acuity
- Slit lamp/anterior segment exam
- IOP
- Dilated Fundus Exam
- (Gonio on at least one post-op visit)

Setting Post-op Expectations: Vision

Prepare patients for hazy/cloudy vision in the days after the procedure

- When is RBCs/reflux blood in AC expected to go away?

Set expectations about how and when measure success of procedure

- Not looking for immediate IOP reduction
- Takes time to get IOP levels down. Stabilized IOP within a few months
- Encourage them to not be discouraged. This is to be expected.

Setting Post-op Expectations: IOP

Set expectations about how and when measure success of procedure

- Not looking for immediate IOP reduction
- Takes time to get IOP levels down. Stabilized IOP within a few months
- Encourage them to not be discouraged. This is to be expected.
- When is full IOP reduction typically reached?
- How should IOP spikes be managed?

Setting Post-op Expectations: Medications

- How long should post-op antibiotic be maintained?
- How long should steroid taper be?
- When can glaucoma meds be discontinued?

Panel Discussion:

Why is it important to be co-managing with a surgeon that has multiple MIGS devices?



Partnering with a Surgeon: Keys to Effective Co- Management

- Ensure open line of communication
- Provide a letter to the surgeon
 - Allergies
 - Medical History (ex. patient on maximum meds)
 - Laser History
 - Share thoughts on referral for surgical intervention
 - Highlight discussion with patient about MIGS procedure

Find glaucoma surgeon who is:

- Using multiple MIGS devices
- Embraces the collaborative care model

Summary

- Think “interventional glaucoma”
- MIGS can be used in pseudophakic patients, in combination with cataract surgery, and as standalone procedure in pre-cataract patient
- Listen and respond to patient complaints
- Set post-op expectations
- Effectively co-manage MIGS patients

Audience Question #14

After what you learned today, what percentage of your glaucoma patients would you estimate are candidates for a MIGS procedure?

- a) 0%
- b) 1-5%
- c) 6-10%
- d) 11-15%
- e) 16-20%
- f) 21-40%
- g) More than 40%

Audience Question #15

After what you learned today, how strongly do you agree with the following statement? “Surgery should be a last resort when managing glaucoma patients.”

- a) Strongly agree
- b) Agree
- c) Neutral
- d) Disagree
- e) Strongly disagree

Audience Question #16

After what you learned today, how confident are you in your understanding of which MIGS device to use during different stages of glaucoma disease progression?

- a) Very confident
- b) Confident
- c) Neutral
- d) Not so confident
- e) Not confident at all