

It's school time again! As an optician, you probably feel this enthusiasm in your office every year. Justin Barry, who is celebrating 25 years in business this year and who regularly deals with children, graciously accepted our request to share some tips about fitting kids with eyewear.

FITTING KIDS' GLASSES

By Justin Barry, RO

As most parents know, kids can be tough on their toys, tough on their clothes and tough on their glasses. Sometimes they're even tough to fit with eyewear. Here's a couple of things I've learned over the last 25 years with fitting kids with glasses.

Remember that **you are the professional, so take control to help the child and parents pick the proper eyewear.** Ensure that the parents understand the merits of proper fitting eyewear for their child and the benefits of A/R coatings, blue light protection, transition lenses and Rx sunglasses.



Ask questions – Does the child play sports? Do they read a lot? What are the child's hobbies? If their child plays sports possibly suggest a sports frame or at least a sports band to hold the glasses in place.



Kids like colours – have a good selection of frames in order for the child to have input on their eyewear. If it's the child's first pair, be positive about wearing glasses – they can be a fashion statement, make reference to other people they look up to that wear glasses.

When fitting the glasses, get down to the same level as the child, which may mean that you get on the floor. Ensure that the frames are snug and sitting properly on their nose but not causing any pressure behind their ears. If the child is old enough to understand, explain the importance of proper fitting glasses and always offer FREE adjustments when necessary.

Provide a cleaning cloth and spray with the eyewear and explain the importance of clean lenses. **Make sure the products you sell are of good quality and have a good warranty.** If something does go wrong, fix the problem immediately.



Although it may take some time to initially fit the glasses, sometimes the reward of having a child see things clearly for the first time is certainly worth it. Remember, if the child is happy and the parents are happy – you'll have customers for life.

That's it for my suggestions for fitting kids properly with eyewear – and the good news is – kids seldom require bifocals.