

# Advancing Eyecare Insider

Employee Newsletter | Issue 9 | August 2024

## Enjoy the new issue of the Advancing Eyecare Insider!

Thank you to our incredible AEC team for your continued hard work and dedication. As we approach our busiest season, we will continue to work together to put our customers first and to make a difference in all that we do. We're grateful you're here!

## Welcome, EyeEfficient!

We are excited to welcome the EyeEfficient team to our Advancing Eyecare family. EyeEfficient has built a solid reputation in ophthalmic instrumentation over the last 30 years. They specialize in providing eye care providers with a carefully curated line of diagnostic instruments that are well-made and well-priced. EyeEfficient works with a network of third-party distributors and independent representatives to bring specific lines of products to providers nationwide.

Based in Twinsburg, Ohio, founder Mark Newkirk will continue as President of the EyeEfficient division. We look forward to working together to leverage the expansive capabilities of Advancing Eyecare to foster continued growth for the company. **Welcome to the team!**



## Marco Lombart Team Kicks Off Q3 with a Big Bang!

Product Training, Motivational Messages, and Camaraderie

Members from the former Marco and Lombart sales teams recently met in Jacksonville for face-to-face time to get to know one another and discuss year-end sales strategies as the new Marco Lombart. The meeting kicked off with an inspirational message from Mike Massimino, former NASA astronaut, best-selling author, Big Bang Theory alumnae and the first person to tweet from space. His stories about NASA and his personal experiences were both motivational and eye opening, including how the US bridged the gap with Russia to work towards a common goal of space expansion, resonating with the team as they came together as one Marco Lombart team. The team also attended extensive product knowledge sessions, which were facilitated by peer subject matter experts and the Advancing Eyecare training and clinical support team. The training provided not only product knowledge but also the latest industry trends and sales strategies, helping the team to stay competitive in a rapidly evolving market. They rounded out the week with some friendly competition and year-end goal setting.

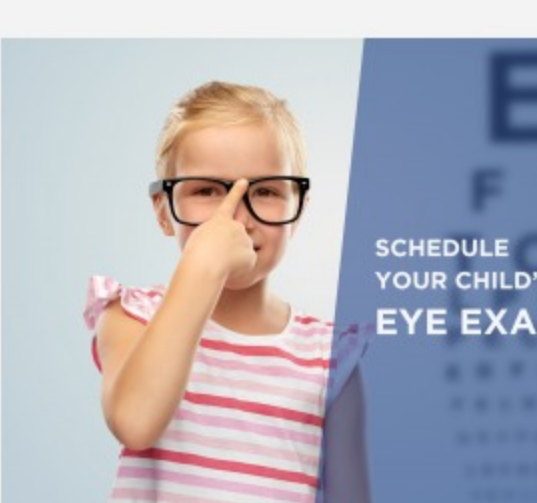


## Advancing Eyecare Supporting Our Communities

While together for the mid-year sales meeting, the Marco Lombart team had the chance to spend an evening of fun, philanthropy, and teamwork as they gave back to the local Jacksonville community. The team created 100 teddy bears and made a monetary donation to Wolfson Children's Hospital, a not-for-profit hospital that treats all children, regardless of ability to pay. Thank you Marco Lombart team for putting your hearts into action to create these special bears and supporting the needs of the children at Wolfson Children's Hospital. View the inspiring video about Wolfson Children's Hospital.



## August is Children's Eye Health & Safety Month



The American Academy of Ophthalmology has designated August as Children's Eye Health & Safety Month to raise awareness about the importance of taking care of children's eyes. Good eyesight and eye health are essential for a child's physical and cognitive development and it's important for parents to stay on top of the issue. Statistics reveal that one in 20 children between the ages of three and five has a serious eye problem that, if left untreated, could result in permanent vision impairment.

There are many ways to support this important initiative, including encouraging parents to schedule an eye exam for their children and raising awareness through social media posts. You can like and repost Advancing Eyecare posts or create one of your own and include #ChildrensEyeHealthSafetyMonth.

### Eye Diseases

ADVANCING EYECARE IS CURRENTLY CLOSED FOR THE MONTH OF AUGUST. PLEASE RETURN TO ADVANCING EYECARE FOR THE NEXT DRAWING. DRAWING WILL BE HELD ON AUGUST 31, 2024.

Deadline to enter is 8/23/2024.

Enter your name in the box below.

First Name: \_\_\_\_\_

Last Name: \_\_\_\_\_

Phone Number: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

**Take the AEC Eye Exam to be entered into a drawing for cool prizes!**

Three winners will be randomly drawn. Deadline to enter is August 23, 2024. Click the image to take the exam and enter!

## HR Wellness Corner - The Benefits of Regular Exercise

Regular exercise is crucial for maintaining overall health and well-being, offering a range of benefits that extend far beyond just physical fitness. Below are some benefits and tips about how to keep yourself active and healthy, provided by our US wellness partner Cigna.

### Physical & Mental Benefits of Staying Active

- Help maintain or lose weight by increasing metabolism and building muscle mass
- Can reduce the impact of illness and chronic disease. People who exercise have:
  - Improved immune and digestive systems
  - Better blood pressure and bone density
  - Lower risk of Alzheimer's disease, diabetes, obesity, heart disease, osteoporosis, hip fractures, and certain cancers
- Enhanced mobility, flexibility, and balance
- Extended lifespan
- Improve sleep, mood, and self-confidence - exercise is a huge stress reliever and produces endorphins.
- Staying physically active can help keep your brain active.

### Tips for Staying Active

- Walking - This is a perfect way to start exercising
- Sports or fitness classes - These keep you motivated
- Water aerobics and water sports - Improves your cardiovascular system while reducing stress and strain on your body's joints
- Yoga - Improves strength, flexibility, and balance
- Tai chi and qi gong - Increase balance and strength

Learn more about the benefits of physical activity by visiting the Centers for Disease Control and Prevention website.

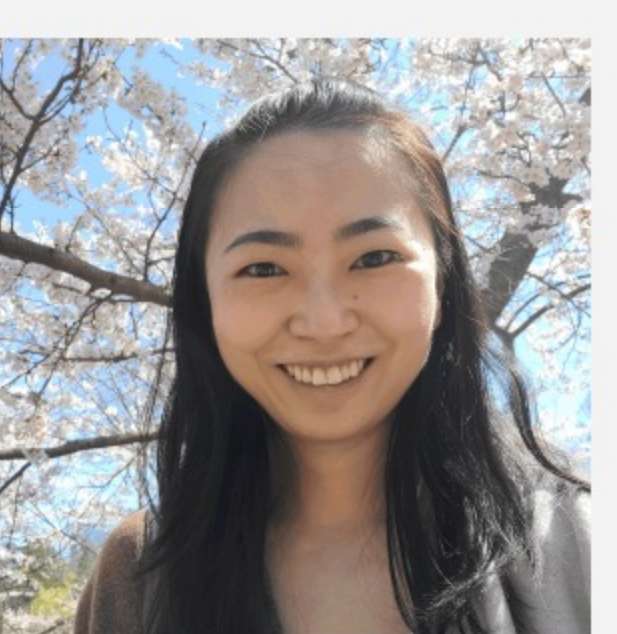


## Expanding Excellence: Clinical Support Team Promotions & Updates

We are pleased to announce several key changes within our Clinical Support team. **Stacy-Lee Annis** has been promoted to Clinical Support Manager and will now oversee the Clinical Support Team across Advancing Eyecare in Canada, the USA, and Mexico, aligning with the successful model previously established at INNOVA. **Jiayi Zhu** will now lead the Clinical Support Team in Canada as the Clinical Support Team Lead, bringing her expertise and dedication to this important role. Additionally, **Maria Pulido** steps into the role of Training Specialist, where she will focus on enhancing the skills and knowledge within our team. Congratulations to Stacy-Lee, Jiayi, and Maria on their well-deserved new roles!



Stacy-Lee Annis



Jiayi Zhu



Maria Pulido

## Spotlight: AEC Services Introduces New Lead Technician Role

The Advancing Eyecare Services team has experienced rapid growth and with that can come growing pains. To tackle the issue head on, a new Lead Technician position was created. The position combines technical expertise with leadership responsibilities to ensure the smooth functioning of our field service team. Their primary focus is on mentoring technicians and serving as a central point for technical inquiries and process knowledge. Congratulations to our recently promoted Lead Field Service Technicians!



**BILL BARNES**  
Georgia/East Region



**RON CURRAN**  
New England/East Region

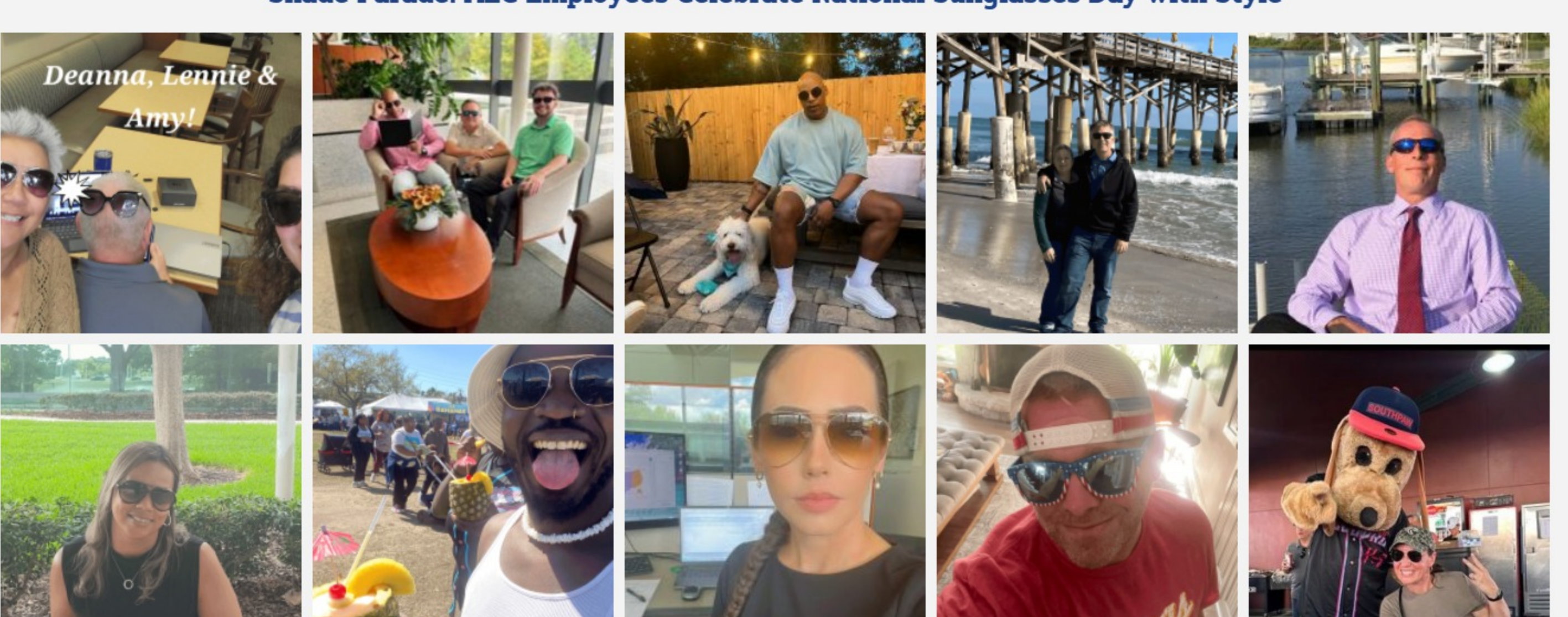


**MATTHEW VOLK**  
Wisconsin/West Region



**IAN VILLAESCUSA**  
Irvine, CA/West Region

## Shade Parade: AEC Employees Celebrate National Sunglasses Day with Style



## Highlights From Our Recent Employee Gatherings



## Welcome to All of Our Recent New Hires!

+ APRIL
+ MAY
+ JUNE
- JULY

- Shatice Blue, AEC Customer Experience Specialist
- Teresa Gary, AEC AR Collections Specialist
- Luis Gutierrez Medina, S4Optik Service Engineer
- Andia Jackson, AEC Customer Experience Specialist
- Darrissa Martin, AEC Customer Experience Specialist
- Rodrigo Padilla Apango, S4Optik Sales
- Ian Perez, Santinelli Sales Consultant
- Zenobia Riley, AEC Customer Experience Specialist
- Luis Enrique Sanchez Ramirez, S4Optik Sales
- Rajnal Vargas, AEC Field Service Technician
- Cecilia Vargas, AEC Senior Accountant

## Celebrating Milestone Work Anniversaries

Celebrating April - July milestone anniversaries. Thank you for your hard work, dedication, and loyalty!

30+ years	26-30 years	20-25 years
<ul style="list-style-type: none"> <li>• Bill Barnes, AEC Lead Field Service Technician - 38 years</li> <li>• Debby Elder, AEC Inventory Processor - 32 years</li> <li>• John Thatcher, INNOVA Sr. Bench Technician - 31 years</li> </ul>	<ul style="list-style-type: none"> <li>• Adrienne Lauro, Sios Administrator - 27 years</li> <li>• Vincent Costanzo, AEC Technical Specialist - 28 years</li> <li>• Joshua Hughes, AEC Field Service Technician - 28 years</li> <li>• David Simpson, AEC Warehouse Associate - 29 years</li> <li>• Greg Gant, AEC Customer Service Rep - 26 years</li> <li>• Jocelyn Hamilton, SVP AEC Corporate Accounts - 26 years</li> <li>• Robert Metelsky, INNOVA Product Manager - 29 years</li> <li>• Ruthann Schwab, AEC Government Business Manager - 30 years</li> </ul>	<ul style="list-style-type: none"> <li>• Mark Bell, AEC Field Service Technician - 25 years</li> <li>• Rick Clemente, President, Santinelli - 21 years</li> <li>• Caroline Duperron, INNOVA Corporate Sales - 22 years</li> <li>• Carl Metcalf, Receiving Clerk - 24 years</li> <li>• Maya Bowen, Director of Wavefront - 22 years</li> <li>• Randy Dykman, VP National &amp; Corporate Accounts - 21 years</li> <li>• Ginny Fannin, AEC Service Technician - 23 years</li> <li>• Lennie Olson, System Administrator - 24 years</li> <li>• Enrique Ortiz, Field Service Technician - 24 years</li> </ul>

Do you have ideas for our next issue of The AEC Insider? [SHARE NOW](#)

### Newsletter Archive

- AEC Insider Issue 1 - August 2021
- AEC Insider Issue 2 - November 2021
- AEC Insider Issue 3 - August 2022
- AEC Insider Issue 4 - January 2023
- AEC Insider Issue 5 - May 2023
- AEC Insider Issue 6 - August 2023
- AEC Insider Issue 7 - November 2023
- AEC Insider Issue 8 - April 2024

Advancing Eyecare is an Equal Opportunity Employer.