



Interactive Biometry Course

If you want to improve your understanding of Biometry, if you want to understand about calculations, where topography fits into Biometry and how to read a biometry report, this is the course for you.

The Med Sales Academy introduce an easy way to learn about Biometry. Suited to Nurses, Technicians, or anyone with an interest, this course will cover the basics of Biometry
Over the 30 Days on this course you will learn how good biometry can deliver better patient outcomes.

Interactive Forum

Using Zoom video conferencing you can take an active part in the course, asking questions as you learn. It feels like we are all together in a classroom.

Structure

Each module includes a live video course which is backed up with notes, plus a copy of the presentation files.

The video classes will take about 30 minutes, but we are flexible so can adapt to your needs. If you want to go over something again, we can.

Tutor

Emma Deighan is the tutor for the Biometry Course. Joining Ophthalmology in 2000 she has had lots of experience in teaching Biometry with Zeiss, Spectrum and Rayner. The Live Video is a new feature but it adds an extra dimension to the classroom setting.

Fees

Platinum Monthly Self Study plus live Zoom Classes Duration. 6 Courses over 12 Months £49 plus VAT per month.

Platinum - Self Study plus live Zoom Classes. Duration 30 Days. £199 plus VAT

Gold - Self Study Duration 30 Days £125 plus VAT

Course	Tutor	Start Date	Live Video times
Biometry	Emma Deighan	6 July 2020	Mon & Thurs 7pm
Biometry	Emma Deighan	3 August 2020	Mon & Thurs 5pm
Biometry	Emma Deighan	7 September 2020	Mon & Thurs 7pm

What now?

To join this course or ask any questions about the course, contact Emma Deighan
emma@medsalesacademy.co.uk Mobile +44 7798 586981



Cataract Theatre Skills Course

The Med Sales Academy Cataract Theatre Skills Course is aimed at Nurses and Technicians who want to understand more about the Ophthalmology field. The course covers the basics, in order for you to feel confident to support a Cataract Surgeon during their surgical list.

Anatomy, Theatre Set up, and the Surgical process are all included in the course, as well as what to do if things don't go to plan. This course will turn you into a useful, confident person in the eye theatre, especially the Cataract Theatre. Over the 30 day period you will have chance to ask questions and try out ideas you learn on the course.

Interactive Forum

Using Zoom video conferencing you can take an active part in the course, asking questions as you learn. It feels like we are all together in a classroom.

Structure

Each module includes a live video course which is backed up with notes, plus a copy of the presentation files.

The video classes will take about 30 minutes, but we are flexible so can adapt to your needs. If you want to go over something again, we can allocate time at the end of each session.

Tutor

Warren Howell is the tutor for the Cataract Theatre Skills course. He has worked in the Medical Device Industry since 1990 and has spent time working at every level in the industry from Sales Rep to International Sales Manager.

Being in the Ophthalmology field since 1999 Warren has worked in both Sales and Application roles

Fees

Platinum Monthly Self Study plus live Zoom Classes Duration. 6 Courses over 12 Months £49 plus VAT per month.

Platinum - Self Study plus live Zoom Classes. Duration 30 Days. £199 Per Month

Gold - Self Study Duration 30 Days £125 plus VAT

Course Dates

Course	Tutor	Start Date	Live Video times
Cataract Theatre Skills	Warren Howell	21 July 2020	Tues & Fri 7pm
Cataract Theatre Skills	Warren Howell	18 August 2020	Tues & Fri 5pm

What now?

To join this course or ask any questions about the course, contact Warren Howell warren@medsalesacademy.co.uk Mobile +44 7912 936235



Topography

Topography is becoming a routine test in the Eye Clinic. From keratoconus and crosslinking, to biometry clinics and everything in between. Topography provides useful data to manage the patient successfully and this course will explain how topography is measured and which tests and reports are suitable for different patient types.

By understanding topography your patient management skills will be enhanced leading to excellent patient outcomes

Interactive Forum

Using Zoom video conferencing you can take an active part in the course, asking questions as you learn. It feels like we are all together in a classroom.

Structure

Each module includes a live video course which is backed up with notes, plus a copy of the presentation files.

The video classes will take about 30 minutes, but we are flexible so can adapt to your needs. If you want to go over something again, we can.

Tutor

Emma Deighan is the tutor for the Topography Course. She has worked with Bausch and Lomb (Orbscan), Zeiss (Atlas) and Oculus (Pentacam). Most recently she was UK Pentacam Trainer and ran many Pentacam Courses. The live video format is new, but is proving very popular and good for making sure all questions are answered.

Fees

Platinum Monthly Self Study plus live Zoom Classes Duration. 6 Courses over 12 Months £49 plus VAT per month.

Platinum - Self Study plus live Zoom Classes. Duration 30 Days. £199 Per Month

Gold - Self Study Duration 30 Days £125 plus VAT

Course Dates

Course	Tutor	Start Date	Live Video times
Topography	Emma Deighan	13 July 2020	Mon & Thurs 5pm
Topography	Emma Deighan	10 August 2020	Mon & Thurs 7pm
Topography	Emma Deighan	14 September 2020	Mon & Thurs 5pm

What Now?

To join this course or ask any questions contact Emma Deighan

emma@medsalesacademy.co.uk Mobile +44 7798 586981



Sales Foundation Course

The Med Sales Academy Sales Foundation Course is aimed at Graduates & Healthcare Professionals who wish to commence a career in the Medical Device or Pharmaceutical Industry. Learn how to construct your day and work with different professionals within all organisations. Tips on how to structure your CV and handle the interview situation will be covered. This course will set you up to perform confidently in interviews with a good understanding of the medical devices industry.

Interactive Forum

Using Zoom video conferencing you can take an active part in the course, asking questions as you learn. It feels like we are all together in a classroom.

Structure

Each module includes a live video course which is backed up with notes, plus a copy of the presentation files.

The video classes will take about 30 minutes, but we are flexible so can adapt to your needs. If you want to go over something again, we can. As the CV Workshop features an external career coach, we have allocated 45 minutes for this module to make the most of the time.

Tutor

Warren Howell is the tutor for the Sales Foundation Course. Having worked in the Medical Device Industry since 1990 and spent time working at every level in the industry from Sales Rep to International Sales Manager he is ideally qualified to teach this course.

He has experience of working in patient monitoring, cardiac surgery, nutrition/body composition, ultrasound imaging and ophthalmology.

Fees

Platinum - Self Study plus live Zoom Classes. Duration 30 Days. £125 Per Month

Gold - Self Study Duration 30 Days £75 plus VAT

Course Dates

Courses can be run anytime, please contact Warren for start dates of the next course .

What now?

Contact Warren Howell

warren@medsalesacademy.co.uk Mobile +44 7912 936235



VR Theatre Skills

Scrubbing and assisting for a Vitreoretinal (VR) Surgery case can be quite daunting, with multiple parameters, tubing sets and instruments to manage, for procedures lasting up to 90 minutes in length. This course will prepare Theatre Nurses or Technicians, that may be working in Cataract, ENT, Neuro or similar disciplines, for starting to 'scrub' for common Vitreoretinal Surgical procedures. The course will include Anatomy & Physiology for VR surgery, preparation of equipment, tubing sets & instruments, plus give an overview of how to assist with all the typical VR surgeries including Pars Plana Vitrectomy, Epiretinal Membrane Peel & Macular Hole interventions

Interactive Forum

Using Zoom video conferencing you can take an active part in the course, asking questions as you learn. It feels like we are all together in a classroom.

Structure

Each module includes a live video course which is backed up with notes, plus a copy of the presentation files.

The video classes will take about 30 minutes, but we are flexible so can adapt to your needs. If you want to go over something again, we can.

Tutor

Warren Howell is the tutor for the Cataract Theatre Skills course. He has worked in the Medical Device Industry since 1990 and has spent time working at every level in the industry from Sales Rep to International Sales Manager.

Being in the Ophthalmology field since 1999 Warren has worked in both Sales and Application roles

Fees

Platinum Monthly Self Study plus live Zoom Classes Duration. 6 Courses over 12 Months £49 plus VAT per month.

Platinum - Self Study plus live Zoom Classes. Duration 30 Days. £199 Per Month

Gold - Self Study Duration 30 Days £125 plus VAT

Course Dates

Course	Tutor	Start Date	End Date	Live Video times
VR Theatre Skills Course	Warren Howell	22 September 2020	16 October 2020	Tues & Fri 5pm

What Now?

To join this course or ask any questions about the course, contact Warren Howell

warren@medsalesacademy.co.uk Mobile +44 7912 936235



Ultrasound

Ultrasound is a complex discipline in Ophthalmology. This course seeks to demystify the techniques associated with it.

Warren Howell and Emma Deighan co-tutor on this interactive 30 day program. With a combined 40 years experience with Ophthalmology diagnostics, they will ensure all your questions are answered and that you feel comfortable with all aspects of Ophthalmology ultrasound. Covered on the course are A & B Scanning plus the use of UBM systems. Understand how to optimize your ultrasound scanning equipment in order to obtain high quality diagnostic images, thus improving patient treatment and outcomes.

Interactive Forum

Using Zoom video conferencing you can take an active part in the course, asking questions as you learn. It feels like we are all together in a classroom.

Structure

Each module includes a live video course which is backed up with notes, plus a copy of the presentation files.

The video classes will take about 30 minutes, but we are flexible so can adapt to your needs. If you want to go over something again, we can.

Tutor

Emma Deighan and Warren Howell will teach this course. Between them they have a lot of experience of using ultrasound and other diagnostic techniques on difficult patients

Fees

Platinum Monthly Self Study plus live Zoom Classes Duration. 6 Courses over 12 Months £49 plus VAT per month.

Platinum - Self Study plus live Zoom Classes. Duration 30 Days. £199 Per Month

Gold - Self Study Duration 30 Days £125 plus VAT

Course Dates

Course	Tutor	Start Date	End Date	Live Video times
Ultrasound	Warren Howell & Emma Deighan	21 July 2020	14 August 2020	Tues & Fri 5pm
Ultrasound	Warren Howell & Emma Deighan	18 August 2020	11 September 2020	Tues & Fri 7pm
Ultrasound	Warren Howell & Emma Deighan	22 September 2020	16 October 2020	Tues & Fri 7pm

What Now?

To join this course or ask any questions about the course, contact Warren Howell or Emma Deighan

warren@medsalesacademy.co.uk Mobile +44 7912 936235

emma@medsalesacademy.co.uk Mobile +44 7798 586981



Visual Fields NOT USED

If you want to brush up on your visual field skills this course is for you. Suited to technicians, or interpreters of visual fields this course will explain how visual fields work, how to get the best results and how to understand what those tests mean. Along with different types of test we will also look at testing Children and occupational visual fields tests. You are welcome to bring your own fields examples to class for discussion.

By having a good understanding of the principles of perimetry coupled with a good testing technique you recording and understanding of your patient needs will improve.

Interactive Forum

Using Zoom video conferencing you can take an active part in the course, asking questions as you learn. It feels like we are all together in a classroom.

Structure

Each module includes a live video course which is backed up with notes, plus a copy of the presentation files.

The video classes will take about 30 minutes, but we are flexible so can adapt to your needs. If you want to go over something again, we can.

Tutor

Emma Deighan is the tutor for the Visual Fields Course. She has taught a lot of Visual Fields courses with Zeiss, and have also worked with Oculus and more niche complex fields machines.

If there are any particular models you would like to discuss let me know ahead of the course and I can include them.

Fees

Fees

Platinum Monthly Self Study plus live Zoom Classes Duration. 6 Courses over 12 Months £49 plus VAT per month.

Platinum - Self Study plus live Zoom Classes. Duration 30 Days. £199 Per Month

Gold - Self Study Duration 30 Days £125 plus VAT

Course Dates

Courses start on a Monday and live video sessions run Monday and Thursday. The live video sessions last for about 30 minutes.

What Now?

To join this course or request additional information contact Emma

emma@medsalesacademy.co.uk Mobile +44 7798 586981



Vitreoretinal Surgery

This course is designed to teach vitreoretinal surgery to aspiring surgeons and established surgeons alike. It is currently based on the second edition of an extraordinarily successful textbook Vitreoretinal Surgery, a text that in many areas has become the preferred manual of this surgery. Using the book as the basis of learning the participants will receive monthly live online face-face sessions with the author to discuss the learning from the various chapters over a one-year period.

The course will provide a complete guide to all common vitreoretinal surgical procedures and covers diagnosis and other aspects of management. Completion of the course will allow a trainee or professional vitreoretinal surgeon to determine the best methodology in individual cases. We will discuss different opinions given in the “surgical pearls” which have been contributed by international experts in the field. The course is designed particularly for trainees but will also be of value to practicing professionals who need help in the management of difficult and rare cases.

Structure

Each month will focus on chapters from the textbook Vitreoretinal Surgery. Professor Tom Williamson will host a live Q&A on the chapters and discuss the pearls he has learnt as one of the global experts in Retinal Surgery.

Interactive Forum

Using Zoom video conferencing you can take an active part in the course. Live Q&A with Professor Tom Williamson will allow you to ask questions and learn from the questions put by other delegates.

Tutor

Professor Williamson has over 30 years experience in the care of the eye and 25 years as a vitreoretinal specialist. He is a senior consultant Ophthalmologist at St Thomas' Hospital, London, and an Honorary Clinical Lecturer at King's College, London. He is a visiting professor at the Faculty of Engineering and Physical Sciences, University of Surrey. His specialist area of interest is retinal disease and surgery. He trained in Aberdeen, Cambridge, Glasgow and London, UK. He possesses an international reputation for surgery and research in ophthalmology. with over 200 publications. He wrote the highly successful single author textbook, Vitreoretinal Surgery (second edition, 2012, third edition in preparation) which is a premier text used by trainees and surgeons internationally.

Fees

Platinum Monthly Self Study plus monthly live Q&A with Professor Tom Williamson. Duration 12 Months £99 plus VAT per month.

Platinum - Self Study plus 12 live Q&A with Professor Tom Williamson. Duration 12 Months £1100 plus VAT

Gold - Self Study with access to recorded Q&A with Professor Tom Williamson. Duration 12 Months £900 plus VAT

Course Dates

The Course starts on 1st September, you will be contacted with the chapters to read that month and a notified information on the Q&A Session.

What Now?

To join this course or request additional information contact Emma

emma@medsalesacademy.co.uk Mobile +44 7798 586981



Intra-Ocular Surgery

This course instructs postgraduate trainees in ophthalmology on the basic methodology required to perform intraocular surgery. It is based upon the book Intraocular Surgery a Basic Surgical Guide which investigates the common surgical required for any ophthalmological surgery. The subject material of each module has been carefully chosen to explain separate conceptual areas in surgery to allow easy understanding and rapid attainment of knowledge. The concepts can be transferred from one surgical method to another, giving the flexibility to adapt to new methods quickly. Using the book as the basis of learning the participants will receive monthly live online face-face sessions with the author to discuss the learning from the various chapters over a one-year period.

The course provides various insights to allow the development of a thoughtful and considered approach to surgery. It encourages the surgeon to more intelligently scrutinise which surgical methods to apply, and to utilize the most effective procedures in clinical practice. After reading this book, the trainee will be well-equipped to perform the simple steps of surgery, improving the overall quality of surgery.

Structure

Each month will focus on chapters from the textbook Intra-Ocular Surgery. Professor Tom Williamson will host a live Q&A on the chapters and discuss the pearls he has learnt as one of the global experts in Retinal Surgery.

Interactive Forum

Using Zoom video conferencing you can take an active part in the course. Live Q&A with Professor Tom Williamson will allow you to ask questions and learn from the questions put by other delegates

Tutor

Professor Williamson has over 30 years experience in the care of the eye and 25 years as a vitreoretinal specialist. He is a senior consultant Ophthalmologist at St Thomas' Hospital, London, and an Honorary Clinical Lecturer at King's College, London. He is a visiting professor at the Faculty of Engineering and Physical Sciences, University of Surrey. His specialist area of interest is retinal disease and surgery. He trained in Aberdeen, Cambridge, Glasgow and London, UK. He possesses an international reputation for surgery and research in ophthalmology. with over 200 publications. He has written a highly successful single author textbook, Intra-Ocular Surgery which is a premier text used by trainees and surgeons internationally.

Fees

Platinum Monthly Self Study plus monthly live Q&A with the author. Duration 12 Months £59 plus VAT per month.

Platinum - Self Study plus 6 live Q&A with Professor Tom Williamson. Duration 12 Months £600 plus VAT

Gold - Self Study with access to recorded Q&A with Professor Tom Williamson. Duration 12 Months £500 plus VAT

Course Dates

The Course starts on 1st September, you will be contacted with the chapters to read and a notified information on the Q&A Sessions

What Now?

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www.medsalesacademy.co.uk



Vitreoretinal Disorders in Primary Care

Emergency ophthalmology is an area full of pitfalls for the unwary primary care practitioner. Vitreoretinal disorders make up most emergency sight-threatening conditions, and a wide and increasingly varied range of conditions of the eye present in primary care settings. This course is based upon the book Vitreoretinal Disorders in Primary Care. Learning will be based upon the book and regular monthly face to face sessions with the author will be provided to discuss the chapters in the book. Correct diagnosis at initial presentation, and appropriate and speedy referral, are extremely important. The medico-legal pitfalls in primary care are assessed and discussed with anonymised real-life examples of cases assessed.

Structure

Each month will focus on chapters from the textbook Vitreoretinal Disorders in Primary Care. At the end of the month Professor Tom Williamson will host a live Q&A on the chapters and discuss the pearls he has learnt as one of the global experts in Retinal Surgery.

Interactive Forum

Using Zoom video conferencing you can take an active part in the course. Live Q&A with Professor Tom Williamson will allow you to ask questions and learn from the questions put by other delegates

Tutor

Professor Williamson has over 30 years experience in the care of the eye and 25 years as a vitreoretinal specialist. He is a senior consultant Ophthalmologist at St Thomas' Hospital, London, and Honorary Clinical Lecturer at King's College, London. He is a visiting Professor at the Faculty of Engineering and Physical Sciences, University of Surrey. His specialist area of interest is retinal disease and surgery. He trained in Aberdeen, Cambridge, Glasgow and London, UK. He possesses an international reputation for surgery and research in ophthalmology with over 200 publications. He has written the single author textbook, Vitreoretinal Disorders in Primary Care which is a premier text used by optometrists, family practitioners and other primary care specialists internationally.

Fees

Platinum Monthly Self Study plus 6 live Q&A with the author. Duration 12 Months £59 per month.

Platinum - Self Study plus 6 live Q&A with Professor Tom Williamson. Duration 12 Months £600 plus VAT

Gold - Self Study with access to recorded Q&A with Professor Tom Williamson. Duration 12 Months £500

Course Dates

The Course starts on 1st September, you will be contacted with the chapters to read and a notified information on the Q&A Sessions

What Now?

To join this course or request additional information contact Emma

emma@medsalesacademy.co.uk Mobile +44 7798 586981

	Start Date	Live Q&A	Platinum Monthly	Platinum	Gold
Interactive Biometry	6 July	8 (recorded for old)	£49	£199	£125
Topography	13 July	8 (recorded for old)	£49	£199	£125
Cataract Theatre Skills	21 July	8 (recorded for old)	£49	£199	£125
Ultrasound	22 July	8 (recorded for old)	£49	£199	£125
Jr Drs Course - Biometry	September	8 (recorded for old)	£59	NA	NA
Vitreoretinal Surgery	1 Sept	12 (recorded for gold)	£99	£1100	£900
Intraocular Surgery	1 Sept	6 (recorded for gold)	£59	£600	£500
Vitreoretinal Disorders in Primary Care	1 Sept	6 (recorded for gold)	£59	£600	£500
VR Theatre Skills	22 September	8 (recorded for old)	£49	£199	£125
Cataract Surgery Jr Drs Course	November	8 (recorded for old)	£59	NA	NA
Retinal Imaging Jr Drs Course	January	8 (recorded for old)	£59	NA	NA
Retinal Disorders & Surgery Jr Drs Course	March	8 (recorded for old)	£59	NA	NA
Topography Jr Drs Course	May	8 (recorded for old)	£59	NA	NA
Corneal Surgery Jr Drs Course	July	8 (recorded for old)	£59	NA	NA



Junior Drs Course

This course runs over a year to provide you with practical knowledge that will help you in your clinical role.

Med Sales Academy are pleased to announce a program of interactive training courses covering Ophthalmology at all levels.

Headed by consultants for each specialty this course will help answer a lot of questions you are faced in the operating theatre and outpatient clinic

Structure

Every 60 days a 30 day module will start. Each 30 day module will have a mixture of live Video sessions and self study.

	Start Date	Tutors	Format	Fees
Cataract Diagnostics	September	Emma	8 Modules/ Live Video	£59 plus VAT per Month
Cataract Surgery	November	Amit Patel & Samer Elshibiny	8 Modules/ Live Video	£59 plus VAT per Month
Retinal Imaging	January	TBA	8 Modules/ Live Video	£59 plus VAT per Month
Retinal Disorders & Surgery	March	Tom	8 Modules/ Live Video	£59 plus VAT per Month
Topography	May	Emma	8 Modules/ Live Video	£59 plus VAT per Month
Corneal Surgery	July	TBA	8 Modules/ Live Video	£59 plus VAT per Month

Course Dates

This course will start in October, please contact us for

What Now?

For more information about this course, pricing or any other additional information contact Emma

emma@medsalesacademy.co.uk Mobile +44 7798 586981



Med Sales Academy

For more information check out the website
www.medsalesacademy.co.uk
emma@medsalesacademy.co.uk
warren@medsalesacademy.co.uk

Course	Tutor	Start Date	End Date	Live Video times
Biometry	Emma Deighan	6 July 2020	30 July 2020	Mon & Thurs 7pm
Biometry	Emma Deighan	3 August 2020	17 August 2020	Mon & Thurs 5pm
Biometry	Emma Deighan	7 September 2020	1 October 2020	Mon & Thurs 7pm
Topography	Emma Deighan	13 July 2020	6 August 2020	Mon & Thurs 5pm
Topography	Emma Deighan	10 August 2020	3 August 2020	Mon & Thurs 7pm
Topography	Emma Deighan	14 September 2020	8 October 2020	Mon & Thurs 5pm
Cataract Theatre Skills	Warren Howell	21 July 2020	14 August 2020	Tues & Fri 7pm
Cataract Theatre Skills	Warren Howell	18 August 2020	11 September 2020	Tues & Fri 5pm
Ultrasound	Warren Howell & Emma Deighan	21 July 2020	14 August 2020	Tues & Fri 5pm
Ultrasound	Warren Howell & Emma Deighan	18 August 2020	11 September 2020	Tues & Fri 7pm
Ultrasound	Warren Howell & Emma Deighan	22 September 2020	16 October 2020	Tues & Fri 7pm
VR Theatre Skills Course	Warren Howell	22 September 2020	16 October 2020	Tues & Fri 5pm



Dates	Module	Time	Zoom	Password
6 July	Anatomy & Vision	7pm	https://us02web.zoom.us/j/5262302987?pwd=S2xNcnVtMTB2T25RMVpWWkZGbWtyZz09	564872
9 July	Biometry	7pm	https://us02web.zoom.us/j/5262302987?pwd=ZXFabU5mZ0tvLzBSYXd0bGJjRzVQUT09	326571
13 July	Diagnostic Devices	7pm		
16 July	Topography	7pm		
20 July	Advanced Topography	7pm		

Dates	Module	Time	Zoom
3 August	Anatomy & Vision	5pm	
6 August	Biometry	5pm	
10 August	Diagnostic Devices	5pm	
13 August	Topography	5pm	
17 August	Advanced Topography	5pm	
20 August	A Constants & Formula	5pm	
24 August	Multifocals and Toric IOLs	5pm	
27 August	Case Studies	5pm	

Dates	Module	Time	Zoom
7 September	Anatomy & Vision	7pm	
10 September	Biometry	7pm	
14 September	Diagnostic Devices	7pm	
17 September	Topography	7pm	
21 September	Advanced Topography	7pm	
24 September	A Constants & Formula	7pm	
28 September	Multifocals and Toric IOLs	7pm	
1 October	Case Studies	7pm	

