

HELPING PATIENTS STAY IN CONTACT LENSES AS THEY AGE

In his 20 years of practice in Orlando, Florida, **Michael Salinas, OD**, has watched patients grow older alongside his clinic. As they begin to face presbyopia, many are eager to preserve their contact lens lifestyle rather than switch to eyeglasses. “I don’t shy away from having the discussion with them,” Dr. Salinas says.

Preparation and partnership are central to his approach. Dr. Salinas begins conversations about presbyopia early—often with patients in their mid-30s—so they know what to expect when near vision starts to decline. “This is what’s going to happen,” he tells them, taking extra time to explain the transition in straightforward, non-alarmist terms. Framing presbyopia as a predictable next step over the coming five years makes the topic less intimidating, and patients frequently thank him, noting that few practitioners had outlined the progression for them before.

When multifocal contact lenses become a viable option, Dr. Salinas presents three practical pathways and lets patients participate in the decision:



Dr. Salinas doesn’t shy away from talking about multifocal contact lenses.

brands. clariti® Multifocal, clariti® Multifocal Plus and MyDay® Multifocal anchor much of his offering. Because his clinic is predominantly focused on daily disposables (about 71% of fits), many of his single-vision lens wearers are already using these CooperVision platforms, which makes transitioning to multifocals seamless.

Combined with annual supply rebates and managed vision allowances, patients are receiving solid value for their purchases, he notes.

Designs built for progression

Several practical features of the CooperVision multifocals support Dr. Salinas’ long-term retention goals. He points to reliable optic designs and a dependable fitting guide as key advantages.^{†1-3} “The fitting guide is very reliable,” he says, acknowledging that he occasionally tweaks the recommendations but appreciates a starting point that works more often than not. That consistency saves chair time, which improves efficiency and patient satisfaction.

A further clinical benefit is the lens platform’s flexibility. Dr. Salinas often fits

That cadence—immediate dispensing followed by an early check—builds patient confidence and allows small, timely adjustments.

Measurable results

The outcomes at his practice are notable. While the average practice reports around 12% of contact lens wearers using multifocals, Dr. Salinas has achieved 29%—more than double the average—and sees further room for growth. He credits both the technology and a patient-focused practice model.

“When I graduated 30 years ago, we had only one or two choices for presbyopic patients,” he reflects. “Now with the technology we have, we have a lot more options. It gives us more longevity by allowing patients the opportunity to continue to wear comfortable soft contact lenses[‡] that provide excellent vision well into their presbyopic years.”^{4,5}

This combination of dependable lens designs and his patient-centered fitting process creates a clear path for patients to keep wearing contact lenses as they enter presbyopia. “Patients know I’m going to work with them. They enjoy contact lenses, and they’re not going to want to give up,” he says. “It’s a win-win.” PA

* Pricing is based on manufacturer’s published MSRP and rebates as of 02/01/26.

† Rebate values subject to change. Rebate valid for purchases through 12/31/2026 subject to all rebate terms and conditions. See manufacturer’s rebate form for more details.

‡ 98% successfully fitted using 2 pairs of lenses or fewer.

References

1. CVI data on file 2021. Prospective, double-masked, bilateral, one-week dispensing study with clariti® 1 day multifocal 3 add; n=90 habitual MFCL wearers.
2. CVI data on file 2020. Prospective, double-masked, bilateral, one-week dispensing study UK with MyDay® daily disposable multifocal; n=104 habitual multifocal contact lens wearers; CVI data on file 2021. Prospective, subject-masked, randomized, bilateral, two-week dispensing study at 5 US sites with MyDay® daily disposable multifocal; n=58 habitual multifocal contact lens wearers.
3. CVI data on file, 2019. Post-study comparison of CL power recommendation of OptiExpert application with powers determined by ECP in dispensing study with Biofinity multifocal and using the fitting guide. n=55 (110 eyes). DV Rx +1.25D to -3.25D, add powers +1.25 to +2.50DS.
4. CVI data on file, 2024.
5. CVI data 2019. Observational in-practice satisfaction survey with Biofinity® Multifocal in France, n=1016 MFCL wearers. 79% good/very good overall quality of vision, 76% good/very good quality of near vision, 75% good/very good quality of distance vision.

“When I start with a low add, I have a lot of opportunity to make adjustments for the next five or 10 years.” —Dr. Michael Salinas

- Readers over contact lenses, which typically earns what he calls a “sour face” reaction;
- A blended-vision approach using modified monovision; or
- A full multifocal contact lens correction that works similarly to the progressive eyeglasses many patients already wear.

“I allow them to be part of the decision-making,” he says. “Most people choose the multifocal contact lens option.”

Attractive economics

Brand selection plays an important role in Dr. Salinas’ strategy, as do CooperVision

patients with a relatively low add early in presbyopia and then increases the add over subsequent years without changing the lens family. “I have plenty of life in these lenses,” he explains. “When I start with a low add, I have a lot of opportunity to make adjustments for the next five or 10 years. I can keep the same lens and just push the add—versus some other designs where I have to tap out at some point.”

His fitting workflow is hands-on and reassuring. Dr. Salinas typically handles fitting and dispensing himself, then schedules a brief 15-minute follow-up about a week later to confirm comfort and visual performance.

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