

IMPORTANT FACTORS TO CONSIDER WHEN MAKING THE DECISION TO HAVE LASER VISION CORRECTION EYE SURGERY

We appreciate the opportunity to provide information about Laser Vision Correction and other vision-correcting surgical procedures. Our surgeons are Board Certified "M.D." Ophthalmologists, with many years of experience in eye surgery and vision correction. These years have taught us that the single most important decision one makes, when contemplating eye surgery, is the selection of the right eye surgeon, who will help to assure a successful result.

In formulating your opinion, and ultimate decision to have LASIK performed on your eyes, you should have at least the following critical questions answered before proceeding.

◆ How long has the doctor been performing vision correction surgery?

Experience is a very important factor. Often, cut-rate, high-volume laser centers (that seemed to have popped up over night) will have hired inexperienced surgeons, sometimes those who have only performed a handful of procedures, to perform LASIK surgeries. If the price for the surgery seems unrealistically low, there is always a reason.

The METROPOLITAN EYE CENTER was the very first laser center to perform FDA approved Laser Vision Correction in Michigan, and amongst the first in the United States. Our surgeons have been performing laser vision surgery for as long as the procedure has been approved in the United States. Our surgeons worked with Canadian colleagues acquiring valuable knowledge and experience prior to the FDA approval and the beginning of surgery in the U.S.

◆ What assurances does the doctor make about the success of the surgery for you?

Though expectations are always very high, many patients remain quite anxious about the results they can realistically expect from a vision-correcting procedure. The fact is, not all results from such surgery are "perfect", or are they the same from patient to patient. The results depend a great deal upon the amount of correction that is needed and the individual healing characteristics amongst patients. We are unable to guarantee a specific result. But, in our effort to obtain the best result possible, enhancements will be provided at no additional expense should modification of the original procedure be deemed appropriate providing you return for recommended annual eye examinations.

◆ Is the facility where the surgery is to be performed certified by the State of Michigan?

It is very important to know the status of the facility that operates the laser and whether they are required to adhere to the strict safety, operational and sterilization procedures demanded by the State of Michigan. Is the laser they operate state-of-the-art and is it permanently installed within the facility. Such conditions assure a high level of concern for the maintenance of, and precise manner in which the laser is operated.

The METROPOLITAN EYE CENTER, where our Bausch & Lomb Technolas 217A Excimer Laser System is located, has been certified, inspected and approved by both Medicare and the State of Michigan. Our facility was one of the first to gain such approval to perform special eye surgery procedures and has been operating under these guidelines since 1985.

◆ Are U.S. surgeons the "best" surgeons?

By and large, U.S. Ophthalmic surgeons are the most experienced and technologically advanced surgeons in the world. Our expertise and advanced equipment have been the standard that all others look up to.

However, with the Excimer Laser, the FDA has disadvantaged us by restricting the use of the Excimer (which was developed and engineered in the U.S.) for several years. This has allowed foreign surgeons to use the Laser sooner than the Americans. A few of these surgeons became experts, developing patient experience and very large practices. However, with their good fortune, came some struggling, and we, in retrospect, have benefited by the learning curve of these early surgeons. Aware of the early problems associated with the first Excimer machines, we were able to develop more advanced technology as we began our American treatments (in 1995) at a higher level of initial surgical skill.

Though there are a few Canadian surgeons that have extraordinary experience, the surgeons working in the new cut-rate, high volume Canadian Lasik Centers are often inexperienced. Today, American surgeons are very capable of treating all types of LASIK-eligible patients and most often provide a more convenient and significantly higher level of care and long-term follow-up than is delivered elsewhere - which is the American tradition.

◆ **Can you speak with an actual patient who has had Laser Vision Correction and can you observe the procedure actually being done?**

Being able to speak with patients and observe actual surgery will help calm your fears and assure you that these procedures are safe and performed without pain. Several of our eye care specialists have had the procedure done themselves and would be most happy to discuss their experiences with you. Patients are your best source of meaningful information and our most important referral source. Live surgery can be observed at any time.

◆ **What value will you receive for your dollar? Is the price “all-inclusive”? Is there an opportunity to easily finance the cost of the surgery?**

The cost of laser vision surgery is substantial and for some, a significant deterrent to having their vision corrected by this method. Prices in the metropolitan Detroit area vary considerably in a market competing fiercely for your business. What can you expect to receive when you pay for surgery? Are there any hidden extras that will cost you more? You need to know that LASIK surgery is very expensive to perform and cannot realistically be done on a discounted basis and remain a quality product. Neither the surgeon, nor the facility, can remain operational over the long haul when fees are unrealistically low. (LASIK surgery is definitely for the long haul!) Our “all-inclusive” price includes the surgery, as well as a full pre-surgical evaluation, comprehensive counseling and all initial follow-up examinations performed by the surgeon. Should an enhancement be necessary in the future, that also will be included providing you return to our office for annual eye examinations. For those patients who require special consideration, we offer a Preferred Patient Finance Program specially designed to make vision correction affordable. There will be no compromise in, nor substitute for, quality of service and comprehensive value for this investment in your future.

If you intend to proceed with LASIK surgery, having these very important questions answered should make you feel more secure in your choice of surgeon and the facility where your surgery will be performed. Vision correction surgical procedures require substantial care by an expert team of professionals. We, at METROPOLITAN EYE CENTER, hope you will choose our facility and one of our physicians to perform your vision correction procedure. We will not compromise your care for the sake of providing a discounted price to win your business. We value each patient and the quality of the service we are *uniquely* able to provide. We are very concerned about cost-efficient, quality care and for that reason developed our special surgical center so many years ago. We will not compromise our delivery of your care, your outcome, nor your satisfaction with your result. We know that you would never intentionally take extra risks to save a few dollars, and neither will we.

I hope you now have the information you need to make an intelligent decision about the surgery you wish to have performed on your eyes. If you have any lingering questions, any one of our eye care professionals will be happy to provide additional information as necessary. Do not hesitate to contact our office either by e-mail at metroeye@metropolitaneyecenter.com or by phone at 1-800-774-7565 at any time.

Thank you for taking your valuable time to talk with us.