



ASOA Friday Focus Surveys®

Focusing on the **BUSINESS** of Ophthalmology

April 2012

Survey Information
Topic – Optician
Commission
Respondents: 309
(Number of
members surveyed
ranges from 2100-
2500 depending on
the topic)

1. Are your opticians paid commission?

Response	%
Yes	37.9%
No	62.0%

2. If your optician is paid commission, is it based on sales or profitability?

Response	%
Sales	73.9%
Profitability	26.1%

Friday Focus Surveys® are a member benefit of the American Society of Ophthalmic Administrators.
For membership information, contact: asoa@asoa.org or 703-788-5777.

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