



Astrid Shapiro

Practice Owner

Optometrist and practice owner with 11 years of experience managing clinical operations, optical dispensary growth, and staff development. Grew annual practice revenue to \$1.59M by adding dry eye treatment services, updating fee schedules, and negotiating 3 new insurance panel contracts over 4 years. Trained 6 staff members on OCT interpretation workflows, phoropter calibration, and HIPAA-compliant documentation procedures.

CONTACT INFORMATION



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Prescott, AZ 12345

EDUCATION

- Doctor of Optometry

Midwestern University, Glendale,
AZ | 2011 - 2015

KEY SKILLS

- Optical Coherence Tomography (OCT)
- Slit Lamp Biomicroscopy
- Phoropter Refraction
- Tonometry
- Practice Revenue Management
- Ocular Disease Diagnosis
- HIPAA Compliance
- Optical Dispensary Operations
- EMR System Documentation
- Staff Training and Development

PROFESSIONAL EXPERIENCE

Practice Owner | Chino Valley Eye Group, Prescott, AZ 2019 - Present

- Grew annual practice revenue to \$1.59M by adding dry eye treatment services, updating fee schedules, and negotiating 3 new insurance panel contracts over 4 years.
- Increased eyewear sales revenue by \$71,800 per year after curating a 430-frame inventory and introducing digital free-form progressive lenses to the dispensary.
- Trained 5 staff members on OCT interpretation workflows, phoropter calibration, and HIPAA-compliant documentation procedures across a 7-day onboarding curriculum.
- Prescribe therapeutic procedures including punctal plugs and medicated ophthalmic drops to conserve vision in 187 chronic disease patients with glaucoma and dry eye.

Associate Optometrist | Yavapai Creek Vision Center, Prescott Valley, AZ 2016 - 2019

- Generated \$48,260 in additional eyewear sales revenue within the first year by recommending occupational-specific lens coatings and photochromic upgrades during refraction consultations.
- Mentored 2 optometry interns on slit lamp technique and retinoscopy skills over 6-month rotations, with both passing NBEO clinical competency evaluations.
- Prescribe anti-inflammatory and antibiotic ophthalmic medications for anterior segment conditions diagnosed during slit lamp and tonometer assessments.

Staff Optometrist | Verde Basin Family Eyecare, Cottonwood, AZ 2015 - 2016

- Boosted optical department eyewear sales by \$29,470 in 11 months by counseling patients on premium anti-reflective and blue-light-filtering lens options.
- Trained 1 new optometric technician on autorefractor operation and visual field analyzer protocols, reducing pre-test preparation from 14 to 8 minutes per patient.
- Prescribe therapeutic procedures for ocular surface disease, including lid hygiene regimens and cyclosporine drops, to conserve vision in chronic dry eye patients.