

# Advice for Sales Reps

## How to Disinfect Sample Frames

There is much to learn about the novel coronavirus (SARS-CoV-2) that causes coronavirus disease 2019 (COVID-19). Based on what is currently known about COVID-19, spread from person-to-person of this virus happens **most frequently among close contacts (within about 6 feet)**. **This type of transmission occurs via respiratory droplets**. On the other hand, transmission of novel coronavirus to persons from surfaces contaminated with the virus has not been documented.

Transmission of coronavirus occurs much more commonly through respiratory droplets than through fomites (objects or materials). Current evidence suggests that SARS-CoV-2 may remain viable for hours to days on surfaces made from a variety of materials. Cleaning of visibly dirty surfaces followed by disinfection is a best practice measure for prevention of COVID-19 and other viral respiratory illnesses in households and community settings.

### **KNOW THE DIFFERENCE BETWEEN CLEANING, DISINFECTING, AND SANITIZING**

**Cleaning removes germs**, dirt, and impurities from surfaces or objects. Cleaning works by using soap (or detergent) and water to physically remove germs from surfaces. This process does not necessarily kill germs, but by removing them, it lowers their numbers and the risk of spreading infection.

**Disinfecting kills germs** on surfaces or objects. Disinfecting works by using chemicals to kill germs on surfaces or objects. This process does not necessarily clean dirty surfaces or remove germs, but by killing germs on a surface after cleaning, it can further lower the risk of spreading infection.

**Sanitizing lowers the number of germs** on surfaces or objects to a safe level, as judged by public health standards or requirements. This process **works by either cleaning or disinfecting** surfaces or objects to lower the risk of spreading infection. [Source: Definitions from the CDC](#)

### **EASY DISINFECTING for FRAMES**

The safest, most efficient method to disinfect frames is to wipe them down with either: **Isopropyl alcohol of at least 70 percent alcohol**. **Leave on surface for at least 30 seconds**. Or **Hydrogen Peroxide (3%) – leave on surface for at least 1 minute**.

**Hypochlorous Acid (HOCl)** one of the only agents that both is nontoxic while being lethal to almost all known dangerous bacteria and viruses that threaten our health. Product [pure&clean](#) - follow product instructions.

The above mentioned items are non-corrosive and may be used on metal or plastic. Items are available in the form of wipes, spray or bottled. Whatever form is used it should be on a disposable item – the wiping medium should not be reused.

Wipes are convenient, spray is ideal for hard to reach crevices.

### **DURING SALES CALLS**

If you can manage the time during your sales call it is good practice to wipe each frame as it is tried on before it is put back into its tray:

This instills confidence for your customers that you are taking the proper steps to ensure everyone's safety.

If this cannot be managed due to time, put the frames in a basket with a disposable liner. Let your customer know you are keeping them separate so you can disinfect them for the next customer. Frames should *not* be returned to trays before disinfecting.

Keep disinfecting wipes in your car. Disinfect the frames then return them to their tray before your next call.



### **ULTRASONIC CLEANING - FOR LARGER QUANTITIES**

Ultrasonic cleaners specified for jewelry or eyewear is another method of **cleaning**. Ultrasonic cleaning lifts dirt and contaminates to prep the surface for proper disinfection. It is best used to clean hard to reach crevices that carry dirt.

Do NOT use for frames with stones/crystals, leather, or any appliques that are adhered to the frame with glue. Do NOT use with frames that have pre-existing scratches or cracks.

**SOLUTIONS:** De-ionized Water or Distilled water w/ a drop of mild dishwashing soap with a degreasing agent for extra cleaning or you may use an Ultrasonic cleaning solution made for jewelry and eyeglasses ([iSonic CSGJ01](#))

Only approved solutions may be used in an ultrasonic cleaner. Alcohol and other solutions are combustible and should not be used. Carefully follow the guidelines of the equipment manufacturer.



[SRA TruPower Professional](#)  
[iSonic-DS300-Professional](#)

### **PROTECT YOURSELF**

Due to the nature of a sales call; you often find yourself physically close to your buyer as well as passing frames back and forth – use good judgement and protect yourself and your customer. Follow your state guidelines.

*Wear a mask – consider a face shield – wash your hands – disinfect high touch point surfaces\* frequently – cover your nose and mouth if you need to cough or sneeze – stay home if you don't feel well*

\*High touch point surfaces – i.e. sample bag handles, top of chair back, door knobs, car steering wheel and shift handle, don't forget pens and keys.

### **UV-C LIGHT SANITIZER**

UV light scrambles the DNA sequence of the virus and simply ruins it.

[Homedics Sanitizing Bag](#)



# Advice for Dispensaries

## How to Disinfect Frame Board Samples

There is much to learn about the novel coronavirus (SARS-CoV-2) that causes coronavirus disease 2019 (COVID-19). Based on what is currently known about COVID-19, spread from person-to-person of this virus happens **most frequently among close contacts (within about 6 feet)**. **This type of transmission occurs via respiratory droplets**. On the other hand, transmission of novel coronavirus to persons from surfaces contaminated with the virus has not been documented.

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The above mentioned items are non-corrosive and may be used on metal or plastic. Items are available in the form of wipes, spray or bottled. Whatever form is used it should be on a disposable item – the wiping medium should not be reused.

Wipes are convenient, spray is ideal for hard to reach crevices.

### **WORKING WITH PATIENTS**

As patients try frames on place them in a basket or plastic tray to be sanitized. Let your customer know you are keeping them separate so you can disinfect them for the next customer. Frames should *not* be returned to the frame board before disinfecting.

Keep hand sanitizer and disinfecting wipes in each dispensing station.

### **CUSTOMER SIGNAGE**

Place signs to inform customers not to return frames to frame boards once handled or tried on. Note you will disinfect them for the next. That will instill confidence in your patients that they have been disinfected for them – and that you are taking the proper steps to ensure everyone's safety.



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### **PROTECT YOURSELF**

Due to the need to take measurements, fit and adjust it is necessary that you break the 6 foot social distancing guideline. Both dispenser and patient should wear masks (nose and mouth coverings). Always explain to the patient what you are going to do before you do it – and that you need to touch their face, ears or hair. Since you will be in contact with many patients consider wearing a face shield.

Properly wash your hands between **every** patient.

Use good judgement and protect yourself and your customer. Follow your state guidelines.

*Wear a mask – consider a face shield – wash your hands – disinfect high touch point surfaces\* frequently – cover your nose and mouth if you need to cough or sneeze – stay home if you don't feel well*

\*High touch point surfaces – i.e. Pupilometer, PD rulers, top of chair back, door knobs, car steering wheel and shift handle, don't forget pens and keys.

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- Anti-bacterial**  
kills up to 99.9% of germs, viruses & bacteria
- Safe**  
Safer than wipes, no harmful chemicals or liquids
- Fast**  
Industry-leading 1-minute sanitization cycle
- Rechargeable**  
70 uses on a single charge

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