Quick Reference Guide
A review of key points covered in the online Light & Sight Advisor Program
UV Radiation

The problem:

UV radiation is a major hazard for the eyes—not only in bright sunlight, but also in various weather conditions. Long-term, cumulative damage from harmful UVA and UVB radiation may contribute to a range of serious eye-related issues,1 including:

Diseases of the sensitive skin surrounding the eye

• Premature skin aging
  The cause of 90% of visible premature aging of the delicate skin around eyes2

• Skin cancer
  Eyelids account for 5% to 10% of nonmelanoma skin cancers3

Diseases of the eye

• Age-related macular degeneration
  Loss of central vision with age

• Pterygium
  Thick mass that grows over cornea, which is common in southern United States4

• Cataract development
  Clouding of the crystalline lens of the eye that is the leading cause of blindness worldwide5

Serious eye-related problems

• Contrast-sensitivity loss6

• Direct and reflected glare6
  Can be detrimental to eye health, leading to tired eyes and visual discomfort

Low Patient Awareness of UV Danger

79% of adults know they need sun protection for their skin7 only 6% know they need protection for their eyes7 just 23% wear any protection from the sun8

Bottom line: the solution to UV radiation needs to adapt to the patients' visual needs throughout their day...

References:
Everyday Adaptive Lenses

Transitions lenses have set the standard in the photochromic category by providing the best everyday solution to meet your patients’ individual visual needs, including:

**Protection**
- Transitions lenses block 100% of UVA and UVB light*
- More than 40% of UV light exposure occurs in less-than-full sunlight⁹; Transitions lenses can adapt to the lighting need outside or inside, unlike fixed-tint sunglasses or clear-only lenses

**Experience**
- Transitions lenses improve on ordinary clear lenses by continuously filtering and optimizing the amount of light that eyes receive—reducing glare, eye fatigue, and strain
- They continuously adapt to changing light, making everything look more vivid, more vibrant, more true

**Performance**
- Transitions lenses enhance your patients’ vision
- They enable patients to see life in the best light—inside and outside, all day, every day

*Transitions lenses block 100% of transmitted UVA and UVB and meet all internationally recognized standards for UV blockage as calculated using ANSI Z80.3, ISO 8980-3, EN 1836, and AS/NZS 1067.

**High Product Satisfaction Rate**
- **9 out of 10 patients** are satisfied with their Transitions lenses¹⁰
- **8 out of 10 wearers** prefer Transitions lenses to clear lenses for improved visual comfort¹⁰

**#1** eye care professional-recommended photochromic lenses in the world¹¹

The Transitions family of products offers an advanced range of lens solutions to meet every patient’s individual visual needs

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Transitions® VI lenses are the “most balanced” adaptive lenses, providing the optimal balance of clear, comfortable vision inside and outside for the majority of patients, featuring:

Clear lenses inside
- As clear as ordinary lenses inside; ideal for computer work
- Remain clear both inside and outside at night

Shaded lenses outside
- Lenses darken outside, blocking 100% of UVA and UVB rays
- Moderate tint in cloudy conditions

Fastest activation and fadeback

The types of patients who would benefit most from Transitions VI lenses include those who:
- Spend most of their time inside, including for work
- Enjoy short-term outside activities

Availability

Transitions VI lenses are available in almost all Essilor designs and materials, and are compatible with Crizal® No-Glare technology. Patients can get them in gray or brown. To learn more, please go to: www.essilortransitions.com/availability.

Sample Patient Message

“Since you’re on the computer a lot at work, Transitions VI lenses are the best choice for you. They provide superior clarity inside so that your eyes aren’t so tired at the end of the day, and comfortable shading outside for when you eat lunch in the park.”
Transitions® XTRAactive™ lenses are the “darkest-outside” adaptive lenses for patients who spend a lot of time outside, including those who move in and out of vehicles frequently or are light sensitive. Transitions XTRAactive lenses:

**Are the darkest everyday photochromic lenses**

- Provide superior darkness outside in the brightest conditions
- Block 100% of UVA and UVB rays
- Provide maximum darkening under any condition, even in hot weather conditions

**Have moderate activation behind the windshield**

- In the car, they filter out approximately 50%* of the light
- Provide some comfort while driving for those who are in and out of the car frequently or forgot their sunglasses
- The only everyday photochromic lenses that activate behind the windshield

**Maintain a comfortable hint of tint inside**

- Preferred by patients with light sensitivity, inside or out
- Address the growing fashion trend for a slight tint inside

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**Sample Patient Message**

“Transitions XTRAactive lenses are a great solution for you. They’re very dark outside, and they have a slight tint inside for that fashionable look you said was so important to you.”

**The types of patients who would benefit most from Transitions XTRAactive lenses include those who:**

- Value superior darkness outside
- Are sensitive to light or have special eye-care needs
- Are in and out of their vehicle frequently
- Prefer or don’t mind a slight tint inside
- Work under harsh inside lighting conditions

**Availability**

Transitions XTRAactive lenses are available in a range of Essilor designs and materials, and are compatible with Crizal® No-Glare technology. Patients can get them in gray only. To learn more, please go to: [www.essilortransitions.com/availability](http://www.essilortransitions.com/availability).

*Depending on the shape and inclination of the windshield, windshield transmission characteristics, driver positions, and lateral windows.*
Transitions® Vantage™ lenses are the “sharper-outside” adaptive lenses, and are the only photochromic lenses that are virtually clear and non-polarized inside, and polarize as they darken outside. Transitions Vantage lenses feature:

Crisp, sharper vision and minimal glare
- Provide the best outside clarity, enhanced for more vibrant colors
- Reduce reflected glare from water, cement, and other horizontal surfaces
- Ideal for those who spend valuable time outside with work or activities that demand optimal clarity
- Will not activate behind the windshield of the car
- Feature a slight tint inside

“Variable polarization”
- The lenses not only darken, but also increasingly polarize in the presence of UV light
- Breakthrough technology: the first photochromic lens able to achieve this

Sample Patient Message

“I understand how important color and clarity are for you working in a garden center. That’s why I think you’ll like Transitions Vantage lenses. They not only darken in UV rays, they also polarize so you get crisp, sharp clarity and colors are more vibrant for greener greens, bluer blues, and redder reds in all the plants.”

The types of patients who would benefit most from Transitions Vantage lenses include those who:
- Spend valuable time outside with work or activities that demand enhanced outdoor vision
- Work or play around surfaces that produce glare, such as water and cement
- Have special performance needs, such as athletes
- Value polarized lenses

Availability

Transitions Vantage lenses are available in a range of Essilor designs and materials, and are compatible with Crizal® No-Glare technology. Patients can get them in gray only. To learn more, please go to: www.essilortransitions.com/availability.
Prescribing the right lens: 

**Think Outside the Lens**

To help you identify your patient’s needs and prescribe the right lens solution, you need to think outside the lens by first understanding your patients’ individual visual needs—before considering what the 3 Transitions® products offer. This easy 5-step Essilor Transitions® Lenses Dispensing Guide can help you do that.

1. **Open the dialogue**
   Get or review eye-care background with patient to open door to further questioning
   
   - “Do you mind if I ask you a few questions to ensure that we find the right lens to meet your needs?”

2. **Understand the patient by asking questions**
   Ask open-ended questions to learn more about the patient to determine his/her individual visual needs
   
   - “Tell me about your work situation…”
   - “What do you do for fun or recreation?”

3. **Pinpoint the patient’s problem**
   Once you’ve learned about the patient’s visual needs, zero in on any specific visual problems that are bothering him or her. Common visual complaints include:
   
   - Wrinkles due to too much sun
   - The need to squint
   - Not being able to see details or the real colors of things outside

4. **Identify the appropriate solution**
   Based on the patient’s answers and your expert knowledge of the Transitions family of products, identify the right lenses for their needs

5. **Prescribe the lens for your patient**
   As the expert, inform the patient about the lenses you are prescribing using the patient’s own words to describe how the features and benefits of Transitions lenses meet his or her individual visual needs

**Patient profiles**

On the following pages, we explore some patient profiles to demonstrate how the information the patient provides can guide you in prescribing the Transitions lenses that best meet the patient’s individual visual needs.

Identify their needs + Prescribe right solution = Best vision
• “Most balanced” adaptive lens for the majority of patients
• Clear lenses inside, shaded lenses outside
• Fastest activation and fadeback
**Patient Background for “Alex”**

<table>
<thead>
<tr>
<th>Name:</th>
<th>Alex</th>
</tr>
</thead>
<tbody>
<tr>
<td>Age:</td>
<td>25</td>
</tr>
<tr>
<td>Position:</td>
<td>Computer programmer</td>
</tr>
<tr>
<td>Interests:</td>
<td>Video games, movies, graphic novels, social media, Web site programming, latest gadgets; has a dog</td>
</tr>
<tr>
<td>Daily Routine:</td>
<td>Stays mainly inside, needs to be at work at 8 AM; often stays up until 2 AM when he isn’t working</td>
</tr>
<tr>
<td>Health:</td>
<td>Generally healthy</td>
</tr>
<tr>
<td>Currently Wearing Transitions® Lenses:</td>
<td>No</td>
</tr>
<tr>
<td>Visual Problems:</td>
<td>Tired eyes, squinting outside</td>
</tr>
<tr>
<td>Quote:</td>
<td>“I don’t want to switch my glasses when I have to take a short trip outside to walk my dog.”</td>
</tr>
</tbody>
</table>

**Conversation with patient:**

“Ok, Alex, since you spend most of your time inside working on your computer, watching TV, and playing video games, I’m prescribing Transitions VI lenses for you. These lenses are very clear for all the things that you do inside, and I think that you’ll find that your eyes won’t feel so tired at the end of the day. They also shade your eyes comfortably when you have to go outside to walk your dog, which will take care of the need for you to squint. Plus, they provide 100% UV protection for your eyes. What’s also great about Transitions VI lenses is that they darken very quickly when you step outside, but then quickly return to clear when you go back inside. Alex, I think these lens will work well for you so that your eyes will see and feel better, whether you’re inside on your computer, or outside walking your dog.”

**Recommended lens:**

Transitions® VI
ADAPTIVE LENSES

The “Most Balanced” Adaptive Lens
**Patient Background for “Erica”**

<table>
<thead>
<tr>
<th><strong>Name:</strong></th>
<th>Erica</th>
</tr>
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<tbody>
<tr>
<td><strong>Age:</strong></td>
<td>32</td>
</tr>
<tr>
<td><strong>Position:</strong></td>
<td>Attorney</td>
</tr>
<tr>
<td><strong>Interests:</strong></td>
<td>Reads <em>The Wall Street Journal</em> and <em>The Huffington Post</em>, enjoys fine dining, business travel, and the symphony</td>
</tr>
<tr>
<td><strong>Daily Routine:</strong></td>
<td>Works 12+ hours a day, short workouts at lunch, walks around the city to get to meetings</td>
</tr>
<tr>
<td><strong>Health:</strong></td>
<td>Excellent; very nearsighted</td>
</tr>
<tr>
<td><strong>Currently Wearing Transitions® Lenses:</strong></td>
<td>No</td>
</tr>
<tr>
<td><strong>Visual Problems:</strong></td>
<td>Tired eyes, concerns about wrinkles around her eyes from UV rays</td>
</tr>
<tr>
<td><strong>Quote:</strong></td>
<td>“I’m lost without my glasses, and I hate switching to sunglasses every time I run outside to get a cup of coffee.”</td>
</tr>
</tbody>
</table>

**Conversation with patient:**

“Erica, since you spend most of your time either in the courtroom or your office—and some time outside running between appointments—I’m prescribing Transitions VI lenses for you. They provide the best balance of clarity that your work demands when you’re inside, and the fast shading and UV protection your eyes need when you step outside. The clarity inside will help with the tired eyes you spoke about by reducing the strain on your eyes. And the built-in UV protection when you’re outside should ease your concerns about getting premature wrinkles around your eyes. While the Transitions VI lenses may not help shorten your work days, at least your eyes will be more comfortable and protected from UV rays.”

**Recommended lens:**

Transitions® VI
ADAPTIVE LENSES

The “Most Balanced” Adaptive Lens
Transitions® XTRActive™
ADAPTIVE LENSES

• “Darkest-Outside” adaptive lens
• Moderate activation behind windshield
• Comfortable hint of tint inside
### Patient Background for “Ariel”

<table>
<thead>
<tr>
<th>Name:</th>
<th>Ariel</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Age:</strong></td>
<td>24</td>
</tr>
<tr>
<td><strong>Position:</strong></td>
<td>Server at a local coffee shop</td>
</tr>
<tr>
<td><strong>Interests:</strong></td>
<td>Loves the big city, yoga in the park, outdoor concerts, enjoys being fashionable/trendy</td>
</tr>
<tr>
<td><strong>Daily Routine:</strong></td>
<td>Enjoys bike riding, volunteers for community, works on art projects</td>
</tr>
<tr>
<td><strong>Health:</strong></td>
<td>Healthy; slightly nearsighted</td>
</tr>
<tr>
<td><strong>Currently Wearing Transitions® Lenses:</strong></td>
<td>Yes—Transitions VI</td>
</tr>
<tr>
<td><strong>Visual Problems:</strong></td>
<td>Sensitive to bright sunlight, concerned about UV rays</td>
</tr>
<tr>
<td><strong>Quote:</strong></td>
<td>“My glasses reflect who I am...I think it would be cool to have a slight tint inside at work, but I just don’t think my lenses get dark enough outside.”</td>
</tr>
</tbody>
</table>

### Conversation with patient:

“Ariel, you mentioned how protecting your eyes is as important to you as being fashionable, so I’m going to switch you to Transitions XTRActive lenses. They are the darkest Transitions lenses available. When you’re outside, Transitions XTRActive lenses will provide your eyes with 100% protection from UV rays, which you told me was very important to you. Plus, they’ll address your sensitivity to bright sunlight. But what’s also nice is that Transitions XTRActive lenses have that slight tint inside that you want, which will feel comfortable while you’re working at the coffee shop. I think you’re really going to see a big difference with them.”

### Recommended lens:

**Transitions® XTRActive**

*ADAPTIVE LENSES*

*The “Darkest-Outside” Adaptive Lens*
Patient Background for “George”

<table>
<thead>
<tr>
<th>Name:</th>
<th>George</th>
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<tbody>
<tr>
<td>Age:</td>
<td>62</td>
</tr>
<tr>
<td>Position:</td>
<td>Retired veteran</td>
</tr>
<tr>
<td>Interests:</td>
<td>Enjoys hiking in local national parks and playing tennis near his home in Tempe, AZ, watching Westerns, and reading military novels</td>
</tr>
<tr>
<td>Daily Routine:</td>
<td>Rises early, reads the newspaper on the porch, does crossword puzzles every day</td>
</tr>
<tr>
<td>Health:</td>
<td>Generally healthy; presbyopia</td>
</tr>
<tr>
<td>Currently Wearing Transitions® Lenses:</td>
<td>No</td>
</tr>
<tr>
<td>Visual Problems:</td>
<td>Light sensitivity due to his medication, pain when stepping out into bright sunlight</td>
</tr>
<tr>
<td>Quote:</td>
<td>“I just moved here from Minnesota, and I’m planning to spend more time outside, but my eyes are sensitive to light and the sun is sure bright here.”</td>
</tr>
</tbody>
</table>

Conversation with patient:
“Well, George, now that you’re here in Tempe, it sounds like there are lots of outdoor activities you’d like to explore, but we have to keep sensitivity to light from your medications in mind. So I’m prescribing you Transitions XTRActive lenses. They’re the darkest Transitions lenses available, which will be great for when you go exploring our local National Parks. And for that pain from the bright sunlight when you step outside, Transitions XTRActive lenses have a nice, slight tint inside that will help lessen that jolt. George, I think you’ll find that these Transitions XTRActive lenses will provide your eyes with the right amount of light—both inside and outside—so you can really enjoy the great life here in Tempe that you’re looking forward to.”

Recommended lens:

Transitions® XTRActive™

ADAPTIVE LENSES

The “Darkest-Outside” Adaptive Lens
“Sharper-Outside” adaptive lens
Features “variable polarization”
Crisp, sharper vision and minimizes glare
**Patient Background for “John”**

<table>
<thead>
<tr>
<th><strong>Name:</strong></th>
<th>John</th>
</tr>
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<tbody>
<tr>
<td><strong>Age:</strong></td>
<td>54</td>
</tr>
<tr>
<td><strong>Position:</strong></td>
<td>Landscaper</td>
</tr>
<tr>
<td><strong>Interests:</strong></td>
<td>Horticulture, landscape design, reading outside, spending time with grandchildren</td>
</tr>
<tr>
<td><strong>Daily Routine:</strong></td>
<td>Works outdoors, interacts with clients, draws up designs, bookkeeping at his office</td>
</tr>
<tr>
<td><strong>Health:</strong></td>
<td>High blood pressure; age-related macular degeneration</td>
</tr>
<tr>
<td><strong>Currently Wearing Transitions® Lenses:</strong></td>
<td>No</td>
</tr>
<tr>
<td><strong>Visual Problems:</strong></td>
<td>Has problems making out details and seeing the actual colors of things in bright sunlight, concerned about UV damage</td>
</tr>
<tr>
<td><strong>Quote:</strong></td>
<td>“Even though I work outside, my work is very detail oriented, so clear vision is very important to me.”</td>
</tr>
</tbody>
</table>

**Conversation with patient:**

“John, I know that attention to detail is important to your work outside as a landscape designer, so I’m going to prescribe Transitions Vantage lenses for you. You told me you need clarity and the ability to see true colors for your work outside. The great thing about Transitions Vantage lenses is that, in addition to darkening in UV light, these lenses also increasingly polarize. So you get crisp, sharper vision that maintains true colors you need for your outside work. They also feature a slight tint when you’re inside that provides added comfort for your eyes. Of course, Transitions Vantage lenses provide 100% UV protection, which will address your concerns about that. All in all, I think that you’ll find these lenses will be a good fit.”

**Recommended lens:**

**Transitions® Vantage**

ADAPTIVE LENSES

The “Sharper-Outside” Adaptive Lens
Patient Background for “Tonya”

<table>
<thead>
<tr>
<th>Name:</th>
<th>Tonya</th>
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<tbody>
<tr>
<td>Age:</td>
<td>33</td>
</tr>
<tr>
<td>Position:</td>
<td>Physical education teacher</td>
</tr>
<tr>
<td>Interests:</td>
<td>Field hockey, swimming, landscape painting</td>
</tr>
<tr>
<td>Daily Routine:</td>
<td>Exercises every morning, school, coaching after school</td>
</tr>
<tr>
<td>Health:</td>
<td>Excellent; nearsighted</td>
</tr>
<tr>
<td>Currently Wearing Transitions® Lenses:</td>
<td>Yes—Transitions VI lenses</td>
</tr>
<tr>
<td>Visual Problems:</td>
<td>Struggles to see clearly outside when coaching, colors look washed out in sunlight when painting</td>
</tr>
<tr>
<td>Quote:</td>
<td>“I find myself spending more time outside than I used to with my coaching and my painting and everything…”</td>
</tr>
</tbody>
</table>

Conversation with patient:

“So, Tonya, as a phys ed teacher, you said that you spend a lot of time outside working with your students, and that you enjoy doing some landscape painting in your spare time. With that in mind, I’m going to switch you to Transitions Vantage lenses. In addition to darkening in UV light, these lenses feature variable polarization for crisper, sharper vision that will provide the clarity you said you need when you’re outside on the field with your students. But where I think you’ll really appreciate the difference is with your landscape painting, because Transitions Vantage lenses provide the true colors you mentioned that you’ve been missing. And when you’re inside, your lenses will have a slight tint, which will be very comfortable for your eyes. With all of your outside interests, I think you’ll find that these lenses will work very well for you.”

Recommended lens:

Transitions® Vantage™ ADAPTIVE LENSES
The “Sharper-Outside” Adaptive Lens
You can use this template to make copies and create your own patient profiles when prescribing Transitions® lenses for your patients.

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<td>Age:</td>
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<tr>
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<tr>
<td>Interests:</td>
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<tr>
<td>Visual Problems:</td>
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</tr>
<tr>
<td>Quote:</td>
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