

PORTFOLIO

\*\*SPECION\*\* | POLARIZED | TINTS



# BE AN OUTSIDER





**The best vision under the sun.** The protection and durability your patients need with a range of fashion options they want.



Up to 50% of UV light reaches the eye indirectly.\*

Xperio UV<sup>™</sup> polarized prescription sun lenses eliminate both direct and reflected UV rays.

### **IDEAL FOR:**

APRIL ROSS Pro Beach Volleyball Player



Patients concerned about UV radiation and eye health Patients who want improved scratch resistance for durability Patients who want the best performance

Fashion-forward style and choices that fit a wide variety of frames.



















### **FRONT**

### **BACK**

#### PAD CONTROL SYSTEM™LAYER

A layer used in the lens edging process to allow the leap pad and leap block to adhere to the lens without impacting the top coat performance.

### HIGH SURFACE DENSITY" (HSD) LAYER

Tightly packed fluorinated molecules coat the lens, repelling smudges, oil, and water, so the lens is easy to clean.

### UV PROTECTION LAYERS

These layers provide maximum UV protection and minimize distracting glare from the back of the lens.

#### HIGH SURFACE DENSITY™ (HSD) LAYER

Tightly packed fluorinated molecules coat the lens, repelling smudges, oil, and water, so the lens is easy to clean

#### PAD CONTROL SYSTEM\*LAYER

A layer used in the lens edging process to allow the leap pad and leap block to adhere to the lens without impacting the top coat performance.



#### A tough scratch resistant layer is applied to both sides of the lens, reducing the surface damage to the lens, while adding

#### POLARIZED FILM

This film blocks dangerous glare and protects eyes from harmful UV rays while delivering sharper outdoor color perception.

#### HARDCOAT SCRATCH RESISTANT LAYER

A tough scratch resistant layer is applied to both sides of the lens, reducing the surface damage to the lens, while adding

#### SCRATCH RESISTANT BOOSTER LAYER

An additional layer of glass-like silica particles protects the lens from annoying and unsightly scratches.

### ANTI-PARTICULATE LAYER

This anti-particulate layer repels dust and dirt particles from the surface of your lens, keeping then cleaner and clearer.

Experience the benefits of Xperio UV polarized sun lenses



Eliminate glare



Maximum UV



Clarity



Scratch resistan



Easy to clean

For more information on Xperio UV lenses, please contact your Essilor Sales Consultant or visit **XperioUV.com** 









# **Essilor Sunwear Chart**Sun Lens Solutions









### The highest level of UV protection offered within the E-SPF® Index

The higher the E-SPF Index, the greater the level of UV protection provided by the lens

E-SPF® is an index rating the overall UV protection of a lens. E-SPF® was developed by Essilor International and endorsed by third party experts. The E-SPF® index relates to lens performance only and excludes direct eye exposure that depends on external factors (wearer's morphology, frame shape, position of wear).

<sup>1</sup> E-SPF 15 is only achieved on a plastic lens with a Grade 3 Tint

Solid Colors



Gray-Green





Sunwear Colors" Solids



Sienna Brown







Forest Gray

Grape

Plum

Emerald Blue

Sunwear Colors™ Gradients







Gray Mist Sienna Brown





Forest Gray

Grape

Plum

Emerald Blue

Xperio UV™ Mirror options







Anti-reflective coated mirrors provide the same UV protection, two-sided scratch resistance and cleanability as Xperio UV™ with the fashion of a mirror

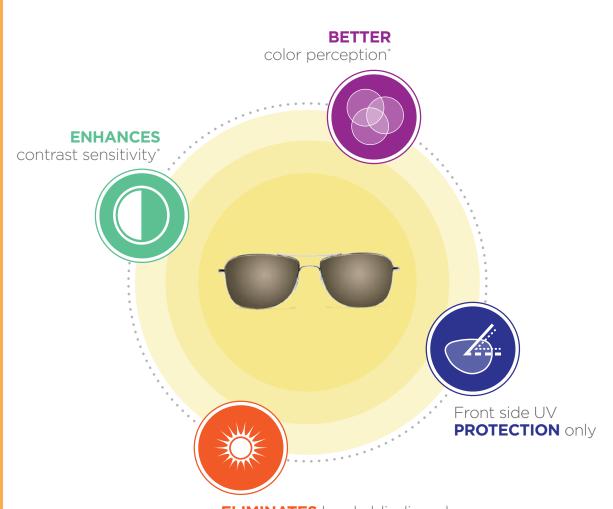
All polarized lens colors above are available with Xperio UV™ Mirrors



# **ESSILOR**Polarized Lenses



**OUTSIDE VISION** the way it should be.



**ELIMINATES** harsh, blinding glare from highly reflective surfaces

**IDEAL FOR:** 

\* When compared with Standard Tinted Lenses























\*Lab Special Order on Multifocal lenses only

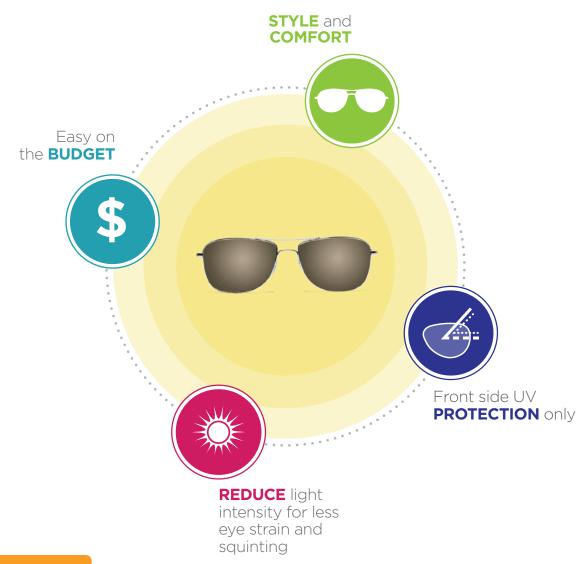
Essilor Standard Tinted Sun Lenses



### ESSILOR STANDARD



Tinted Lenses







### **Pre-Tinted Colors**

SOLII



RADIENT

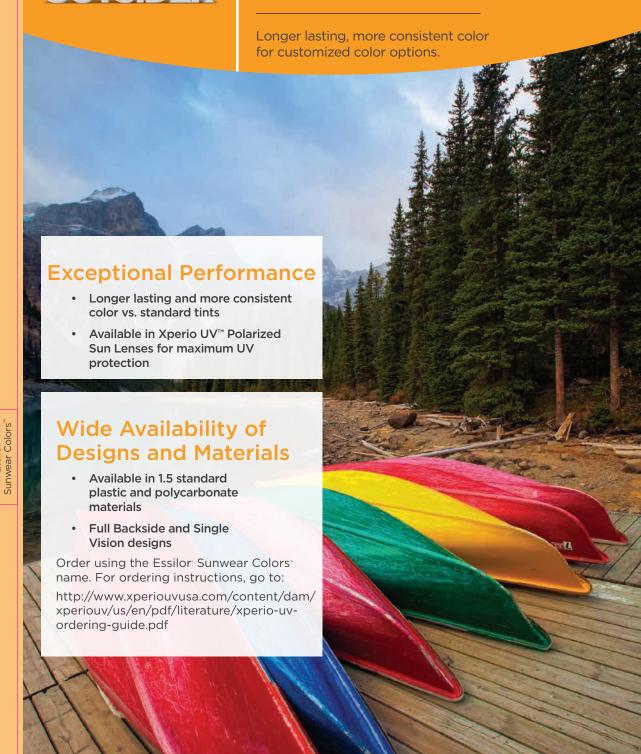


Lab processed tints: Available as any color requested but fades over time due to UV exposure.

# **ESSILOR**\* Sunwear Colors\*







# **ESSILOR**\* Sunwear Colors\*\*

### **Introducing Essilor Sunwear Colors,**™

produced using a specialized lab process and technology.





### **Available in:**

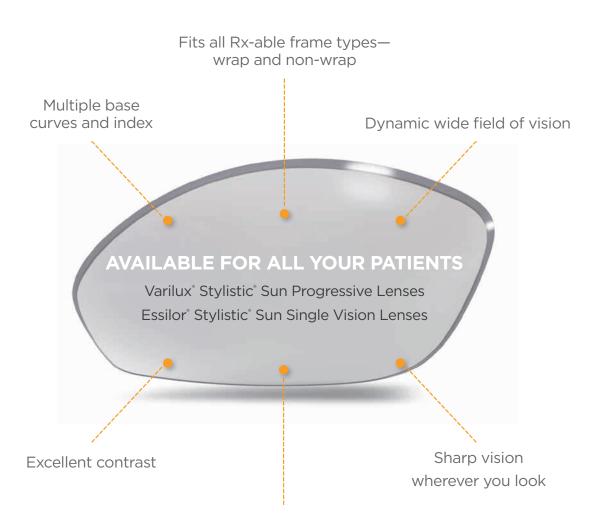
Xperio UV™ Polarized, Essilor® Polarized, and Essilor® Standard Tinted Lenses







Sun lenses without limits. Now you don't have to choose between style and performance.



Essilor's proprietary W.A.V.E technology: Wavefront Advanced Vision Enhancement™

















### **STYLISTIC**\* SUN LENS DESIGN

A design optimized for sun frames



Combine with Xperio UV<sup>™</sup> to get maximum UV protection from sun's harmful rays, dust, wind, and glare

styles, including wraps

\*Based on 2015 home-use and in-lab panelist tests conducted by the University of Arkansas and sponsored by Essilor of America

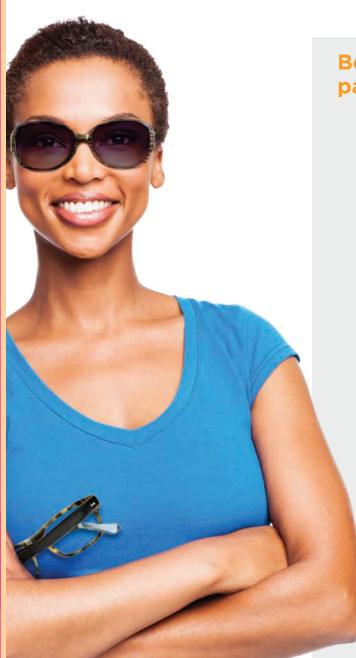


# PRESCRIPTION SUN SALES





Essilor offers extensive training for the optimal way to present prescription sun products to your patients.



### Best practices for patient conversations:

Recommend an Outside Pair of Glasses to Every Patient

**82.6**%

of American adults wear sunglasses, whereas only 11.6% wear prescription sunglasses.<sup>1</sup>

Having a consistent process to recommend an outside pair to every patient is especially important when 43% of prescription sunwear non-polarized wearers have never heard of polarized lenses.<sup>3</sup>

### **Educate Your Patients on the Dangers of UV Radiation**

80%

of people know they need sun protection for their skin; however, only 5% know they need sun protection for their eyes.<sup>2</sup>

### Shift From Price to Vision Performance & Protection Discussion

A proven and consistent conversation allows your staff to present price and savings at the right time, which builds value and keeps patients focused on their vision while outside.

Prescription Sun Sales

# How to engage your patients and maximize their outside vision protection

STEP 1	Identify the greatest challenges to your practice when dispensing the outside pair	88
STEP 2	Extend a minimum 25% discount to your patients while leveraging any additional second pair discounts offered by your wholesale laboratory	\$
STEP 3	Maximize your sun opportunity by offering a wide array of sunwear frames	禁
STEP <b>4</b>	Don't overlook the opportunity to discuss sunglasses with contact lens wearers	<u>U</u> ®
STEP 5	Discuss both eye health and outside vision needs with your patients	
STEP 6	Define your outside pair sales goals	<b>Ø</b>
STEP 7	Grow your practice with incremental sales from your current patients	





### **Essilor Sun Portfolio**

Every comprehensive vision solution must include both inside and outside lenses.



### **Essilor Sun Portfolio**

Prescription Sun Lenses for everyone under the sun:

Xperio UV<sup>™</sup> Polarized Sun Lenses Essilor<sup>®</sup> Polarized Sun Lenses Essilor<sup>®</sup> Standard Tinted Sun Lenses

### **More Style and Choices**

Essilor Sunwear Colors Essilor Colors Essilor Mirrors

### **Exceptional Performance**

Industry leading technology & processes to enhance your patients' outside vision.

### **Xperio UV<sup>™</sup> Polarized Sun Lenses**

Complete outside solution that provides maximum UV protection, easy cleanability and exceptional scratch resistance for the best vision under the sun

### Stylistic Lens Design

Innovative wrap and non-wrap technology that meets patients' fashion needs and safety requirements



Join the sunwear revolution — Rx sunwear for every patient

