

TRANSITIONS® VI FAQS



Transitions VI lenses Performance:

Q: What is Transitions VI and how is it different/better?

A: Transitions VI is the latest and most advanced generation of photochromic lenses from Transitions Optical. Transitions VI now sets a new standard of advanced performance, providing even more visual quality, visual comfort and eye protection for your patients than ever before.

Q: Why should I recommend Transitions VI lenses more than previous generations of Transitions lenses?

A: Transitions Optical, the global leader in photochromic technology, has made a great lens even better. As with prior generations, Transitions VI lenses provide all of the value of regular clear lenses, plus much more. With an enhanced system of photochromic performance across all materials and indices, now for the first time, Transitions VI lenses:

- Are darker outdoors than Transitions V and Transitions Next Generation lenses – in any temperature
- Are darker outdoors in hot temperatures
- Are clearer indoors than Transitions V lenses
- Fade back faster than Transitions Next Generation lenses
- Provide UV 400 protection

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Q: Why should I recommend Transitions VI lenses more than previous generations of Transitions lenses? (continued)

Transitions VI help to optimize the quality of vision every day and in virtually all light conditions. In short, recommending Transitions VI lenses is an improved way to help your patients see better today and to help preserve the health and well-being of your patients' eyes for the future.

Q: What's new and different about the darkness of Transitions VI lenses?

A: Transitions VI lenses are darker in average temperatures and in hot temperatures than previous Transitions lenses. Transitions VI lenses attain 88% tint in Gray at 23°C/73°F and 73% tint at 35°C/95°F. With that kind of performance, Transitions VI lenses will provide even more visual comfort, glare reduction and enhanced contrast than any Transitions lens previously available.

Q: What's new and different about the fade back speed of Transitions VI lenses?

A: Transitions VI lenses set the standard for fade back speed. Transitions VI lenses have significantly improved fade back compared to Transitions Next Generation lenses. Transitions VI lenses in Gray are 30% faster than Transitions Next Generation, and 40% faster in Brown to return to 70% transmission.

Q: Why should I recommend Transitions VI lenses to my patients who wear regular clear lenses?

A: Because they are that much better for your patients than regular clear lenses. Transitions lenses are clear lenses indoors while offering you much more outdoors. Transitions lenses automatically adapt to changing light conditions to reduce glare, eye fatigue and eye strain. They also help preserve your patients' eye health and well being as they block 100% of harmful UV rays. And now Transitions VI even has UV 400 protection. Clear lenses simply can't compete. (continued on next page)

Q: Why should I recommend Transitions VI lenses to my patients who wear regular clear lenses? (continued)

In recent product tests:

- Nearly 8 out of 10 of consumers who have worn Transitions VI lenses preferred them to clear lenses
- Almost 9 out of 10 eyecare professionals who have tried Transitions VI lenses say they are better for their patients' eyes than clear lenses
- Approximately 8 out of 10 eyecare professionals say they will recommend Transitions VI lenses to more of their patients than they currently do

Q: Are Transitions VI lenses clear indoors?

A: Yes. While most consumers and eyecare professionals were satisfied with the clarity of previous generations of Transitions lenses, Transitions VI lenses are even clearer than Transitions V lenses. Transitions VI are as clear as regular hard-coated lenses indoors and at night. So it should be no surprise that in a recent consumer test, 94% of wearers who have tried Transitions VI are satisfied with the level of clarity indoors. With the addition of an anti-reflective coating, Transitions VI lenses are even clearer than regular hard-coated lenses.

Q: How do Transitions VI lenses perform in hot and cold temperatures (extreme temperatures)?

A: Transitions VI lenses are the best primary pair of lenses for everyday use. However, because of the laws of chemistry, the actual performance attributes (especially the level of darkness and speed of deactivation) of all photochromic lenses are normally affected somewhat by extreme hot and cold temperatures. The great news is that Transitions VI lenses get much darker in hotter temperatures than ever before.

Q: What is the life expectancy of Transitions VI lenses?

A: The performance life of Transitions VI lenses will generally last the lifetime of the prescription. While it is normal for there to be a small loss of photochromic performance over time, with normal usage, this is generally not perceptible by the wearer. Because most Transitions lens wearers become loyal, repeat customers, chances are you will sell them a new pair long before their Transitions VI lenses have any perceptible change in performance.

Transitions VI lenses and healthy sight:

Q: To what degree do Transitions VI provide UV protection?

A: Like all Transitions lenses, Transitions VI lenses block 100% of harmful UVA and UVB rays. Now Transitions VI lenses even provide UV 400 protection. Transitions lenses meet all the internationally recognized standards for UV blockage, including ANSI Z80.3, ISO 8980-3, EN 1836 and AS/NZS 1067. In addition, Transitions lenses were the first to receive the American Optometric Association's Seal of Acceptance for UV Absorbers and Blockers and to receive the World Council of Optometry's Global Seal of Acceptance for UV Absorbers/Blockers. In a wearers' test of eyecare professionals, 88% say that Transitions VI lenses are the most convenient way to protect eyes from UV rays.

Q: How do Transitions VI lenses reduce glare?

A: Transitions VI lenses automatically adjust to changing light outdoors and become comfortably dark in bright outdoor light. The performance of Transitions lenses is dynamic, providing just the right amount of tint outdoors. As light conditions change, the level of tint and glare reduction changes as needed. As a result, visual quality and visual comfort are enhanced. (continued on next page)

Q: How do Transitions VI lenses reduce glare? (continued)

And because Transitions VI lenses are convenient and change automatically, your patients won't have to give glare protection a second thought. In a recent consumer test, almost 8 out of 10 of wearers preferred Transitions VI lenses to clear lenses to reduce bright, glaring light.

Q: What are the different types of glare?

A: There are four types of glare that progressively affect one's ability to see clearly. They are:

- **Distracting glare**, where light reflects from the eyeglass lens surface or from within the lens, causing distraction, eye fatigue and squinting.
- **Discomforting glare**, where light reaches an intensity level at which the eye is unable to adapt naturally, resulting in true eye discomfort and reduced ability to see clearly.
- **Disabling glare**, where light intensity becomes extreme. The eye's ability to adapt is exceeded, the ability to discern detail is significantly compromised. Eye discomfort becomes significant, and vision can be impaired.
- **Blinding glare**, the most extreme form of glare, is when bright light reflects off of smooth, shiny surfaces, like water, sand or snow, acting like a mirror to redirect blinding light directly to the eye. The result is severe discomfort and debilitating impact on one's ability to see – even for a period of time after the glare is removed, due to the latent effects of such extreme glare.

Q: Can Transitions VI lenses provide visual comfort?

A: Yes. Constant variations in light intensity throughout the day can leave eyes feeling tired and stressed. Transitions VI lenses reduce discomforting and disabling glare, thereby reducing squinting, eye strain and eye fatigue for wearers. When fitted with Transitions VI lenses, your patients' eyes will automatically feel more comfortable all day long.

Q: Can Transitions VI lenses improve contrast sensitivity?

A: Yes. Transitions VI lenses block glare, thereby enhancing contrast sensitivity and reducing eye fatigue and eye strain.

Added Benefits

Q: Are Transitions VI lenses compatible with premium anti-reflective coatings?

A: Absolutely. Transitions VI lenses are compatible with all premium AR coatings and hardcoats. In fact, Transitions VI lenses are even clearer than regular clear lenses when a premium AR coating is applied. For added flexibility, if necessary, the hardcoat on Transitions VI lenses is easily removed in a lab for AR application or proprietary hardcoats. Labs can continue to run multiple passes, thereby increasing their yields.

Q: Can Transitions VI lenses be tinted?

A: Yes, but we do not recommend it as tinting will compromise the clarity of Transitions VI lenses which are as clear as regular clear lenses indoors and at night.

Q: Are Transitions VI lenses limited to any particular eyeglass frames?

A: Absolutely not. That's one of the benefits of Transitions lenses – they are available for virtually any frame suitable for prescription lenses. And because Transitions VI lenses automatically function as both clear and outdoor tinted lenses, they are fashionable and stylish and enhance the look of any frame.

Q: In what colors are Transitions VI lenses offered?

A: Transitions VI lenses are available in attractive Gray or Brown tints.

Who should wear Transitions VI lenses?

Q: Who are Transitions VI lenses best suited for?

A: Transitions VI lenses are recommended for anyone who could benefit from seeing better today and preserving the health and well being of their eyes for the future – and that is virtually everyone. Transitions lenses are the ideal choice for every one of your patients who currently wears regular clear eyeglass lenses because they automatically enhance visual comfort, visual quality and convenient protection in any light. Because Transitions lenses offer so many more benefits than regular clear lenses, your patients will appreciate the added value that Transitions lenses provide.

Transitions lenses are particularly recommended for people who have special needs and whose vision is compromised when exposed to light and UV radiation.

Especially vulnerable are:

- Patients with specific medical or eye conditions (e.g. diabetes or cataract, among many others) which can affect one's contrast/sensitivity and night vision.
- Those taking medications which can cause sensitivity to bright light and/or direct sunlight. Please refer to the clinical paper entitled Ocular Effects Associated With Medications, Siret D. Jaanus, PhD. Also be sure to download to your PDA or computer the medications database provided by Transitions Optical, to enable you to quickly determine which of the medications your patients are taking that can cause ocular side effects.
- Children. Because children's eyes are still developing and their crystalline lens is more translucent, their eyes are particularly vulnerable to UV radiation and need daily protection.
- People who have had recent eye surgery and who have a particular sensitivity to sunlight and UV rays.
- People who have light-sensitive eyes.

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Q: Who are Transitions VI lenses best suited for? (continued)

For all of your patients, including those with the special needs listed above, Transitions VI lenses offer the clear lens performance they need indoors and at night plus the added value of enhanced visual quality, visual comfort and convenient protection outdoors.

Q: Should I recommend Transitions VI lenses to parents for their kids?

A: Absolutely and without hesitation. Transitions VI lenses give kids versatility, increased visual comfort, block 100% of UVA and UVB radiation, and offer UV 400 protection. It is extremely critical for children's eyes to be protected from UV radiation because they typically spend three times more time outdoors than adults. To complicate matters, children's eyes are not fully developed until they are older, so their crystalline lens is more translucent, leaving their eyes particularly vulnerable to UV radiation. That's a strong argument for protective lenses such as Transitions VI – and one that should be made to each parent. Transitions lenses are available in impact-resistant materials (Polycarbonate and Trivex™), making them an excellent choice for children.

Special Situations

Q: Do Transitions VI lenses perform behind the windshield of a car?

A: Photochromic lenses are activated by UV rays. Most automobile windshields block UV rays to protect the interior of the car and, as a result, protect the passengers from the majority of UV exposure. As a result, Transitions lenses just like clear lenses will not darken behind a car windshield. Many of your patients will be satisfied with Transitions lenses for driving and will not require a special purpose sun lens for driving. But some, especially those with light sensitivity, will want a supplemental pair of sun lenses or polarized sun lenses for driving and other high-glare outdoor activities such as at the beach, on the water, or on the snow. (continued on next page)

Q: Do Transitions VI lenses perform behind the windshield of a car? (continued)

The two pair purchase of Transitions VI lenses as the primary pair and polarized sun lenses as the secondary pair may just be the perfect vision package for your patients. And research indicates that wearers of Transitions lenses are more likely than clear lens wearers to own sunglasses as their second pair.

Q: Are Transitions VI lenses suitable for night driving?

A: Transitions VI lenses are suitable for any activity that would normally require clear lenses, which includes driving at night. As with clear lenses, adding an anti-reflective coating to Transitions lenses may make driving at night even more comfortable for your patients, as they reduce distracting glare and are even clearer than regular clear lenses. Transitions VI lenses are suitable for night driving as per the ISO 14889 standard.

Q: Are Transitions lenses recommended for protective sports eyewear?

A: First and foremost, for any contact sport activity it is essential that proper, protective eyewear is selected to reduce the risk of eye injury – especially for children, who are most prone to injury during sports activities. Recommending special sports frames with shock and impact-resistant materials such as Polycarbonate to your active patients should be a top priority. Adding the benefits of Transitions VI lenses is a great bonus since they adjust to changing light and block 100% of harmful UV rays, providing visual comfort during outdoor activities held at various times of the day. Transitions lenses in impact-resistant materials make an excellent choice for parents on the sidelines as well.

Business Building Opportunities

Q: Can Transitions VI lenses help my business grow?

A: Absolutely. In addition to providing the ideal choice for your patients' primary pair of lenses, fitting more of them with Transitions lenses will contribute to increased patient satisfaction and more add-on sales opportunities for your practice. Transitions lenses are an excellent choice for children as well, providing much needed protection to developing eyes and a welcome additional market for you. Transitions VI technology performs even better than previous generations, making it easier than ever for eyecare professionals to recommend Transitions lenses to more of their patients. In a recent product test almost 8 out of 10 consumers prefer Transitions VI lenses to clear lenses and almost 9 out of 10 ECPs agree that Transitions VI lenses are better for their patients' eyes than clear lenses.

Transitions VI lenses are available in most popular materials and most designs. This includes standard index (1.50), Trivex (1.53), Polycarbonate (1.59), High Index (1.60), and Super HI (1.67). Designs include spherical and aspheric SFSV & FSV, ST-28 (1.5 only), ST-35, Tri-28, Tri-35, and the largest selection of the best performing PAL designs available.

Q: Should I recommend Transitions VI lenses as a sunglass replacement? What about second pair sales?

A: Even though they get sun lens-dark outside, Transitions lenses are not intended to replace sunglasses. Transitions lenses are intended to replace regular clear lenses for your patients' primary pair of lenses. Sunglasses, especially polarized lenses, are specialty eyewear for specific, sustained outdoor use and blinding glare situations. Transitions lenses, as a first pair, in combination with polarized sunglasses as a second pair, make an excellent two pair selection for your patients. Most of your patients should be open to that recommendation. In fact, research indicates that wearers of Transitions lenses are more likely than clear lens wearers to own sunglasses as their second pair.