

EXTENDED FAMILY MULTI PAIR

By popular demand we're extending the Family Multi Pair offer to December 31st 2020!

Family pairs

50%¹ discount for same patient or family members² (spouse and children)

Everyone gets in on it: When buying a second, third, or even fourth pair for family members, you get a 50% discount on lenses.

(1) 50% discount on the least expensive additional pair(s).

(2) Throughout the offer period, eyecare professionals are required to fill out the Family Form and return it to Customer Experience.

How to maximize the impact of these offers

- Increase conversion in your practice by passing on these discounts to your patients.
- Spread the word in your practice and take advantage of a simple and transparent offer where the whole family benefits.

Terms of the offer

- This offer is valid from July 11th to Dec 31st 2020.
- The family pair(s) must be purchased within 3 months of the purchase of the first pair.

Contact your Essilor Business Consultant for more information.

SEE MORE.
DO MORE.



FAQ

- **How is this different from the See More Rebates?**
The See More Rebates required that the first pair include any one of the following - Crizal, Transitions, Xperio or Optifog. Subsequent pairs for the same patient or their immediate family could be purchased at a 50% discount. Now the first pair can be any eligible Essilor Lens (RX Club, Club Stock, Essilor Jr, and mineral lenses are excluded) a 50% discount will be applied to subsequent pairs for the same patient or immediate family member.
- **Are all lens materials eligible?**
Yes.
- **How does the “family multi – pair offer” work?**
When a patient purchases a pair of eyeglasses from you that include the eligible products, and returns for a subsequent pair for themselves or an immediate family member within 90 days of the original purchase you can do the following:
 - When the order is for the same patient - You can place the order via phone, fax or email. A 50% discount will automatically be added to the least expensive pair. The price before discount is considered.
 - When the order is for an immediate family member - You must send the order via fax to a participating lab of your choice, along with a **duly completed copy of the Family Form**. A 50% discount will be added to the least expensive pair. The price before discount is considered.
- **How do you define “immediate family”?**
Spouse and children under the age of 18.
- **My patient has children over the age of 18, do they qualify?**
No.
- **I purchased eligible lenses from you in June, can I get the discount?**
The discounts apply only to eligible products purchased between July 11th and Dec 31st 2020.
- **Do I have to pass on the savings to my patients?**
While Essilor Canada suggests that you pass on a portion of the savings to consumers to encourage the purchase of a first and a subsequent pair, Essilor Canada does not mandate that the savings be passed on to the patients.
- **Can this offer be combined with other Essilor offers?**
This offer can be combined with existing terms and conditions in your **Essilor Canada** commercial agreement, however this cannot be combined with other Essilor offers.
- **Are there any limits to the number of subsequent pairs a practice can order?**
The original patient can purchase a second, third or even fourth pair for themselves or their family members.
- **Participating Labs:**
Essilor Canada, (Aries Optical, Eastern Optical, Perspectives, OPSG, R&R Optical, K&W Optical, Groupe Vision Optique, Pioneer Optical) as well as partner laboratories (Econo-Optic Ltd, Laboratoire d’Optique S.D.L., Optique Cristal (1988) Inc).

Enhanced Multi Pair Family Form

Valid until December 31st 2020.

Customers have 90 days to submit the coupon after the purchase of the first pair. Please complete the coupon by entering the invoice number of the eligible first pair.



Please complete the coupon by entering the invoice number of the **eligible first pair**.

| | |
|---------------------------------------|------------------------------------|
| ORDER DATE OF THE ELIGIBLE FIRST PAIR | ELIGIBLE FIRST PAIR INVOICE NUMBER |
| ELIGIBLE FIRST PAIR PATIENT REFERENCE | EMPLOYEE |

SUBSEQUENT PAIRS

Please use one form per family member.
Only spouse/partner of the original patient, and children under the age of 18 qualify.

| | |
|---|----------------|
| TELEPHONE - | DATE |
| PRACTICE NAME | ACCOUNT NUMBER |
| FULL NAME OF FAMILY MEMBER/ PATIENT REFERENCE | RELATIONSHIP |
| ADDRESS | |

| CORRECT | | | | | | | |
|--|------|------|------------|-----------|--------|-------------|--------|
| Description | | | | | | | |
| COLLECTION <input type="checkbox"/> BLUE <input type="checkbox"/> CLASSIC <input type="checkbox"/> SUN | | | | | | | |
| <input type="checkbox"/> UNCUT <input type="checkbox"/> EDGED AND MOUNTED <input type="checkbox"/> STOCK SINGLE VISION EDGE AND MOUNTED | | | | | | | |
| | SPH. | CYL. | AXIS | ADD. | PRISM | ORIENTATION | |
| O.D. | | | | | | | |
| O.S. | | | | | | | |
| | DEC. | BASE | DIST. P.D. | NEAR P.D. | HEIGHT | DATUM | BOXING |
| O.D. | | | | | | | |
| O.S. | | | | | | | |
| MATERIALS <input type="checkbox"/> Orma <input type="checkbox"/> Airwear <input type="checkbox"/> TL16 <input type="checkbox"/> TL1.67 <input type="checkbox"/> TL1.74 | | | | | | | |

| PROTECT | | |
|---|---|---|
| <input type="checkbox"/> Transitions Signature GEN 8 | <input type="checkbox"/> XPERIO TINTED | <input type="checkbox"/> XPERIO POLARIZED |
| <input type="checkbox"/> Transitions Signature GEN 8 style colors | <input type="checkbox"/> Physiotints | <input type="checkbox"/> Solid |
| <input type="checkbox"/> Transitions XTRActive | <input type="checkbox"/> Regular Tint | <input type="checkbox"/> Gradient |
| <input type="checkbox"/> Transitions XTRActive style mirrors | <input type="checkbox"/> Match Tint | <input type="checkbox"/> Colours _____ |
| <input type="checkbox"/> Transitions Vantage | <input type="checkbox"/> Airwear Colors | |
| <input type="checkbox"/> Colours _____ | <input type="checkbox"/> Gradient | |
| | <input type="checkbox"/> Colours _____ | |

| ENHANCE | | |
|--|--|---|
| CRIZAL | | |
| <input type="checkbox"/> Crizal Previncia | <input type="checkbox"/> Crizal Sun UV | <input type="checkbox"/> Anti-reflective with Optifog |
| <input type="checkbox"/> Crizal Sapphire 360 | <input type="checkbox"/> Crizal Flash Sun UV | <input type="checkbox"/> Trio EC |
| <input type="checkbox"/> Crizal Rock | <input type="checkbox"/> Crizal Mirrors Sun UV | <input type="checkbox"/> Trio Sun |
| <input type="checkbox"/> Crizal Forte | <input type="checkbox"/> Colours _____ | <input type="checkbox"/> TD2 with Optifog |
| <input type="checkbox"/> Crizal Alize+ | | <input type="checkbox"/> TD2 |
| <input type="checkbox"/> Crizal EC | | |

LABORATORY COPY

| PERSONALIZED LENS PARAMETERS | | | |
|------------------------------|------------------|--------------------------------|--------------------------------------|
| Reading distance | Screen distance | Vertex OD _____ OS _____ | ERC distance OD _____ OS _____ |
| Initials ____ | | Progression length | |
| Dominant eye | Head cape | Inset OD _____ OS _____ | |
| Wrap angle | Pantoscopic tilt | NVB 7 digits output | |

NOSE

| SHAPE | FRAME | TYPE |
|--------------------------------|--|--|
| <input type="checkbox"/> LB 9 | BRAND _____ | <input type="checkbox"/> METAL EDGE |
| <input type="checkbox"/> LB 1 | MODEL _____ | <input type="checkbox"/> METAL GROOVE |
| <input type="checkbox"/> LB 13 | SIZE A _____ | <input type="checkbox"/> ZYL EDGE |
| <input type="checkbox"/> LB 15 | DBL _____ | <input type="checkbox"/> WOOD EDGE |
| <input type="checkbox"/> LB 2 | B _____ | <input type="checkbox"/> GROOVED EDGE |
| <input type="checkbox"/> LB 14 | COLOUR _____ | <input type="checkbox"/> DRILLED RIMLESS |
| <input type="checkbox"/> LB 6 | TEMPLES _____ | BEVEL |
| <input type="checkbox"/> LB 10 | <input type="checkbox"/> TO SUPPLY <input type="checkbox"/> ENCLOSED | <input type="checkbox"/> POLISH |
| | <input type="checkbox"/> TO FOLLOW | POSITION <input type="checkbox"/> 1/3 |
| | | <input type="checkbox"/> 2/3 |
| | | <input type="checkbox"/> 3/3 |

Participating Labs: Essilor Canada, (Aries Optical, Eastern Optical, Perspectives, OPSG, R&R Optical, K&W Optical, Vision Optique Beloeil, Pioneer Optical) as well as partner laboratories (Econo-Optic Ltd, Laboratoire d'Optique S.D.L., Optique Cristal (1988) Inc).