



### VSP Choice Plan Set To Change September 1st!

There is still one change that will go into effect for VSP on September 1 and that is going away from charging 80% of U&C on the Choice plan to a fixed copay option.

#### This will effect the pricing to the patient on:

- Material Upgrades (SV, Bifocal and Trifocal as well as Progressive lenses)
- Digital SV lenses
- Polarized Lenses
- Near Variable Focus Lenses

Download new lens enhancement charts to see the choice plan changes to fixed copay's at [www.eyefinity.com](http://www.eyefinity.com) today!

To access Lens Enhancement Charts, log-in to Eyefinity.com and navigate to VSP online.

### Introducing Fogless

Fogless is an anti-fog coating for any patient bothered by their glasses fogging up when wearing a face mask.

#### Facts about Fogless:

- A permanent, anti-fog coating applied as a dip hardcoat.
- No additional activators are needed! Fogless simply absorbs moisture so once the coating "fills up" it will tear the moisture out.
- Not compatible with non-glare.
- Can be applied to any lens material.
- Processed in-house to provide a profitable product for you with the quickest turntime possible.
- Included on ProLens at no additional charge and can be ordered with any ProLens job.

**BONUS!** Create your own PPE Package by combining Fogless with New ProLens PPE Frames.



### Upcoming Education

#### How To Create The Right First Impression And Lifelong Patients Webinar

September 25 at 11:00am CST

Save your seat by visiting

[www.ecpadvantage.com](http://www.ecpadvantage.com)

### Essilor Experts Now Available to Walman Optical Customers

Walman Optical can now be your lab of choice while participating with the Essilor Experts program. Participants gain these major benefits:

#### Attract Patients:

- National TV advertising promoting Essilor Experts practices
- Doctor locator listing
- Online scheduler and appointment booking on your website.

#### Engage Patients:

- In-office training for staff
- Merchandising for the office
- Annual workshops

#### Optimize Results:

- Access to Essilor Experts Dashboard for key business metrics
- Set and track goals and provide insights to your optical.

**BONUS** - Essilor Experts accounts will earn additional rebates for premium products sold on VSP to recover the changes coming January 2021.

Contact your Walman Optical Account Manager to learn more about Fogless or how to participate in the Essilor Experts program