

TOP PHOTOCROMIC QUESTIONS

- 1 Which Transitions® lenses are designed to activate behind the windshield of a car?
- TRANSITIONS® SIGNATURE® VII LENSES
 - TRANSITIONS® XTRACTIVE® LENSES
 - TRANSITIONS® VANTAGE® LENSES
- 2 Transitions lenses can get as dark as ordinary sunglasses.
- TRUE
 - FALSE
- 3 Unlike sunglasses, which have a _____ tint, Transitions lenses _____ their level of darkness as your situation changes.
- 4 Transitions lenses are:
- STYLISH
 - FUNCTIONAL
 - AVAILABLE IN SEVERAL COLORS
 - A GOOD VALUE FOR THE PRICE YOU PAY



APPLY WHAT YOU HAVE LEARNED

Listen to your customers and ask questions to determine which *Transitions* lenses to recommend.

IF YOUR CUSTOMER ASKS “DO TRANSITIONS LENSES WORK IN THE CAR?” You can say “Yes. *Transitions XTRActive* lenses are designed to activate with both UV and visible light – so they get dark in the car. Other photochromic lenses only activate with UV light. They don’t get dark in the car because the windshield blocks UV light.”

IF YOUR CUSTOMER ASKS “DO TRANSITIONS LENSES GET AS DARK AS SUNGLASSES OUTDOORS?” You can say “Yes. *Transitions* lenses can get as dark as ordinary sunglasses. Some get darker than others. *Transitions XTRActive* lenses, for example, have a hint of tint indoors and are designed to be extra dark outdoors. *Transitions Signature* lenses are the clearest indoors and the fastest to fade back. *Transitions Vantage* lenses are polarized outdoors to offer even more glare protection. Let’s talk about what may work best for you...”

IF YOUR CUSTOMER ASKS “ARE TRANSITIONS LENSES EXPENSIVE?” You can say “They are a good value for the price you pay. Consider that you’ll be wearing them every day until you need a new prescription. They will also help you see better while protecting your eye health.”

LEARN MORE AT [TRANSITIONS.COM](https://www.transitions.com)

ANSWERS

- 1 TRANSITIONS XTRACTIVE LENSES 2 TRUE – TRANSITIONS LENSES CAN GET AS DARK AS SUNGLASSES AND TRANSITIONS XTRACTIVE LENSES ARE DESIGNED TO BE EXTRA DARK OUTDOORS.
3 FIXED, ADJUST 4 ALL APPLY