



Interstate Lab Group thanks you for selecting us as your Optical laboratory.

We wish you and your families a Happy Thanksgiving Holiday!

Please note we will be closed on Thursday, November 24th to celebrate the holiday with our families.



Pair 50 Enrollment for 2023 and Beyond! Now on EssilorPro.com

New for 2023! Pair 50 enrollment has moved to EssilorPRO.com and is effective for 2023 and beyond!

You can now easily register your Lab accounts in the Pair 50 Program on EssilorPRO®! **Enrollments will now be permanent, meaning you will not need to do the annual re-enrollment process moving forward.** The new program starts on **January 1, 2023.**

Here's how:

- Visit EssilorPRO.com
- Register your Practice (must **be the principal, practice owner or co-owner**), then verify that all of your Essilor lab accounts are connected with your EssilorPRO account.
- Navigate to your "Dashboard", then "Offers and Promotions", and select the Pair 50 program. Please note that this may take up to few minutes to show up under your dashboard. You may need to refresh the page.
- Select & Enroll all eligible accounts in the program. If you do not see all of your lab accounts listed, please ensure you have added them to your EssilorPRO account.
- Agree to the terms & conditions and start saving the next business day (after program start date of 1/1/23)!

Enroll in
PAIR 50

Register once and enjoy
up to 50% off a second pair

Essilor has set up a dedicated email support team for any issues with registering on EssilorPro.com or enrolling in the Pair 50 program. Please contact the team at essilorsupport@essilorusa.com.

For Pair 50 FAQs, please visit our Pair 50 folder in our Document Center at interstatelabgroup.com

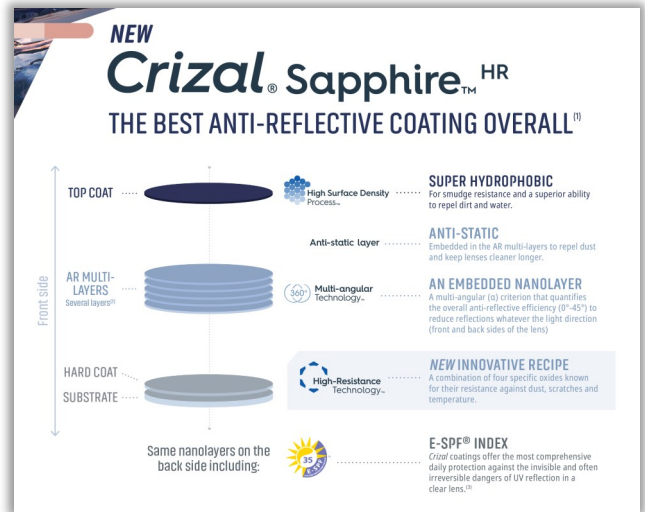
Crizal Sapphire™ HR: The Best Anti-Reflective Coating Overall¹

On October 4th, Essilor announced the launch of these three innovations in no-glare coatings - **Crizal® Sapphire™ HR, Crizal® EasyPRO, and Crizal® Easy No-Glare lenses (in Rx and FSV stock lenses).**



NEW Crizal Sapphire HR is an upgrade from Crizal Sapphire™ 360° UV™ No-Glare lenses and offers improved protection against scratches and smudges while maintaining the same level of transparency. *Crizal Sapphire HR* will be the best anti-reflective coating overall powered by unique technologies:

- **Multi-Angular Technology™** provides best in class transparency, reducing glare not only in front of the lens, but at + / - 45 degrees on the sides of the lens as well. This ensures that wearers receive protection from glare at all angles.
- **High Resistance technology™** is a combination of four specific oxides, known to resist scratches, dust, and dirt.
- **High Surface Density Process™** is a nano-layer of fluorinated molecules that provides highly effective smudge resistance property making the lens much easier to clean, plus anti-static property to repel dust.



Q: Who should you recommend Crizal Sapphire HR to?

A: Any wearer looking for durability and best-in-class transparency in their lenses.

Q: How should you discuss this with your customers?

With *Crizal Sapphire HR*, you get a clear lens that's lifelong:

A:

- An image rendering that is pure and comfortable thanks to reduced reflections
- An aesthetic lens that eliminates virtually all glare/enhances your look
- Best in durability

(1) External laboratory tests and internal technical tests - 2020. Compared to the competitor most known lens-brands by consumers (2019 external brand tracking in 11 countries). The word 'overall' refers to anti-reflective coatings important criteria, ranked through an external quantitative consumer study - 2019. (2) Number of layers for illustration purpose. (3) 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). *Except for Orma®: E-SPF® 10 index. (12) Based on R&D measurements: Criteria calculations are based on the studied products only. (1 star) UV Protection based on E-SPF (Ruv + Tuv) - scale from 0 to 50 (2) Scratch Resistance based on Sand Re-sistance Test value - scale from >3,5 to 0. (3 stars) Easiness-to-clean based on sliding angle - scale from >22° to 0°. (4 stars) AR Efficiency based on Rv - scale from >1,2 to <=0,3 - (5 stars) Antistatic property yes/no

Meet The People Who Make Up the Interstate Team!



Diamond Wilson is our newest Lab Sales Manager covering the state of Michigan. Diamond has been in the optical industry for 24 years, starting out as a certified optician and then moving into frame sales. She garnered many awards as Sales Representative of the Year, Rookie of the Year, Transformation Award and President Club.

Aside from optical sales, as a lifelong learner, Diamond founded Remarkable Self Discovery over 2 years ago and became a Certified Life Coach. She coaches men and women in self-confidence and self-esteem.

In her free time, Diamond enjoys spending time with 12-year-old daughter, Addison. Together, they enjoy downhill skiing, traveling, and spending quality time together.

We are happy to have Diamond as a valued member of the Interstate Team!