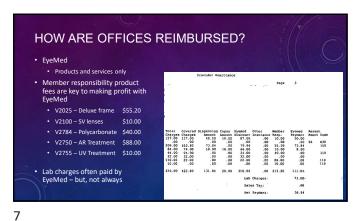




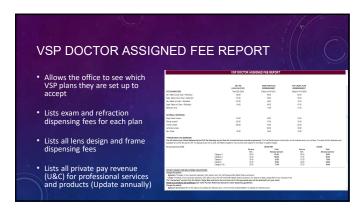


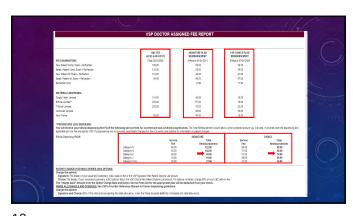
HOW ARE OFFICES REIMBURSED? Out-of-pocket expenses Examples of out of pocket expenses include: Anti-reflective coating Blended bifocal lenses Any frame valued at more than your plan's allowance

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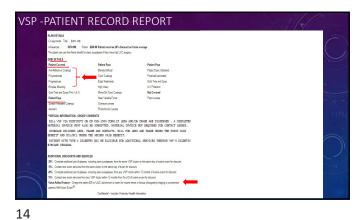


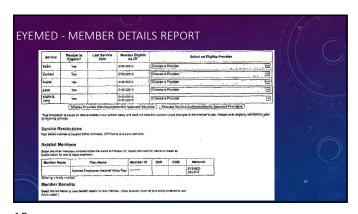


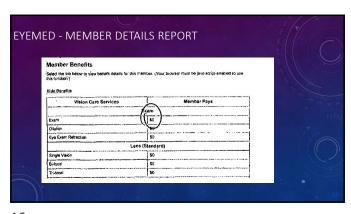




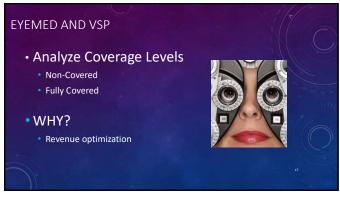


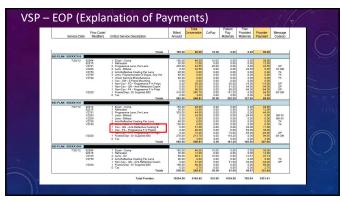




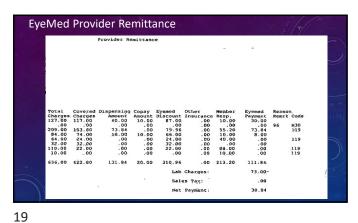


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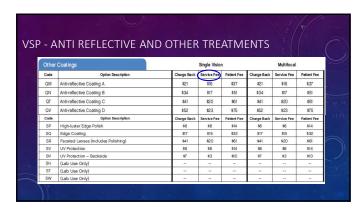


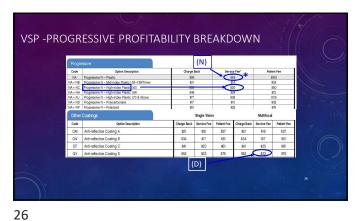


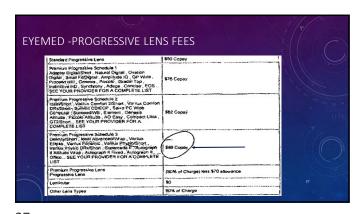


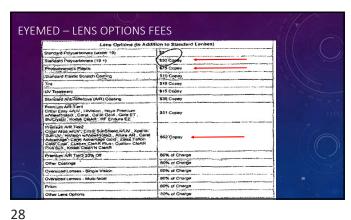
VSP - MATERIAL SERVICE FEES Up to \$34.00 on covered Spherical and Aspheric lenses; up to \$39.00 on covered Digital Aspheric lenses

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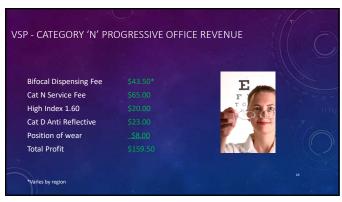








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VSP - ENHANCING FRAME REVENUE Example with frame you stock that has a published WFA of \$51 (Your retail = \$189 – MLP [Minimum List Price]) Patient has a retail frame allowance of \$120 Patient selects \$189 frame with a WFA of \$51 – now you use the retail formula Retail price (-) the retail allowance (-) 20% = patient payment • \$189 - \$120 = \$69 - 20% = \$55.20 paid by patient VSP pays you \$50 and Dispensing fee \$39 (varies by region) Net revenue \$50+\$39+\$55.20 = \$144.20 - \$43.35 = \$100.85 (\$55.35 more than prior example)

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