

The following talking points and FAQs will assist in discussing the Extra \$40 promotion.

Talking Points	
<ul style="list-style-type: none"> <li>VSP Vision Care members receive greater value with an extra \$40 to spend on frames from popular and well-known frame brands.</li> <li>November 1, 2019 through February 29, 2020, VSP members get an extra \$40 to spend on select frame brands including CALVIN KLEIN, CALVIN KLEIN JEANS, DKNY, Draper James, Dragon, and Nike.</li> <li>VSP members can choose a frame from any of these brands and \$40 will automatically be added to their frame allowance when they use their benefits.</li> <li>Members can find which VSP network doctors carry these brands by visiting Find a Doctor on <a href="http://vsp.com">vsp.com</a>.</li> <li>The Extra \$20 promotion remains available on all other featured frame brands.</li> <li>The Extra \$40 and Extra \$20 promotions cannot be combined – your frame purchase will qualify for one or the other, not both.</li> </ul>	
FAQs for Existing or Prospective VSP Members	
<b>What brands qualify for the Extra \$40 promotion?</b>	<ul style="list-style-type: none"> <li>CALVIN KLEIN, CALVIN KLEIN JEANS, DKNY, Dragon, Draper James, and Nike qualify from November 1, 2019 to February 29, 2020.</li> </ul>
<b>Why are only certain frame brands included?</b>	<ul style="list-style-type: none"> <li>This promotion is a limited time offer for frame brands that are popular with VSP members. Members who don't wish to purchase one of these limited time promotion frame brands may still take advantage of the Extra \$20 promotion that applies to all other featured frame brands.</li> </ul>
<b>Do VSP members need to do anything different to get the Extra \$40?</b>	<ul style="list-style-type: none"> <li>No. The Extra \$40 will automatically be added to their current frame allowance by the VSP doctor when you select an eligible frame brand.</li> </ul>
<b>Will VSP network doctors know about the Extra \$40, or does the VSP member need to ask about it?</b>	<ul style="list-style-type: none"> <li>Yes, VSP network doctors will be advised of the Extra \$40 on the authorization for services they receive from VSP– however if they don't mention it, please ask!</li> </ul>
<b>What can a VSP member do if their VSP network doctor doesn't know about this promotion?</b>	<ul style="list-style-type: none"> <li>Their VSP network doctor has a variety of resources available to look up their coverage and this special offer will be reflected. VSP members can also contact VSP Customer Care representatives for help at 800.877.7195.</li> </ul>
<b>What if a VSP member selects a frame that exceeds their frame allowance, even after the Extra \$40 is applied?</b>	<p>In keeping with the standard process at VSP, if a VSP member selects a frame that exceeds their enhanced frame allowance, they are responsible for paying the remaining out-of-pocket cost less a 20% savings on the overage.</p>

<b>How long will this promotion last?</b>	<ul style="list-style-type: none"> <li>This is a limited time promotion, through February 29, 2020.</li> </ul>
<b>How can a member find out if their VSP network doctor carries these brands?</b>	<ul style="list-style-type: none"> <li>VSP members can visit <a href="http://vsp.com">vsp.com</a> and select Find a Doctor to access our online doctor directory. Doctor locations will be listed in the directory with the featured frame brands they carry.</li> </ul>
<b>What if their VSP network doctor doesn't carry these brands?</b>	<ul style="list-style-type: none"> <li>If their doctor doesn't carry the frame they'd like to purchase, they can ask if they are able to order it for them.</li> </ul>
<b>How can a VSP member find a VSP network doctor who carries these brands?</b>	<ul style="list-style-type: none"> <li>To find a doctor that carries these brands, VSP members can simply: <ul style="list-style-type: none"> <li>Go to <a href="http://vsp.com">vsp.com</a> and click on the "Find a Doctor" link.</li> <li>Enter their ZIP code.</li> <li>Click View Filters</li> <li>From the Frame Brand drop-down menu, select the brand they want, then click "Apply Filters."</li> </ul> </li> </ul>
<b>Can a VSP member get the Extra \$40 toward their frame allowance if they select a frame from Eyeconic?</b>	<ul style="list-style-type: none"> <li>Yes. The Extra \$40 is available on Eyeconic.</li> </ul>
<b>Is the Extra \$40 available at retail chain locations?</b>	<ul style="list-style-type: none"> <li>In addition to in-network doctor locations, the Extra \$40 offer is also available at Visionworks locations.</li> </ul>