



Avulux® Migraine & Light Sensitivity Lenses



Avulux Migraine & Light Sensitivity Lens FAQ

How is Avulux different from FL-41?

FL-41 is a single band blue light blocker that was created in the 1980s-90s for light sensitivity related to flickering fluorescent lighting (FL). There has been no substantial clinical data published on FL-41's efficacy. Since then, new research found that painful light exists in the blue, amber, and red spectrum while green wavelengths of light showed to be soothing for migraine patients. Avulux is a brand-new, clinically proven, multi-band precision filter that precisely absorbs up to 97% of harmful blue, amber and red light while allowing in soothing green light and may help those living with migraine.

How is Avulux Different from others?

Avulux is a patented multi-band precision optical filter. It is a light management tool created specifically for people with migraine & light sensitivity. In a 2016 Harvard study, a narrow band of green light was found to be soothing to people during a migraine attack whereas blue, amber, and red light were found to increase migraine attack intensity. Avulux precisely blocks the most harmful blue, amber, and red light wavelengths while allowing soothing green light through. Unlike sunglasses, Avulux lets enough light through so that people can wear them indoors or outdoors (Avulux also blocks UV). Wearing dark sunglasses can cause wearers to become even more light sensitive over time, as they dark adapt their eyes. Wearing Avulux will not cause dark adaptation.

What if Avulux doesn't work for my patient?

We recommend having each patient try Avulux plano trial glasses before purchasing to make sure they work for the patient. If they are feeling light sensitive at the time of the appointment, they should be able to tell quickly if the lens is making them feel more comfortable. If the patient is unsure after initially placing them on, they can wear the glasses for 20 minutes while they roam around the clinic. If they are not light sensitive at the time of their appointment, we recommend having the patient place a retail value deposit, sending the glasses home with the patient to try for a predetermined amount of time, and having them either return them for a credit toward a custom pair or a refund.

Will this lens work for other light sensitivity conditions?

Avulux hasn't yet studied the lens on patients outside of the migraine population so we can't officially speak to how it will work for non-migraine patients. In many non-migraine conditions, light intolerance will be constant. If this is the case, we recommend having your patient try the Avulux lens in store and they should know quickly if the lens works for them. Alternatively, you can have the patient take the lens home to try for 7-14 days.

Why does the ECP Welcome Kit cost \$735?

Avulux is a patented multi-band precision optical filter. It is a light management tool created specifically for people with migraine & light sensitivity. In a 2016 Harvard study, a narrow band of green light was found to be soothing to people during a migraine attack whereas blue, amber, and red light were found to be increase migraine attack intensity. Avulux precisely blocks the most harmful blue, amber, and red light wavelengths while allowing soothing green light through. Unlike sunglasses, Avulux lets enough light through so that people can wear them indoors or outdoors (Avulux also blocks UV). Wearing dark sunglasses can cause wearers to become even more light sensitive over time, as they dark adapt their eyes. Wearing Avulux will not cause dark adaptation.

Why do I have to buy an ECP Welcome Kit?

The ECP Welcome kit is a curated set of resources designed to help your practice get started selling Avulux on day one. It's important that each practice can provide patients with the tools they need to successfully purchase Avulux lenses.

Are fit-overs the only option for Avulux trial glasses?

At least 2 of the 3 trial glasses purchased should be fit-overs. The reason for this is because most patients will already be wearing their existing prescription glasses and fit-overs are the easiest frame to try with glasses. Regular frames are great for aesthetic purposes but more limiting when it comes to a patient's ability to try the glasses.

Can I purchase fewer than three trial glasses (fit-overs)?

Any practice can purchase fit-overs or trial glasses for their practice, but they must purchase a minimum of three along with an ECP Welcome Kit if they would like to become an Avulux Authorized Provider.

A purchase of an ECP Welcome Kit, which includes three fit overs, adds your clinic to the Avulux online store locator at avulux.com. This site is viewed by over 50,000 visitors per month as of early 2023.

This store locator has been proven to drive foot traffic into practices specifically for Avulux lenses.

How do I loan patients Avulux trial glasses?

Avulux recommends that each practice charge a deposit recommended at full retail value (\$329.99) for patients wanting to take the glasses home to try. This will ensure that the glasses will come back or, if the patient does not return the glasses, they will have already paid for it.

How do I order Avulux brochures only?

Only available to Avulux Authorized Providers

Brochure refills can be provided to the practice as needed by emailing opticssupport@faitco.com. Avulux materials are reserved for practices that have purchased an ECP Welcome Kit.

How are the Avulux lenses priced?

The Avulux lens is the world's only clinically proven lens for migraine & light sensitivity. It is considered a specialty lens with over 8 years of research and development behind it. Unlike your normal commodity lens, Avulux is a brand-new, clinically proven, multi-band precision filter that precisely absorbs up to 97% of harmful blue, amber and red light while allowing in soothing green light and may help those living with migraine. When assessing the price per lens, many ECP's compare the price of Avulux to other specialty lenses or Myopia lenses.

Can anti-reflective coatings be applied to the Avulux material?

Yes. Although not required, it is recommended that all Avulux jobs contain anti-reflective coatings to enhance the experience.

What designs and materials can Avulux be paired with?

Please refer to the Fait Optics price book for all design options.

Can I return my Welcome Kit and trial glasses?

Welcome Kit must be returned including all three fit-over glasses within 90 days. Fit-overs must be in resalable condition, as determined by Fait Optics staff. Returns only apply to fit-overs included in the Welcome Kit.

Are Avulux lenses returnable?

Avulux lens orders outside of the Welcome Kit follow Fait Optics' standard warranties and policies. Lenses are not returnable, but remakes will be provided at no charge for any warranty issues.

My practice doesn't see migraine patients

Migraine impacts 1 in 7 people globally and as many as 1 in 3 women. 50% of people with migraine don't even realize they have migraine as it can often go undiagnosed. Light sensitivity is one of the most telling symptoms of someone with migraine. You may be underestimating the amount of migraine patients that walk through your door. With a small adjustment to your normal patient intake questionnaire or by using the Avulux Migraine & Light Sensitivity Checklist as a part of your intake process, it will help you identify migraine patients before they sit in the exam chair.

We already use FL-41 or another tint

We recommend offering Avulux as an option to the same population already purchasing FL-41 and other tints. Historically, FL-41 has been recommended to these patients, but it's an option without clinically or statistically significant research backing its efficacy. Adding Avulux will now give you the confidence of being able to recommend a product to patients that has been clinically proven to help people living with migraine. Adding Avulux to your product options will expand the options a patient has to choose from.

I don't have time to implement a new product right now

The Avulux ECP Welcome Kit was made to help you get up and running with selling Avulux as soon as you receive the kit. This kit is designed to make implementing Avulux as easy as possible. With the welcome kit, you'll receive trial glasses, patient brochures, reusable screening/intake checklists, customer email templates and more.