ASOA Friday Focus Poll – Results from November 4, 2016

*Incentives for Optician*

<table>
<thead>
<tr>
<th>Q1. Does your optical shop offer sales incentives to the opticians?</th>
<th>Responses</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yes</td>
<td>99</td>
<td>35.48%</td>
</tr>
<tr>
<td>No</td>
<td>89</td>
<td>31.90%</td>
</tr>
<tr>
<td>Does not apply to practice/company</td>
<td>91</td>
<td>32.62%</td>
</tr>
<tr>
<td><strong>Total Responses</strong></td>
<td><strong>279</strong></td>
<td></td>
</tr>
</tbody>
</table>