

LightPulse® Skin Renewal:
A Combination Therapy Consultation

- **The Purpose of the Consultation**
 - ▶ The LightPulse consultation is a two part process.
 - ▶ The purpose of the consultation process is to qualify and educate the patient, so the patient knows what to expect throughout the process. Possible results and reactions are identified and the treatment strategy is determined and discussed with the patient. There should be no surprises.
 - ▶ The focus of the initial consult (Part 1) is the end result, beautiful skin.
 - ▶ Once the initial consultation has been complete and the patient has purchased a package, a detailed technical consult (Part 2) is performed by the Laser Technician. The LightPulse Treatment Plan is explained and signed by the patient and technician.
 - ▶ The Laser Technician will continually consult with the patient before each treatment throughout the LightPulse program in order to review issues from the last treatment and expectations for the current treatment.
 - ▶ Patients with Skin Type I - IV may be treated. Adjustments to the settings are made based on each patient's acceptance for temporary skin reactions, social limitations and agreed upon expectations.
 - ▶ A patient should expect to commit to a minimum, of three treatments. Remember each treatment consists of Microdermabrasion, IPL and a personalized skin care regimen.
- **How Does Skin Age?**
 - ▶ Intrinsic and Extrinsic
 - ▶ Intrinsic aging is inevitable. It begins the day we are born. While intake of water and proper diet may slow this aging process, as we grow older our skin is naturally robbed of moisture, collagen and elasticity.
 - ▶ Extrinsic aging results from exposure to the environment. This is a key element in determining who looks younger or older than their biological age. Exposure to sunlight, alcohol and smoking are some factors that contribute to extrinsic aging. When elastin and collagen break down and are not replaced fine lines and wrinkles form and intensify. Examples are pigment changes like sun spots and uneven skin tone and vascular changes like facial spider veins and dilated capillaries.
 - ▶ LightPulse skin renewal was designed to repair signs of extrinsic aging and proactively delay photoaging.
- **How Does IPL Work?**

- ▶ Broad Spectrum Light is attracted to color identified as cells containing an abnormal amount of hemoglobin or melanin.
- ▶ In the case of melanin the IPL energy is absorbed by the pigmented cells. The heat vaporizes the moisture in the cell and the cell shrinks. Once reduced to his shrunken state, the cell fragments flake off or the body absorbs and eventually lightens the abnormally pigmented areas.
- ▶ In the case of blood vessels, the light is attracted to the hemoglobin. Once absorbed by the hemoglobin, the light converts to heat, damaging the wall of the vessel and causing the wall to collapse. Once the wall collapses the vein diminishes or disappears. Alternately, the heat can also weaken the wall, causing blood to leak and to be absorbed by the body. This process will eventually lighten or eliminate the blood vessel.
- **Expectations**
 - ▶ After the first IPL treatment, the skin may appear slightly worse before it gets better. This is because the light brings all the imperfections to the surface especially in terms of pigmentation issues. Light imperfections disappear leaving the deep issues more exposed. The LightPulse skin renewal treatments must be done in a series of treatments in order pull up and eventually reduce the damage that is deeper within the skin.
- **The Brown Group**
 - ▶ The brown group refers to that patient who only exhibits pigmentation issues including melasma, actinic keratosis, hyperpigmentation, post-inflammatory hyperpigmentation, lentigines (freckles) and other common pigmented lesions.
- **The Pink Group**
 - ▶ Patients who exhibit vascular issues including Rosacea, Acne Rosacea, Cherry Angioma, Rhinophyma, Telangiectasia, broken capillaries and flushing issues are categorized in the pink group.
- **The Combo Group**
 - ▶ Many patients belong in the combo group. Many times when the pigment begins to face there are vascular issues that underlie the pigmented areas.
 - ▶ In this patient, the color target will change during the series of treatments from pigment to vascular. This is because the pigment is on the surface and acts as a competing target and doesn't allow the energy to penetrate to the vascular level.
 - ▶ Once the pigmentation disappears, the vascular becomes more visible allowing it to be treated effectively.