

Avance Beauty IPL 350-VSC

Instruction Material for IPL
Vascular & Vein Treatment System.

Avance Beauty IPL 350-LS Ultra and Driver

Replacement Parts 1-888-621-4484

IPL Eyewear

Eyewear # D-213-4600 Each \$39.95

IPL350 Emitter Tip Replacement

IPL # D-213-6700 Each \$79.95

Carbon Dye 50ml

Carbon Dye # P-213-2500 Each \$29.95

Carbon Dye 50ml Gel

Carbon Dye # P-213-2505 Each \$29.95

IPL Tattoo/Wrinkle Treatment 50ml Gel

Stock # P-216-2500 Each \$29.99

IPL Spider Vein Treatment 50ml Gel

Stock # P-216-2600 Each \$29.99

IPL Pre Treatment Lidocaine 3.4% 50ml Gel

Stock # P-216-2607 Each \$29.99

IPL Nail Fungus Treatment 50ml Gel

Stock # P-216-2509 Each \$29.99

IPL Wrinkle Reduction/Skin Toning Treatment 50ml Gel

Stock # P-216-2709 Each \$29.99



Prices are subject to change without notification. To order on-line, go to

<http://www.centre-biotechnique-avance.com>

For technical assistance beyond what this manual provides, please e-mail

support@centre-biotechnique-avance.com

Please allow 24 hours for processing.

The IPL 350-LS produces IPL radiation which can be harmful to the eyes. Always wear protective eyewear while operating this equipment. Intense Pulsed Light has the capability to burn the skin if the technician does not closely observe the patient's reaction to the procedure. IPL treatments will result in destruction of hair follicles and is **irreversible**. Always plan ahead before undertaking detail work such as eyebrow shaping or hairline contouring. Patch test a small area (no larger than 1cm by 1cm square) before full application. Allow 24 hours to determine the patient's reaction before applying full treatment.

Quick Setup Guide

Also approved for: Acne, Scars/Stretchmarks, Wrinkle Reduction, Photo Rejuvenation, Toning/Tightening and Hyper-pigmentation Issues.



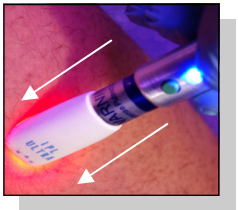
Keep this manual in a convenient place for quick and easy
reference at all times.

In the interest of providing superior equipment, Avance Beauty Industries reserves the right to modify or amend equipment specifications without notice or obligation.

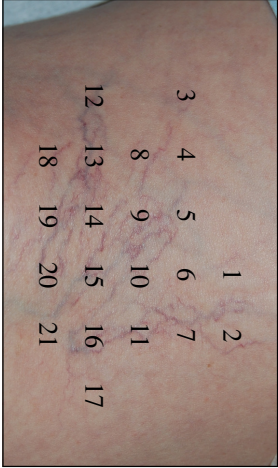
IPL Spider Vein Removal/Rosacea The Treatment Procedure

Intense Pulsed Light Systems are very effective for the treatment of capillaries which have become enlarged (known as spider veins) or have multiplied excessively (known as Rosacea). Both conditions are usually inherited genetically and are activated or aggravated by sun exposure. The number of treatments required will vary based upon a variety of factors but a substantial degree of improvement is usually noted after 3-5 applications.

Apply the IPL cooling and coupling gel to the IPL emitter prior to pressing the tip to the client's skin. Hold the emitter to the desired area then press the trigger switch down for one second (delivering 7 emissions for a total of 220 joules). Move the IPL tip and repeat on each afflicted area of 1 cm square in a systematic grid structure. Applying more than 220 joules per cm2 may burn the skin.



Apply 'Laser Capillary Treatment Gel' following the treatment (see back page of this instruction booklet for ordering information). This formula contains activated phytonone, which supports healthy regeneration) of new capillaries (reducing the recurrence of future Rosacea) by strengthening the capillary walls.



Treatment Around or Near the Eyes

Great care must be exercised when working near the eyes. The IPL emission is powerful enough to actually penetrate the eyelid and permanently damage the eye. Having the patient close their eyes is not satisfactory protection. The use of a dark colored damp wash cloth which is folded over four times will deflect the harmful radiation; however, only IPL protective eyewear is recommended.

Treatment Around or Near Mucus Membranes

IPL radiation will severely damage the tissues inside the nose and ear canal. Treatment should be avoided in these areas altogether.

Post-Treatment Care

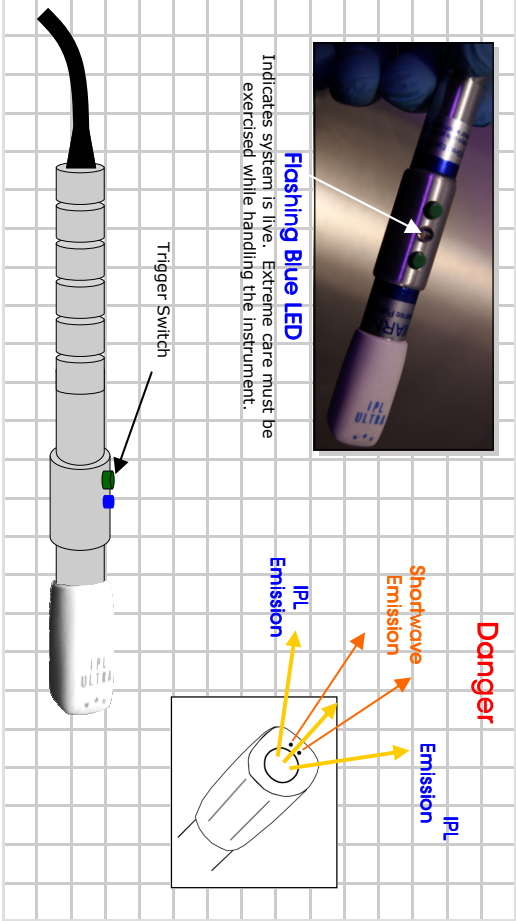


The skin surrounding the treatment area may experience short-term erythema (reddening) which will subside within 12 hours. Should the treatment area show signs of excess scabbing you may wish to reduce the overall treatment time or intensity. Instruct the patient to refrain from applying cosmetics or sunbathing for at least 24 hours. Follow up treatments should be scheduled 7-10 days later.

Treatment Efficacy

Figure 1 shows severe late stage Rosacea of a 70 year old female. Figure 2 shows the substantial improvement achieved with 16 treatments over 18 months. Figures 3 and 4 show the results of laser treatment of mild spider veins on the nose of a 50 year old male achieved with 6 over 3 months.

IPL 350-LS Instrument



The IPL 350-LS comes with a 220Jcm2 maximum fluence per second adjustable pulse frequency (fixed pulse duration) instrument for superior operator control. The addition of high frequency shortwave energy substantially amplifies the thermolysis deep in the tissue for greater intensity and improved results. RF enhanced IPL treatments enable a greater range of treatments.

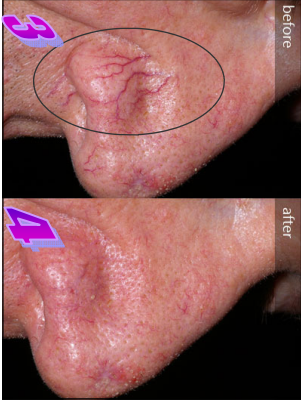
Trouble Shooting

Should you encounter technical problems with your IPL 350 system, refer to the following guide for potential problems and the appropriate solution.

- Unit is plugged into the wall, all accessories are correctly inserted into the unit but no IPL output is being registered.
 - ++Check all connections. Plug and unplug each one being sure all contacts are sound.
 - ++Check all cords. Due to continual bending and fatigue, wires may fray or break resulting in full loss of power.
- Unit hums or makes abnormal noises.
 - ++Unit needs servicing. A clicking sound is normal.
- IPL output is weak.
 - ++Emitter may be obstructed with debris (dried coupling gel, dirt etc.). Clean thoroughly with a cotton tipped applicator and alcohol. If the performance of the IPL does not improve after cleaning the head your unit needs servicing by a qualified agent. Contact technical support for assistance.
- No output from the IPL is registered after all trouble-shooting suggestions listed above have been checked.
 - ++Probable flash emitter failure. Unit needs servicing.

IPL 350-LS Power Output Capabilities

Standard	Intensity Setting	3. HF Function Disabled	3. with HF Assist
	Treatment Duration	1 second (7-8 pulses)	1 second (7-8 pulses)
Intense	Jcm2/second	120	180
	Intensity Setting	3. HF Function Disabled	3. with HF Assist
Gentle	Treatment Duration	2 seconds (14-16 pulses)	2 seconds (14-16 pulses)
	Jcm2/second	180	220
	Intensity Setting	2. HF Function Disabled	2. with HF Assist
	Treatment Duration	1 second (6 pulses)	1 second (6 pulses)
	Jcm2/second	60	90



IPL Startup Procedure

Put on your IPL eyewear before powering up your system. Wear the eye protection throughout the entire procedure.

Before connecting your IPL instrument to the main system, be sure the key switch is off (counter and indicator LEDs will be off). Failure to adhere to the start-up procedure may cause damage to your IPL emitter.

Place the IPL head in a secure position POINTED AWAY from you and the client.

1. Turn the key lockout switch clockwise to system status IPL 'Enabled'. At this time your digital pulse counter readout will show the number of pulses since the last reset. A bright LED on the instrument will begin flashing. The flashing blue warning LED means your IPL is now live and extreme care must be exercised while handling to avoid accidental eye-exposure.
2. Activate the HF 'Enabled'. The red and yellow warning indicators will confirm this operation.
3. Set power level for treatment. It is recommended to start out on setting 2 then work your way up to 3 if client discomfort is minimal. The use of a lidocaine pre-treatment spray or an IPL coupling gel reduces discomfort substantially.

WARNING: This IPL instrument emits photon intensity equivalent to an arc welder and many times the intensity of the sun. It must be handled with great care. Do not allow person into the treatment room who are not wearing ANSI certified IPL protective eyewear. In addition, this instrument emits high intensity shortwave radiation which also poses risk to the human eye. Never treat on the eyes. The eyelid provides no protection. IPL and shortwave radiation will pass easily through and may seriously damage the retina and/or lens resulting in loss of vision quality.

Technical Specifications

Input: 110-240V AC, 4A
Output: 13,000mW (pulsed)
Spectrum: 410-1200nm
UV Radiation: None
Safety Considerations: Eye Protection

It is recommended to use the IPL in high pulse mode (setting 3) at all times. This will allow the technician to deliver single pulses each time the trigger switch is pressed. If the switch is held down, the IPL driver will deliver a steady series of pulses at approximately 7 per second. This is the ideal rate for most treatments.

IPL Emitter Port Maintenance

Intense Pulsed Light treatments should be performed on shaved (or waxed) skin. In photo epilation, the follicle being targeted is about 0.25-0.5cm (1/8 to 1/4 in) below the skin (the follicle and papilla). To best reach the desired tissue under the skin it is best to remove the hair from the surface of the skin.

If using carbon or photoreactive dyes, remove any excess which may come in contact with the optics using ethyl alcohol.

For light maintenance use acetone or alcohol on a cotton tip applicator. For more aggressive cleaning use a sharp blade (scalpel or razor blade) to scrape any carbonized material from the tip.

IPL Resurfacing and Photo-Rejuvenation

IPL resurfacing is performed using a beam of light energy which vaporizes the upper layers of damaged skin at specific and controlled levels of penetration. The procedure offers many advantages which others do not have.

Unlike *Microdermabrasion*, the IPL penetrates deeply into the dermis where promotion of collagen proteins can be stimulated. Chemical peels can be very unpredictable and dangerous while an IPL can be dialed in to deliver precisely the right amount of radiation to produce safe and effective results.

All resurfacing treatments work essentially the same way. First, the outer layers of damaged skin are stripped away. Then, as new cells form during the healing process, a smoother, tighter, younger-looking skin surface appears.

For superficial or medium resurfacing, the IPL can be limited to the epidermis and papillary dermis. For deeper resurfacing, the upper levels of the reticular dermis can also be removed. Varied penetration allows treatment of specific spots or wrinkles.

It's also important to consider the length of recovery when choosing among the skin-resurfacing alternatives. In general, the more aggressive the resurfacing procedure is, the more prolonged the recovery is likely to be. "Light" resurfacing procedures, such as superficial chemical peels or superficial IPL resurfacing, offer shorter recovery times. However, these lighter procedures may need to be repeated multiple times to achieve results comparable to those achieved with more aggressive techniques.

General Dermatology

Treatment of additional skin afflictions such as Rosacea, Fine Wrinkles, Sun Damaged Skin, Acne Scars, Age Spots, Large Pores, Acne Prone Skin.

As the IPL goes over the dermis, vascular spaces with hemoglobin in them absorb the light energy thereby heating the surrounding tissue and stimulating the fibroblasts to produce type 1 collagen and dermal proteins. The treatment rearranges and/or replaces the solar elastosis in the upper dermis, resulting in NEW collagen formation.

What used to be loose, irregular collagen in the dermis is now tighter, refreshed and rejuvenated.

The benefits of each IPL treatment over all other skin rejuvenation procedures include: Low downtime, non-surgical, little pain and discomfort, immediate results after 1 - 2 treatments, affordable, enhances your own collagen growth, produces more dermal proteins and treats most types of skin.

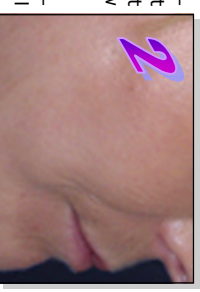
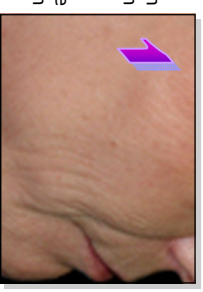
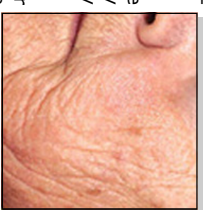
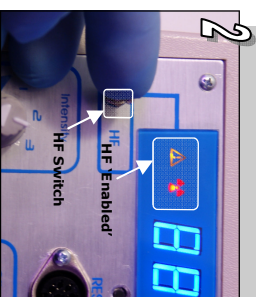
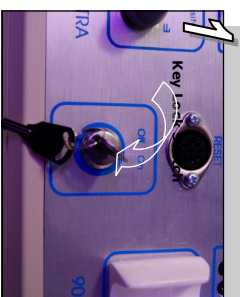
Treatment Procedure: Resurfacing and Winkle Reduction

Deliver 7 pulses (approximately 220 joules) to each area of 2.5 cm square. Be very systematic and thorough, but resist the temptation to over treat. Applying more than 220 joules may burn the skin.

Figure 1 shows normal sagging and wrinkling of the skin which can be expected as humans age. Figure 2 shows excellent improvement on a 47 year old female after 6 treatments.

Always use an approved cooling and coupling gel with your IPL treatments. This will substantially reduce patient discomfort and protect the dermis from excessive thermal retention or damage from heat. It will also increase the 'translucency' (rate of which the skin will allow IPL energy to pass through) factor which improves overall results.

Call your patient back in for a follow up in 48 hours. Additional treatments may be applied in 7-10 days depending on the level of dermal trauma the patient experience and their rate of healing.

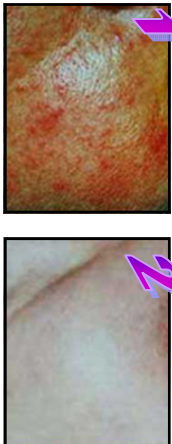


Treatment Procedure: Rosacea

Apply 'IPL Spider Vein Treatment Gel' (see back page of pamphlet for ordering information). This formula contains activated phylloquinone, which supports healthy regeneration of new capillaries (reducing the recurrence of future Rosacea) by strengthening the capillary walls.

Deliver 5 pulses on high power (approximately 180 joules) to each area of 2.5 cm square. Be very systematic and thorough but resist the temptation to over treat.

Figure 1 shows severe late stage Rosacea of a 30 year old male. Figure 2 shows the substantial improvement achieved with 20 treatments over 24 months. Spider veins and enlarged capillaries require more treatments overall than most other laser procedures.



Treatment Procedure: Age Spots

This condition is caused by melanin deposits in the skin which do not fade. Normal melanin will darken (proliferate) with exposure to sun, but will also fade over 4-6 weeks when the exposure is stopped. It is most common in the elderly but occurs in all ages. IPL treatments are remarkably effective for this affliction.

Apply 'IPL Wrinkle Treatment Gel' (see back page of pamphlet for ordering information).

Deliver 6 pulses (approximately 200 joules) to each area of 2.5 cm square. Fading of the age spots (also known as 'liver spots') will be evident after 4-6 weeks.



Figure 3 shows moderate age spot activity on a 46 year old female. Note the improvement in figure 4 showing nearly complete regression of the skin disorder. This patient underwent 3 treatments over 11 weeks.

Treatment Procedure: Scars

This condition can be caused by any trauma to the skin from acne, sun burn, cuts, scrapes and surgical procedures. To reduce the appearance of the scar, it will be necessary to rebuild the collagen proteins in the skin with IPL radiation. This process is extensive (especially in cases where severe scarring exists). It may take 5-10 treatments over 12 months to achieve desired results.

Apply 'IPL Scar Reduction Treatment Gel' (see back page of pamphlet for ordering information).



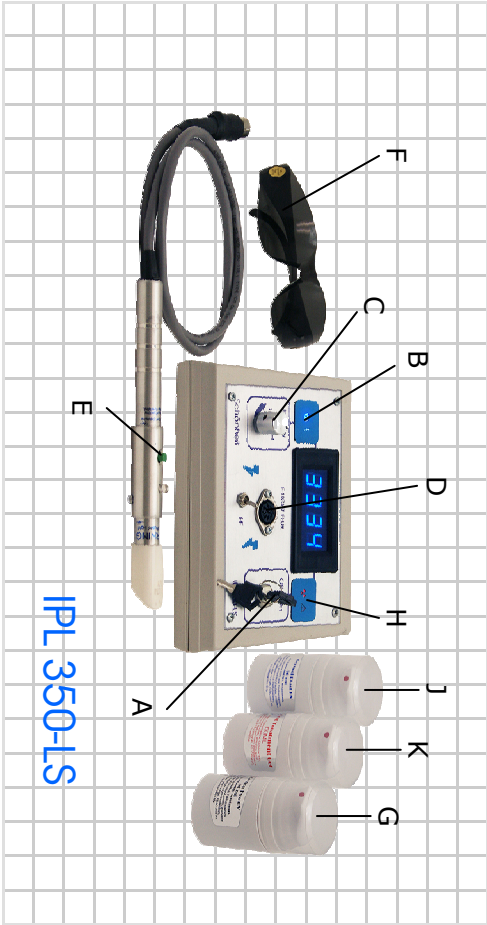
Deliver 7 pulses (approximately 220 joules) to each area of 2.5 cm square. Remember, applying more than 220 joules may burn the skin so this procedure must be done very carefully. You must deliver the seven pulses in under one second for maximum thermal heat exchange in the tissue (simply hold the trigger switch down).

Figure 5 shows a 28 year old female with acne scarring which was left over from teenage puberty. There are very deep pocks, which are the hardest to improve. In figure 6, the appearance of the scars (including the pock) has improved 90%.

Treatment around the eyes must be done with adequate protection. Exposure to IPL radiation (even through the eye lid) can permanently injure the eyes up to and including vision quality loss.

Photos are for example purposes only and may not indicate results which will be achieved on every patient. Medical IPL treatments for dermatology purposes are rated by improvement and not by cure. Many skin conditions such as Rosacea may return and require future treatments to be controlled. Advise your patient to expect improvement but caution them as to which degree of improvement they will be able to achieve.

IPL Control Locations/Feature Descriptions



- A. **Key Lockout:** This feature is required by law on all high-power laser and light devices. The first step in the correct sequence to power-up your laser is to turn this clockwise using the special key included in your kit.
- B. **System Status LEDs:** These lights will indicate system status (neutral or live) and which modality is enabled.
- C. **Pulse Control:** This allows the operator to set the number of IPL/RF pulses per second.
- D. **IPL Jack:** An eight-prong coaxial power jack for the IPL hand piece.
- E. **IPL Instrument:** A 13,000mW high intensity pulsed light and high powered RF emitter instrument with thumb switch and counter reset button. Note:
- F. **Eyewear:** This is an essential part of the treatment process. Direct or reflective IPL radiation can seriously injure the eye. Both the technician and the patient must use the protective eyewear while the IPL is enabled or activated. Eyewear is intended for **accidental** exposure only. Never stare directly into an IPL emission.
- G. **Carbon Dye:** This is an atomized form of molecular carbon which easily penetrates deeply into the follicle shaft. The dye adds pigment which gives a receptor for the photon/heat exchange reaction.
- H. **HF (High Frequency):** This switch enables or disables the secondary function HF energy mode to amplify the thermolysis effects of the IPL treatment.
- I. **Post Treatment Gel:** This is a special formula which speeds healing and reduces hair growth activity with OTC anti androgens.
- J. **Dermal-Plasti:** A special 3.5% lidocaine gel formula to reduce patient discomfort.
- K. **Post Treatment Gel:** Anti-androgen formula that reduces the rate of hair re-growth and speeds healing of the skin following IPL treatments.

Equipment Warranty

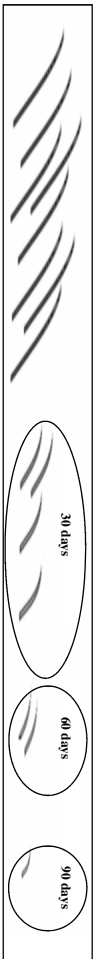
We warrant to the original purchaser the equipment manufactured by us to be free from defects in material and workmanship under normal use and service. Our obligation under this warranty shall be limited to the repair or exchange of any part or parts which may prove defective under normal use and service within 12 calendar months from the date of shipment and which our examination shall disclose to our satisfaction to be thus defective. When necessary, purchaser shall apply for a Return Materials Authorization and instructions on proper return procedures from their original sales associate. The laser diode (head) requires special operating precautions which, if defied, may void warranty.

Warranty Extension Certification:

Customer Number	Authorization Number
Warranty Extension () years	Warranty Type: A B C D

Treatment Efficacy

Permanent hair removal is a gradual process which takes 90 days or more for complete destruction of the follicle tissues. Each hair must go through its entire growth cycle for it to be effectively treated. Generally, it is only during the **early anagen** phase that it is vulnerable to destruction. The following chart will give you an accurate example of what the reduction in growth activity should look like from 30, 60 , and 90 days of treatments.



Important Considerations for Safe IPL Hair Removal Treatment

Treatment Around or Near the Eyes: Great care must be exercised when working near the eyes. The IPL emission is powerful enough to actually penetrate the eyelid and permanently damage the eye. Having the patient close their eyes is not satisfactory protection. The use of a dark-colored damp wash cloth which is folded over four times will deflect the harmful radiation; however, only IPL protective eyewear is recommended.

Treatment Around or Near Mucus Membranes: IPL radiation will severely damage the tissues inside the nose and ear canal. Treatment should be avoided in these areas altogether.

Treatment Around or Near the Genitals: IPL hair removal is safe for application to the pubic regions including the reproductive organs of both sexes. Care must be taken into consideration in these areas due to the increased level of neural sensitivity.

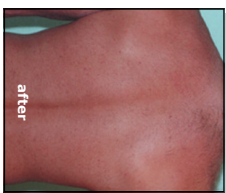
Treatment Around or Near the Areola (nipple): IPL hair removal is safe and effective on hair growth which occurs from the areola of both sexes.

Post-Treatment: The skin surrounding the treatment area may experience short-term erythema (reddening) which will subside within 12-24 hours. Should the treatment area show signs of excess scabbing you may wish to reduce the overall treatment time or intensity. The application of a post-treatment cooling and healing gel (such as Aloe) is encouraged to speed healing and reduce sensitivity. Instruct the patient to refrain from applying cosmetics or sunbathing for at least 24 hours.

Over Treatment: Each IPL pulse sends a photon 'bundle' deep into the skin where it damages the hair follicle tissues. This IPL radiation also will have mild effects on capillaries and skin tissue. If too many IPL pulses are administered the capillary network will begin to break down. This will create a bruise which will take several days to subside.

The general rule of thumb is to patch test the skin with 7 pulses then send the patient home. Have them back in the office in 24 hours to observe the reaction. If there is no burning or bruising, administer the full treatment. It is not recommended to deliver more than 10 pulses to one stationary area at a time. If more than 10 pulses are delivered the technician should make a small circular motion with the IPL head to avoid sending all the energy through the exact same entry points.

Patient #		hair counts		12 week clearance	
1 females, 1 males		pre	post	number of treatments	percent
#1: deep tissue with hair	225	11		10	95%
#2: deep tissue with dye	166	1		7	99%
Emitting wavelength (100-800 ± 10) nm					
Output power User-adjustable 0 to 180 Joules		Classification: Exempt		Fluence 120J/cm2 max	
Generation modes IPL		Manufacturer: Qunar Industries, UK		Energy instability 19% maximum suggested.	
Beam characteristic Flash lamp		Warranty: 1 Year		Safety goggles OD 8.0 @ 100-1000nm (minimum)	
Pulse duration Manual adjust		Emission Indicator: Yes		Electrical requirements 100/120 VAC, 50/60 Hz nominal, 1.0 A max. 220 or 240 VAC, 50/60 Hz nominal, 1.2 A max.	
Weight 15 kg max		Key Lock: Yes		Ambient operating temperature 10°C to 30°C	
Optics Glass		Beam Shutter: No		Ambient storage temperature -25°C to 70°C	
Dimensions 170 x 500 x 370 mm		21CFR 1040, IEC 603-1:1993, No			



Intense Pulsed Light Tattoo Removal

Nearly 1/2 of all people with tattoos eventually want them removed. Until recently these people had no viable (and safe) options available to them. In the mid 1980's lasers had been used experimentally to remove the pigment with encouraging success rates. A newer procedure used an intense pulsed light. Surprisingly, lasers and IPL's do not actually burn the ink out; they fracture it into tiny pieces which are then removed from the skin by your immune system.

On average, professional tattoos require 5-6 treatments, while amateur tattoos may require 3-4 treatments, spaced approximately 1-2 weeks apart. The number of treatments depends on the amount and type of ink used and the depth of the ink in the skin. Occasionally technicians have needed to treat a tattoo 5-10 times.

What should I charge for the procedure? The fee depends on the size of each tattoo, and how many treatments it takes to lighten or remove it to your satisfaction. Each tattoo treatment generally costs \$135 for the 1st square inch and \$25 for each additional inch. If more than one tattoo is being treated at the same time, you may offer pricing alternatives. A consultation fee of \$40-\$60 should be assessed for this quote.

What will the treatment be like? It is less painful to have a tattoo removed than getting it put on. A numbing spray and ice pack should be applied before the procedure. After the procedure the treated area may blister, swell, crust, scab, or bleed slightly. Care for the treated area daily in order to prevent infection and to get the best possible healing results. The tattoo will then gradually fade for 1-2 weeks when it can be treated again. You may see additional fading for as long as several months so you can space the treatments farther apart but not closer than 7-10 days.

Important Considerations for Safe IPL Tattoo Treatment

Treatment on Skin with Hair Growth: One of the major side effects of IPL tattoo removal is destruction of hair follicles. If your client would like a tattoo removed from an area in which there is 'wanted' hair growth, manually extract all follicles before treatment. The use of an aggressive depilatory wax is best. If the follicle is removed there will be far less damage to the papilla cells which produce growth. The hair follicle unit will regenerate in 2-3 weeks.

Treatment Around or Near the Genitals: IPL tattoo removal is safe for application to the pubic regions including the reproductive organs of both sexes. Care must be taken into consideration in these areas due to the increased level of neural sensitivity. The patient may find the process uncomfortable without a topical desensitizing spray.

Treatment Around or Near the Eyes: Great care must be exercised when working near the eyes. The IPL emission is powerful enough to actually penetrate the eyelid and permanently damage the eye. Having the patient close their eyes is not satisfactory protection. The use of a dark-colored damp wash cloth which is folded over four times will deflect the harmful radiation; however, only IPL protective eyewear is recommended.

Post-Treatment: The skin surrounding the treatment area may experience short-term erythema (reddening) which will subside within 12-24 hours. Should the treatment area show signs of excess scabbing you may wish to reduce the overall treatment time or intensity. The application of a post-treatment cooling and healing gel (such as Aloe) is encouraged to speed healing and reduce sensitivity. Instruct the patient to refrain from applying cosmetics or sunbathing for at least 24 hours.



REFERENCES

Nesher, Mark S., MD, PhD, "Laser Hair Removal: Clinical Results and Practical Applications of Selective Photothermolysis," Skin & Aging, January 1998.
Lask, Gary, MD, Eppner, Monica, MD, Slikkema, Michael, PhD, Waldman, Amir, PhD, Rozenberg, Zvi, PhD, "Laser-Assisted Hair Removal by Selective Photothermolysis: Preliminary Results," the American Society for Dermatology Surgery, 1997.

- Black ink absorbs all wavelengths of light and responds very well to IPL treatments.
- Red and Blue ink absorbs 670-890nm light best and responds very well to IPL treatments.
- Green, Orange, and Purple inks absorb 500-700nm light best and responds very well to IPL treatments.
- Turquoise responds variably, depending on the pigments in the ink.
- Flesh tones tend to reflect light and does not respond well to IPL treatments.
- Yellow tends to reflect light and does not respond well to IPL treatments.