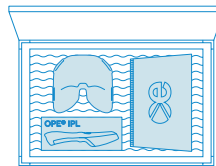
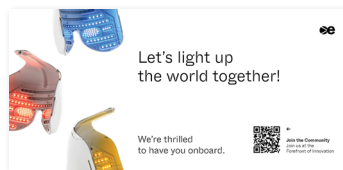


epi-c plus[®]

Unboxing

- Review what's inside
- Learn how to properly store terminals & accessories

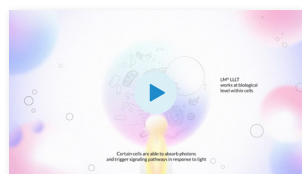


Explaining the Technology

[TECH LEAFLET]



[VIDEO PBM MECHANISM OF ACTION]



[VIDEO MASK 3D]



- Review the Value Proposition (Painless + Effective Therapy)
- Understand OPE[®] IPL + LM[®] LLLT, In Short
 - Mechanism of action
 - Benefits for the patient
 - Joint vs. single tech usage

[DEVICE LEAFLET]



- Turn on the device (i.e., rear buttons)
- Connect the handpiece
- Check emergency power switch (i.e., how to engage/disengage)
- Connect the IPL cartridge & check how to extract it safely
- Share password for unlocking the software (i.e., 12345)
- Setup the OPE® IPL treatment:
 - Review the software interface & options
 - Skin color choice & Fitzpatrick scale
 - Ensure the filter is well placed
 - Ensure the safety chime function (i.e., “beep”) is understood
 - Review how to take an IPL shot (i.e., pressing the handpiece button)
- Setup of the LM® LLLT treatment:
 - Review the software interface & options
 - Treatment duration options
 - Treatment phases (i.e., stable vs. pulsed light)
 - Ensure the safety chime function (i.e., “beep”) is understood
 - Review how to start and pause an LLLT treatment (i.e., demo light vs. treatment light, handpiece button engagement)
 - Review how to adjust treatment length during treatment
- Store Accessories: goggles, eye-pads and protective glasses

The Perfect Treatment: Best Practices

- Know how to interpret symptoms & diagnostic exams, what to look for
 - ⚠ **Note: Please maintain compliance with local regulations.**

The Perfect Treatment

- Before the treatment
 - What to tell patients ahead of the treatment
 - How to best prepare patients (e.g., makeup removal, mole covering)
 - Delivering patient consent

[PATIENT
CONSENT FORM]



- How to apply OPE® IPL flashes
 - A demo flash on the wrist can be useful for the patient to be more confident
 - Periorbital area flash positions
- How to apply LM® LLLT masks
 - Reassuring patients (e.g., light brightness)
 - Preparing patients about post-treatment effects (e.g., dyschromia and light sensitivity)
 - How + when to use / not use elastic bandwidth
- After the treatment
 - How to clean terminals (e.g., sanitizing LM® LLLT mask)
 - Replacing terminals w/ neutral cartridge

Service After-sales

- How to check remaining treatments & how to order new terminals
- Service issues: what to do

Clinical After-sales

- Main treatment contraindications
- Complex cases: How to Get in Touch with Manufacturer's Medical Affairs

Marketing Support & Available Material

Review available content (e.g., Social Media, Roll-ups, Videos)

[PLAYBOOK]



[SOCIAL MEDIA]



[ROLL-UPS]

[TECH LEAFLET]

[DEVICE LEAFLET]



[VIDEOS]



[DRIVE TO CLINIC EMAIL TEMPLATE]



Request additional support, if needed (Dedicated Team for Requests)

- Visit our website to download all available resources.