



## Vibrafusion Description and Protocols

### Vibrafusion

Vibrafusion is a versatile treatment produced by the Vibraderm Skin Station. While performing Vibrafusion the desired effects must be considered. The Vibraderm provides several options that will produce gentle to aggressive Vibrafusion. Depending on the desired effects the operator must determine the appropriate paddle for the treatment.

### Personal Vibraderm Kits:

Each patient will purchase their own Personal Vibraderm Kit. This will provide each patient with a paddle set that can produce any of the treatments available from the Vibraderm Skin Station.

### Paddles:

- **Small Exfoliation Paddle (Nasal/Orbital Rim).....**This paddle is used to treat the nasal/orbital rim and other small areas such as hands.
- **Medium Exfoliation Paddle (Facial).....**This paddle is used to treat the face, neck, and décolleté.
- **Large Exfoliation Paddle (Body)....**This paddle is used to treat the back, arms, legs, and feet.
- **Vibrafusion Paddle.....**This paddle is used to gently Vibrafuse topicals into the skin and has no exfoliation qualities.

**The exfoliation paddles can be used during the Vibrafusion process for a more aggressive Infusion of the topical.**

### **Normal Hydration**

While performing a normal exfoliation and facial treatment a gentle Vibrafusion of a moisturizer and sunscreen is desired. This treatment level is also used after a Laser/IPL/LED treatment to hydrate the skin efficiently and comfortably. Use the **appropriate sized Exfoliation Paddle** to perform a Vibradermabrasion on the treatment area. To perform a gentle Vibrafusion treatment, use the **Vibrafusion Paddle** after a normal Vibradermabrasion treatment with the appropriate exfoliation paddle. The normal 2 minute zones should be adhered to during the Vibradermabrasion treatment followed by a 4-6 minute Vibrafusion treatment covering the entire face neck and Décolleté. The time it takes to Vibrafuse can differ with the consistency of the topical being infused. The **Vibrafusion Paddle** has no abrasive qualities so a longer treatment is appropriate if required to get all the product into the skin. Continue to Vibrafuse until the skin is dry to the touch.

### **Facial Peels**

While performing a **Facial Peel with Vibrafusion**, perform a normal Vibradermabrasion treatment followed by **Vibrafusion of the chemical peel of your choice**. Use the **Vibrafusion Paddle** to perform the **Vibrafusion as an aggressive infusion of the chemical peel is not required**. A normal **Vibrafusion** of the peel is between 3-6 minutes.

### **Topical Anesthetics**

While performing **Vibrafusion with a Topical Anesthetic** a quicker result is desired. The objective is to **Vibrafuse the Topical Anesthetic** as quickly as possible, and have the anesthetic effect take place as soon as possible. This is achieved by using the **Large Exfoliation Paddle** for a shortened Vibradermabrasion treatment, treating each zone for 1 minute followed by performing **Vibrafusion** with the **same Large Exfoliation Paddle**. The Vibrafusion treatment will be performed for 1-2 minutes in each zone. **Any of the exfoliation paddles will produce a more aggressive Vibrafusion result**. Choose the **appropriate sized Exfoliation Paddle** for the treatment area.

### **Brown Spots**

While performing **Vibrafusion with Hydroquinone** for the treatment of solar lentigenies (Brown Spots) a quick yet localized application is desired. Use the **appropriate sized Exfoliation Paddle** that will cover the desired area during the Vibradermabrasion treatment. Localize the treatment for 30 – 60 seconds. Follow the Vibradermabrasion with **Vibrafusion using the same Exfoliation Paddle** to infuse the Hydroquinone for an additional 60 – 90 seconds.

### **Keratosis Pilaris**

Keratosis Pilaris is a condition 40-45% of the women over the age of 40 are experiencing in the U.S. The Vibraderm offers a management treatment to improve the appearance of the KP for those patients. Use the **Large Exfoliation Paddle** to perform Vibradermabrasion for 4 minutes on the back of each arm. Then use the **same Large Exfoliation Paddle to Vibrafuse the desired topical of your choice**. The **Vibrafusion** process for KP is typically 3-4 minutes long. Many of the physicians are utilizing the Glytone Keratosis Polaris Personal Home Kit that contains 20% Glycolic Acid for the **Vibrafusion** treatment.

**There are many applications for Vibrafusion not described in this list. It has been shown that up to 500% more topical will penetrate into the epidermis with Vibrafusion Therapy. Any product you choose will be more efficiently and evenly absorbed into the epidermis.**

# **VIBRADERM TREATMENT PROTOCOL**

## **FOR VIBRADERMABRASION AND VIBRAFUSION FOR**

### **NORMAL HYDRATION**

The goal at Vibraderm is to assist physicians in producing high quality treatments for patients around the world.

#### **Vibrafusion**

**Vibrafusion** is a versatile treatment produced with the Vibraderm Skin Station. **While performing Vibrafusion the desired effects must be considered.** The Vibraderm provides **several options that will produce gentle to aggressive Vibrafusion.** Depending on the desired effects, the operator must determine the appropriate paddle (Exfoliation or Vibrafusion) for the treatment.

#### **Personal Vibraderm Kits:**

Each patient will purchase their own Personal Vibraderm Kit. This will provide each patient with a paddle set that can produce any of the treatments available from the Vibraderm Skin Station.

#### **Paddles:**

- **Small Exfoliation Paddle (Nasal/Orbital Rim).....**This paddle is used to treat the nasal/orbital rim and other small areas such as hands.
- **Medium Exfoliation Paddle (Facial).....**This paddle is used to treat the face, neck, and décolleté.
- **Large Exfoliation Paddle (Body)....**This paddle is used to treat the back, arms, legs, and feet.
- **Vibrafusion Paddle.....**This paddle is used to gently Vibrafuse topicals into the skin and has no exfoliation qualities.

**The exfoliation paddles can be used during the Vibrafusion process for a more aggressive Infusion of the topical.**

## **Vibradermabrasion and Vibrafusion for Normal Hydration**

- The treatment protocol used by most physicians will turn the room every 30 minutes.
- Allow 5 minutes before the treatment for the patient to change clothes and exchange pleasantries.
- The treatment consists of six 2-minute zones with the **Medium Exfoliation Paddle** and a 1 to 2-minute zone using the **Small Exfoliation Paddle**. Finish the treatment using the **Vibrafusion Paddle** for 4-5 minutes to help drive and massage the topical of your choice more homogeneously and thoroughly into the skin. The 2 minute exfoliation process has been shown to remove 75% to 80% of the stratum corneum and create an optimum environment for topical absorption.

### **The Zones are as follows:**

- 2 minutes on the forehead including eyebrows. (Always start with the forehead because it is an easy area to treat and it allows the patient to become comfortable with the sensations produced. Often patients become very relaxed and drowsy as the treatment proceeds away from the forehead zone. Patients may fall asleep for the duration of the treatment.)
- 2 minutes on the right side of face
- 2 minutes on the left side of face
- 2 minutes on the chin/lips
- (Communication with the patient during the treatment will allow the patient to be relaxed and enjoy the procedure. Do not treat directly on the lips for more than 3 light passes as the skin is delicate.) Finish the zone by moving under the chin and jaw line.
- 2 minutes on the neck. (A gentle taunting or tightening of the skin on the neck is recommended no matter the age of the patient.)
- 2 minutes on the décolleté
- 1 to 2 minutes on the nose and orbital rim

The Vibraderm should have the timer locked at 12 minutes. To set a different time on the clock push the small yellow “lock” button until the word “lock” disappears from the screen. Set the time and press the small yellow “lock” button again to re-lock.

On selected models, press the yellow “lock” button and the word lock will disappear from the screen. Press the yellow “reset” button and the time will return to 12 minutes. Press the yellow “lock” button to lock the keys and proceed with other treatments.

Once the 12 minute treatment is done the unit times out and automatically turns off. After the sixth zone is completed remove the **Medium Exfoliation Paddle** and replace it with the **Small Exfoliation Paddle**. By positioning the hand piece base close to the patients shoulder the nasal labial fold can be treated again. From the nasal labial fold the handpiece is at the correct angle for the paddle to approach the side of the nose. The distal end the nose is the only area where you need to push the orbital paddle up the incline of the nose. Thirty percent of the patients will sneeze and some patients will experience tickling. Applying pressure by bending the nose can reduce this reaction. As the treatment progresses up the side of the nose and closer to the eyes apply very light pressure as the skin is thin and the boney prominences create the potential for an overly-aggressive treatment. With minimal experience the treatment around the tear duct area, orbital rim and nose will take approximately one minute.

**The treatment is done without "helping" or pressing down on the hand piece.** The weight of the handpiece is enough to provide optimal exfoliation. The paddle is moving at 80 hertz across the skin. If the paddle is pressed firmly onto the skin the hydroplaning effect is reduced as the skin begins to move with the paddle. When the skin moves with the paddle the exfoliation is reduced. The paddle should be moved slowly over the areas being treated, generating the sensation of a "facial massage". During the treatment the patient should be relaxed and comfortable. Slow hand motions, not choppy attempts to finish the treatment, achieve this goal. A comfortable effective treatment can be performed in 30 minutes.

## **Vibrafusion**

**Vibrafusion is a versatile treatment produced with the Vibraderm Skin Station. While performing Vibrafusion the desired effects must be considered. The Vibraderm provides several options that will produce gentle to aggressive Vibrafusion. Depending on the desired effects, the operator must determine the appropriate paddle (Exfoliation or Vibrafusion) for the treatment.**

## **Process**

While performing a normal exfoliation and facial treatment a gentle **Vibrafusion** of a Hydrating solution and Sun Screen is desired. The **Vibrafusion Paddle** is a plastic nodule paddle that is the same size as the facial paddle. This paddle was designed to increase the absorption of topical ointments into the skin.

- Insert the **Vibrafusion Paddle** into the handpiece. The Vibrafusion Paddle has an irregular surface with no exfoliation qualities and is the same size as the Medium Exfoliation Paddle. This paddle was designed to gently increase the absorption of topical ointments and lotions into the skin.
- Apply 4 spots of the hydration solution of choice; 1 spot on the forehead, 1 spot on each cheek and 1 spot on the chin. (Note: Serums are good but they take a little more practice to manage the droppers.)
- Vibrafuse the hydrating solution into the treatment area for 4-6 minutes until it has fully penetrated the skin.
- The time it takes to Vibrafuse can differ with the consistency of the topical being infused.
- The **Vibrafusion Paddle** has no abrasive qualities so a longer Vibrafusion time is appropriate, if necessary, to infuse the product into the skin. A slow motion with the handpiece is the most effective way to cause a complete penetration of the topical.
- Continue to Vibrafuse until the skin is dry to the touch.
- Use the same method with the **Large Exfoliation Paddle** for the treatment of the back, arms, legs, and feet. Use the **same Large Exfoliation Paddle** to Vibrafuse the preferred hydrating solution and sun screen over the treatment areas. **Because of the Large Exfoliation Paddle size, the speed of the machine should be set to high.**
- A generic granule based exfoliation crème can be during treatments for the feet. Simple apply a normal amount of exfoliation crème on the foot and use the **Large Exfoliation Paddle** to work on the troubled areas.

The length of the treatment is 10 minutes for the back, 5 minutes per arm, and 5 minutes per foot. This treatment is comfortable and effective. Patients enjoy Vibradermabrasion treatments on the face and they will ask for other areas to be treated when they see the results. Suggesting other body treatments will increase revenues for the office and create client based referrals. The average charge for a back is \$100. The average charge for both arms is \$100, and the average charge for both feet is \$100.

**In summary:** 5 minutes for greeting and changing clothes, 12 minutes for the face, neck, and décolleté using the **Medium Exfoliation Paddle**, 1-2 minutes for the nose and peri-orbital area using the **Small Exfoliation Paddle**, 4-6 minutes using the **Vibrafusion Paddle** to Vibrafuse the hydration solution and sunscreen of choice, and a few minutes for cleanup. The times for the entire treatment will vary depending on the number of areas treated.

Cosmocuetical sales will increase because they will become more effective for your patients.

**Thank you for choosing Vibradermabrasion and Vibrafusion as the treatments of choice in the office and Vibraderm will continue to keep you informed as new applications become available.**

# **VIBRADERM TREATMENT PROTOCOL**

## **VIBRADERMABRASION AND VIBRAFUSION FOR**

### **KERATOSIS PILARIS**

The goal at Vibraderm is to assist physicians in producing high quality treatments for patients around the world.

#### **Vibrafusion**

**Vibrafusion** is a versatile treatment produced with the Vibraderm Skin Station. **While performing Vibrafusion the desired effects must be considered.** The Vibraderm provides **several options that will produce gentle to aggressive Vibrafusion.** Depending on the desired effects, the operator must determine the appropriate paddle for the treatment.

#### **Personal Vibraderm Kits:**

Each patient will purchase their own Personal Vibraderm Kit. This will provide each patient with a paddle set that can produce any of the treatments available from the Vibraderm Skin Station.

#### **Paddles:**

- **Small Exfoliation Paddle (Nasal/Orbital Rim).....**This paddle is used to treat the nasal/orbital rim and other small areas such as hands.
- **Medium Exfoliation Paddle (Facial).....**This paddle is used to treat the face, neck, and décolleté.
- **Large Exfoliation Paddle (Body)....**This paddle is used to treat the back, arms, legs, and feet.
- **Vibrafusion Paddle.....**This paddle is used to gently Vibrafuse topicals into the skin and has no exfoliation qualities.

**The exfoliation paddles can be used during the Vibrafusion process for a more aggressive Infusion of the topical.**

Keratosis Pilaris can be managed and improved appearances can be achieved with the use of the **Vibraderm and Vibrafusion.** Many of the patients that disclose a problem with this condition on the arms have the same problem on other areas of the body. With the Vibraderm it is possible to manage these problem areas for the patient and create a better appearance over the entire body.

## **Exfoliation and Vibrafusion for Keratosis Pilaris**

- The treatment protocol used by most physicians will turn the room every 20 minutes.
- Allow 5 minutes before the treatment for the patient to change clothes and exchange pleasantries.
- The treatment consists of two 4-minute zones with the **Large Exfoliation Paddle**. Finish the treatment using the **same Large Exfoliation Paddle** to Vibrafuse the topical of your choice for an additional 4 minutes on each arm. Vibrafusion will distribute the topical more homogeneously into the skin. The exfoliation treatments have proven to remove 75% to 80% of the stratum corneum and create an optimum environment for topical absorption.

### **The Zones are as follows:**

- 5 minutes on the back of the right arm.
- 5 minutes on the back of the left arm.
- Apply the topical of choice to the treatment area on the right arm.
- Perform Vibrafusion with the Large Exfoliation Paddle to Vibrafuse the topical on the right arm for 4 minutes or until dry to the touch.
- Apply the topical of choice to the back of the left arm.
- Perform Vibrafusion with the Large Exfoliation Paddle to Vibrafuse the topical on the left arm for 4 minutes or until dry to the touch.

The Vibraderm should have the timer locked at 12 minutes. To set a different time on the clock push the small yellow “lock” button until the word “lock” disappears from the screen. Set the time and press the small yellow “lock” button again to re-lock.

On selected models, press the yellow “lock” button and the word lock will disappear from the screen. Press the yellow “reset” button and the time will return to 12 minutes. Press the yellow “lock” button to lock the keys and proceed with other treatments.

**The treatment is done without "helping" or pressing down on the hand piece.** The weight of the handpiece is enough to provide optimal exfoliation. The paddle is moving at 80 hertz across the skin. If the paddle is pressed firmly onto the skin the hydroplaning effect is reduced as the skin begins to move with the paddle. When the skin moves with the paddle the exfoliation is reduced. The paddle should be moved slowly over the areas being treated, generating the sensation of a "facial massage". During the treatment the patient should be relaxed and comfortable. Slow hand motions, not choppy attempts to finish the treatment, achieve this goal. A comfortable effective treatment can be performed in 30 minutes.

## **Vibrafusion**

**Vibrafusion is a versatile treatment produced with the Vibraderm Skin Station. While performing Vibrafusion the desired effects must be considered. The Vibraderm provides several options that will produce gentle to aggressive Vibrafusion. Depending on the desired effects, the operator must determine the appropriate paddle for the treatment.**

## **Process**

While performing a normal exfoliation and Vibrafusion of a Glycolic Acid to improve the appearance of Keratosis Polaris an aggressive treatment is desired. Vibrafusion is achieved more aggressively with the exfoliation paddles. The paddles are designed to increase the absorption of topical ointments into the skin.

- Perform Vibradermabrasion with the **Large Exfoliation Paddle** on the back of each arm for 4 minutes. When using the Large Exfoliation Paddle use the high setting on the oscillation control. Move the paddle slowly over the entire area. Be sure to put a minimum pressure on the paddle during the treatment. As the paddle is pressed harder into the skin less exfoliation takes place. The weight of the handpiece is adequate for optimal exfoliation.
- Apply the topical of your choice to manage the appearance of Keratosis Polaris.
- Use the same Large Exfoliation Paddle to perform Vibrafusion on the back of the arms.
- Perform Vibrafusion on the back of each arm for 4 minutes or until the topical is fully penetrated and dry to the touch.
- The time it takes to Vibrafuse can differ with the consistency of the topical being infused.
- For treatment of the back, arms, legs, and feet use the large Vibraderm body paddle.

The length of the Vibradermabrasion treatment is 10 minutes for the back, 4 minutes per arm, and 5 minutes per foot. The length of the Vibrafusion treatment will depend on the consistency of the topical being infused. A generic granule based exfoliation crème can be used on the feet. Simple apply a normal amount of exfoliation crème on the foot and use the body paddle to work on the troubled areas. This treatment is comfortable and very effective. Patients enjoy vibradermabrasion treatments and they will ask for other areas to be treated besides the face. Suggesting other body treatments will increase your revenue. The average charge for a back is \$100. The average charge for both arms is \$100, and the average charge for both feet is \$100.

**To summarize:** 5 minutes for greeting and changing clothes, 8 minutes for the Vibradermabrasion treatment using the **Large Exfoliation Paddle** for the backs of the arms, 8 minutes with the **same Large Exfoliation Paddle** to Vibrafuse the topical completely into the treatment area, and a few minutes for cleanup.

Cosmocuetical sales will increase because they will become more effective for your patients.

**Thank you for choosing Vibradermabrasion and Vibrafusion as the treatments of choice in the office and Vibraderm will continue to keep you informed as new applications become available.**

# **VIBRADERM TREATMENT PROTOCOL**

## **FOR VIBRADERMABRASION AND VIBRAFUSION WITH**

### **CHEMICAL PEELS**

The goal at Vibraderm is to assist physicians in producing high quality treatments for patients around the world.

#### **Vibrafusion**

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#### **Personal Vibraderm Kits:**

Each patient will purchase their own Personal Vibraderm Kit. This will provide each patient with a paddle set that can produce any of the treatments available from the Vibraderm Skin Station.

#### **Paddles:**

- **Small Exfoliation Paddle (Nasal/Orbital Rim).....**This paddle is used to treat the nasal/orbital rim and other small areas such as hands.
- **Medium Exfoliation Paddle (Facial).....**This paddle is used to treat the face, neck, and décolleté.
- **Large Exfoliation Paddle (Body)....**This paddle is used to treat the back, arms, legs, and feet.
- **Vibrafusion Paddle.....**This paddle is used to gently Vibrafuse topicals into the skin and has no exfoliation qualities.

**The exfoliation paddles can be used during the Vibrafusion process for a more aggressive Infusion of the topical.**

### **Normal exfoliation and Gentle Vibrafusion of Chemical Peel:**

- The treatment protocol used by most physicians will turn the room every 30 minutes.
- Allow 5 minutes before the treatment for the patient to change clothes and exchange pleasantries.
- The treatment consists of six 2-minute zones with the **Medium Exfoliation Paddle** and a 1 to 2-minute zone using the **Small Exfoliation Paddle**. Finish the treatment using the **Vibrafusion Paddle** for 4-5 minutes to Vibrafuse the topical of your choice more homogeneously and thoroughly into the skin. The 2 minute exfoliation process has been shown to remove 75% to 80% of the stratum corneum and create an optimum environment for topical absorption.

### **The Zones are as follows:**

- 2 minutes on the forehead including eyebrows. (Always start with the forehead because it is an easy area to treat and it allows the patient to become comfortable with the sensations produced. Often patients become very relaxed and drowsy as the treatment proceeds away from the forehead zone. Patients may fall asleep for the duration of the treatment.)
- 2 minutes on the right side of face
- 2 minutes on the left side of face
- 2 minutes on the chin/lips
- (Communication with the patient during the treatment will allow the patient to be relaxed and enjoy the procedure. Do not treat directly on the lips for more than 3 light passes as the skin is delicate.) Finish the zone by moving under the chin and jaw line.
- 2 minutes on the neck. (A gentle taunting or tightening of the skin on the neck is recommended no matter the age of the patient.)
- 2 minutes on the décolleté
- 1 to 2 minutes on the nose and orbital rim

The Vibraderm should have the timer locked at 12 minutes. To set a different time on the clock push the small yellow “lock” button until the word “lock” disappears from the screen. Set the time and press the small yellow “lock” button again to re-lock.

On selected models, press the yellow “lock” button and the word lock will disappear from the screen. Press the yellow “reset” button and the time will return to 12 minutes. Press the yellow “lock” button to lock the keys and proceed with other treatments.

Once the 12 minute treatment is done the unit times out and automatically turns off. After the sixth zone is completed remove the **Medium Exfoliation Paddle** and replace it with the **Small Exfoliation Paddle**. By positioning the hand piece base close to the patients shoulder the nasal labial fold can be treated again. From the nasal labial fold the handpiece is at the correct angle for the paddle to approach the side of the nose. The distal end the nose is the only area where you need to push the orbital paddle up the incline of the nose. Thirty percent of the patients will sneeze and some patients will experience tickling. Applying pressure by bending the nose can reduce this reaction. As the treatment progresses up the side of the nose and closer to the eyes apply very light pressure as the skin is thin and the boney prominences create the potential for an overly-aggressive treatment. With minimal experience the treatment around the tear duct area, orbital rim and nose will take approximately one minute.

**The treatment is done without "helping" or pressing down on the hand piece.** The weight of the handpiece is enough to provide optimal exfoliation. The paddle is moving at 80 hertz across the skin. If the paddle is pressed firmly onto the skin the hydroplaning effect is reduced as the skin begins to move with the paddle. When the skin moves with the paddle the exfoliation is reduced. The paddle should be moved slowly over the areas being treated, generating the sensation of a "facial massage". During the treatment the patient should be relaxed and comfortable. Slow hand motions, not choppy attempts to finish the treatment, achieve this goal. A comfortable effective treatment can be performed in 30 minutes.

## **Vibrafusion**

**Vibrafusion** is a versatile treatment produced with the Vibraderm Skin Station. **While performing Vibrafusion the desired effects must be considered.** The Vibraderm provides **several options that will produce gentle to aggressive Vibrafusion.** Depending on the desired effects, the operator must determine the appropriate paddle for the treatment.

## Process

While performing a chemical peel with Vibrafusion a gentle infusion of the chemical peel is desired.

- Insert the **Vibrafusion Paddle** into the handpiece. The **Vibrafusion Paddle** has an irregular surface with no exfoliation qualities and is the same size as the Medium Exfoliation Paddle. This paddle was designed to gently increase the absorption of topical ointments and lotions into the skin.
- Apply 4 spots of the chemical peel of your choice onto the skin; 1 spot on the forehead, 1 spot on each cheek and 1 spot on the chin.
- Vibrafuse the chemical peel into the treatment area for 4-6 minutes until it has fully penetrated the skin.
- The time it takes to Vibrafuse can differ with the consistency of the topical being infused.
- The **Vibrafusion Paddle** has no abrasive qualities so a longer Vibrafusion time is appropriate, if necessary, to Vibrafuse the product into the skin. A slow motion with the handpiece is the most effective way to cause a complete penetration of the topical.
- Continue to Vibrafuse until the skin is dry to the touch.
- Use the same method with the **Large Exfoliation Paddle** for the treatment of the back, arms, legs, and feet. Use the **same Large Exfoliation Paddle** to Vibrafuse the preferred hydrating solution and sun screen over the treatment areas. **Because of the Large Exfoliation Paddle size, the speed of the machine should be set to high.**
- If a chemical peel is being applied to other area of the body, use the **Vibrafusion Paddle** to Vibrafuse the chemical peel into the skin.
- A generic granule based exfoliation crème can be during treatments for the feet. Simple apply a normal amount of exfoliation crème on the foot and use the **Large Exfoliation Paddle** to work on the troubled areas.

The length of the treatment is 10 minutes for the back, 5 minutes per arm, and 5 minutes per foot. This treatment is comfortable and effective. Patients enjoy Vibradermabrasion treatments on the face and they will ask for other areas to be treated when they see the results. Suggesting other body treatments will increase revenues for the office and create client based referrals. The average charge for a back is \$100. The average charge for both arms is \$100, and the average charge for both feet is \$100.

**In summary:** 5 minutes for greeting and changing clothes, 12 minutes for the face, neck, and décolleté using the **Medium Exfoliation Paddle**, 1-2 minutes for the nose and peri-orbital area using the **Small Exfoliation Paddle**, 4-6 minutes using the **Vibrafusion Paddle** to Vibrafuse the chemical peel solution of choice, 4-6 minutes using the **Vibrafusion Paddle** to Vibrafuse a hydration solution and sunscreen of choice, and a few minutes for cleanup. The times for the entire treatment will vary depending on the number of areas treated.

Cosmocuetical sales will increase because patients will see an enhanced result.

**Thank you for choosing Vibradermabrasion and Vibrafusion as the treatments of choice in the office and Vibraderm will continue to keep you informed as new applications become available.**

# **VIBRADERM TREATMENT PROTOCOL**

## **FOR VIBRADERMABRASION AND VIBRAFUSION WITH**

### **LEVULAN**

The goal at Vibraderm is to assist physicians in producing high quality treatments for patients around the world.

#### **Vibrafusion**

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#### **Personal Vibraderm Kits:**

Each patient will purchase their own Personal Vibraderm Kit. This will provide each patient with a paddle set that can produce any of the treatments available from the Vibraderm Skin Station.

#### **Paddles:**

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- **Medium Exfoliation Paddle (Facial).....**This paddle is used to treat the face, neck, and décolleté.
- **Large Exfoliation Paddle (Body)....**This paddle is used to treat the back, arms, legs, and feet.
- **Vibrafusion Paddle.....**This paddle is used to gently Vibrafuse topicals into the skin and has no exfoliation qualities.

**The exfoliation paddles can be used during the Vibrafusion process for a more aggressive Infusion of the topical.**

## **Vibradermabrasion and Vibrafusion with Levulan**

- Prior to any treatment cleanse the face with a non-soap cleanser. Make sure the treatment area is clear of make-up or foreign material. Dry the face gently and begin Vibradermabrasion.
- The treatment protocol used by most physicians will turn the room every 30 minutes.
- Allow 5 minutes before the treatment for the patient to change clothes and exchange pleasantries.
- The treatment consists of six 2-minute zones with the **Medium Exfoliation Paddle** and a 1 to 2-minute zone using the **Small Exfoliation Paddle**. Finish the treatment using the **Vibrafusion Paddle** for 4-5 minutes to help drive and massage the topical of your choice more homogeneously and thoroughly into the skin. The 2 minute exfoliation process has been shown to remove 75% to 80% of the stratum corneum and create an optimum environment for topical absorption.

### **The Zones are as follows:**

- 2 minutes on the forehead including eyebrows. (Always start with the forehead because it is an easy area to treat and it allows the patient to become comfortable with the sensations produced. Often patients become very relaxed and drowsy as the treatment proceeds away from the forehead zone. Patients may fall asleep for the duration of the treatment.)
- 2 minutes on the right side of face
- 2 minutes on the left side of face
- 2 minutes on the chin/lips
- (Communication with the patient during the treatment will allow the patient to be relaxed and enjoy the procedure. Do not treat directly on the lips for more than 3 light passes as the skin is delicate.) Finish the zone by moving under the chin and jaw line.
- 2 minutes on the neck. (A gentle taunting or tightening of the skin on the neck is recommended no matter the age of the patient.)
- 2 minutes on the décolleté
- 1 to 2 minutes on the nose and orbital rim

The Vibraderm should have the timer locked at 12 minutes. To set a different time on the clock push the small yellow “lock” button until the word “lock” disappears from the screen. Set the time and press the small yellow “lock” button again to re-lock.

On selected models, press the yellow “lock” button and the word lock will disappear from the screen. Press the yellow “reset” button and the time will return to 12 minutes. Press the yellow “lock” button to lock the keys and proceed with other treatments.

Once the 12 minute treatment is done the unit times out and automatically turns off. After the sixth zone is completed remove the **Medium Exfoliation Paddle** and replace it with the **Small Exfoliation Paddle**. By positioning the hand piece base close to the patients shoulder the nasal labial fold can be treated again. From the nasal labial fold the handpiece is at the correct angle for the paddle to approach the side of the nose. The distal end the nose is the only area where you need to push the orbital paddle up the incline of the nose. Thirty percent of the patients will sneeze and some patients will experience tickling. Applying pressure by bending the nose can reduce this reaction. As the treatment progresses up the side of the nose and closer to the eyes apply very light pressure as the skin is thin and the boney prominences create the potential for an overly-aggressive treatment. With minimal experience the treatment around the tear duct area, orbital rim and nose will take approximately one minute.

**The treatment is done without "helping" or pressing down on the hand piece.** The weight of the handpiece is enough to provide optimal exfoliation. The paddle is moving at 80 hertz across the skin. If the paddle is pressed firmly onto the skin the hydroplaning effect is reduced as the skin begins to move with the paddle. When the skin moves with the paddle the exfoliation is reduced. The paddle should be moved slowly over the areas being treated, generating the sensation of a "facial massage". During the treatment the patient should be relaxed and comfortable. Slow hand motions, not choppy attempts to finish the treatment, achieve this goal. A comfortable effective treatment can be performed in 30 minutes.

## **Vibrafusion**

**Vibrafusion is a versatile treatment produced with the Vibraderm Skin Station. While performing Vibrafusion the desired effects must be considered. The Vibraderm provides several options that will produce gentle to aggressive Vibrafusion. Depending on the desired effects, the operator must determine the appropriate paddle for the treatment.**

## **Process**

While performing Vibrafusion with Levulan an aggressive treatment is desired.

- You apply the Levulan to the areas being treated as evenly as possible by following the protocol provided by Dusa.
- Use the **same Exfoliation Paddle** to Vibrafuse the Levulan over the entire treatment area for an additional 3-4 minutes while moving the paddle slowly across the area being treated.
- Vibrafusion will enhance the distribution of the Levulan into the epidermis, allow an even distribution of the Levulan, and increase the micro vascular metabolism in the areas being treated.
- The increased metabolism has been shown to reduce the incubation times necessary to achieve the desired tissue effect after the light sources are applied to the skin.
- Many physicians are incubating for 15-30 minutes and achieving similar results as 1 hour incubation with previous protocols.
- Apply the light source of your choice.
- Post light source treatment should include another cleansing of the face and a 4-6 minute Vibrafusion of a hydrating gel of your choice.

**To summarize:** 5 minutes for greeting and changing clothes, 12 minutes for the face, neck, and décolleté using the **Medium Exfoliation Paddle**, 1-2 minutes for the nose and peri-orbital area using the **Small Exfoliation Paddle**, 6-8 minutes with the **Medium Exfoliation Paddle** to Vibrafuse the Levulan, 15-30 minute incubation, a light source treatment of your choice, Vibrafusion of the hydrating solution of your choice, and a few minutes for cleanup. The times for the entire treatment will vary depending on the number of areas treated.

Cosmocuetical sales will increase because they will become more effective for your patients.

**Thank you for choosing Vibradermabrasion and Vibrafusion as the treatments of choice in the office and Vibraderm will continue to keep you informed as new applications become available.**

# **VIBRADERM TREATMENT PROTOCOL**

## **FOR VIBRADERMABRASION AND VIBRAFUSION OF**

### **TOPICAL ANESTHETICS**

The goal at Vibraderm is to assist physicians in producing high quality treatments for patients around the world.

#### **Vibrafusion**

**Vibrafusion** is a versatile treatment produced with the Vibraderm Skin Station. **While performing Vibrafusion the desired effects must be considered.** The Vibraderm provides **several options that will produce gentle to aggressive Vibrafusion.** Depending on the desired effects, the operator must determine the appropriate paddle for the treatment.

#### **Personal Vibraderm Kits:**

Each patient will purchase their own Personal Vibraderm Kit. This will provide each patient with a paddle set that can produce any of the treatments available from the Vibraderm Skin Station.

#### **Paddles:**

- **Small Exfoliation Paddle (Nasal/Orbital Rim).....**This paddle is used to treat the nasal/orbital rim and other small areas such as hands.
- **Medium Exfoliation Paddle (Facial).....**This paddle is used to treat the face, neck, and décolleté.
- **Large Exfoliation Paddle (Body)....**This paddle is used to treat the back, arms, legs, and feet.
- **Vibrafusion Paddle.....**This paddle is used to gently Vibrafuse topicals into the skin and has no exfoliation qualities.

**The exfoliation paddles can be used during the Vibrafusion process for a more aggressive Vibrafusion of the topical.**

## **Vibradermabrasion and Vibrafusion for Topical Anesthetics**

- The treatment protocol used by most physicians will turn the room every 30 minutes.
- Allow 5 minutes before the treatment for the patient to change clothes and exchange pleasantries.
- The treatment consists of six 2-minute zones with the **Medium Exfoliation Paddle** and a 1 to 2-minute zone using the **Small Exfoliation Paddle**. Finish the treatment using the **Vibrafusion Paddle** for 4-5 minutes to help drive and massage the topical of your choice more homogeneously and thoroughly into the skin. The 2 minute exfoliation process has been shown to remove 75% to 80% of the stratum corneum and create an optimum environment for topical absorption.
- After Vibradermabrasion the Topical Anesthetic is applied to the treatment area. Vibrafusion is then accomplished with the same Exfoliation Paddle.
- Many treatments performed in the office require a topical anesthetic prior to the treatment. Vibrafusion will enhance the topical anesthetic infusion and allow treatments to be performed with a shorter incubation time.

### **The Zones are as follows:**

- 2 minutes on the forehead including eyebrows. (Always start with the forehead because it is an easy area to treat and it allows the patient to become comfortable with the sensations produced. Often patients become very relaxed and drowsy as the treatment proceeds away from the forehead zone. Patients may fall asleep for the duration of the treatment.)
- 2 minutes on the right side of face
- 2 minutes on the left side of face
- 2 minutes on the chin/lips
- (Communication with the patient during the treatment will allow the patient to be relaxed and enjoy the procedure. Do not treat directly on the lips for more than 3 light passes as the skin is delicate.) Finish the zone by moving under the chin and jaw line.
- 2 minutes on the neck. (A gentle taunting or tightening of the skin on the neck is recommended no matter the age of the patient.)
- 2 minutes on the décolleté
- 1 to 2 minutes on the nose and orbital rim

The Vibraderm should have the timer locked at 12 minutes. To set a different time on the clock push the small yellow “lock” button until the word “lock” disappears from the screen. Set the time and press the small yellow “lock” button again to re-lock.

On selected models, press the yellow “lock” button and the word lock will disappear from the screen. Press the yellow “reset” button and the time will return to 12 minutes. Press the yellow “lock” button to lock the keys and proceed with other treatments.

Once the 12 minute treatment is done the unit times out and automatically turns off. After the sixth zone is completed remove the **Medium Exfoliation Paddle** and replace it with the **Small Exfoliation Paddle**. By positioning the hand piece base close to the patients shoulder the nasal labial fold can be treated again. From the nasal labial fold the handpiece is at the correct angle for the paddle to approach the side of the nose. The distal end the nose is the only area where you need to push the orbital paddle up the incline of the nose. Thirty percent of the patients will sneeze and some patients will experience tickling. Applying pressure by bending the nose can reduce this reaction. As the treatment progresses up the side of the nose and closer to the eyes apply very light pressure as the skin is thin and the boney prominences create the potential for an overly-aggressive treatment. With minimal experience the treatment around the tear duct area, orbital rim and nose will take approximately one minute.

**The treatment is done without "helping" or pressing down on the hand piece.** The weight of the handpiece is enough to provide optimal exfoliation. The paddle is moving at 80 hertz across the skin. If the paddle is pressed firmly onto the skin the hydroplaning effect is reduced as the skin begins to move with the paddle. When the skin moves with the paddle the exfoliation is reduced. The paddle should be moved slowly over the areas being treated, generating the sensation of a "facial massage". During the treatment the patient should be relaxed and comfortable. Slow hand motions, not choppy attempts to finish the treatment, achieve this goal. A comfortable effective treatment can be performed in 30 minutes.

## **Vibrafusion**

**Vibrafusion is a versatile treatment produced with the Vibraderm Skin Station. While performing Vibrafusion the desired effects must be considered. The Vibraderm provides several options that will produce gentle to aggressive Vibrafusion. Depending on the desired effects, the operator must determine the appropriate paddle for the treatment.**

## **Process**

- While performing Vibrafusion with Topical Anesthetics a quick and aggressive localized application is desired.
- Use the **appropriate sized Exfoliation Paddle** for the zone size during the Vibradermabrasion treatment.
- Localize the treatment for 1-2 minutes.
- Follow the Vibradermabrasion with Vibrafusion using the **same Exfoliation Paddle** to infuse the Topical Anesthetic for an additional 1-2 minutes.
- For large area use the **Large Exfoliation Paddle** for Vibradermabrasion, followed by Vibrafusion with the **same Exfoliation Paddle** until the skin is dry to the touch.

The length of the treatment is 10 minutes for the back, 5 minutes per arm, and 5 minutes per foot. This treatment is comfortable and effective. Patients enjoy Vibradermabrasion treatments on the face and they will ask for other areas to be treated when they see the results. Suggesting other body treatments will increase revenues for the office and create client based referrals. The average charge for a back is \$100. The average charge for both arms is \$100, and the average charge for both feet is \$100.

**In summary:** 5 minutes for greeting and changing clothes, 12 minutes for the face, neck, and décolleté using the **Medium Exfoliation Paddle**, 1-2 minutes for the nose and peri-orbital area using the **Small Exfoliation Paddle**, 4-6 minutes using the **appropriate sized Exfoliation Paddle** to Vibrafuse the topical anesthetic applied locally to the desired treatment area, and a few minutes for cleanup. The times for the entire treatment will vary depending on the number of areas treated.

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# **VIBRADERM TREATMENT PROTOCOL**

## **VIBRADERMABRASION AND VIBRAFUSION WITH**

### **LASER/IPL/LED TREATMENTS**

The goal at Vibraderm is to assist physicians in producing high quality treatments for patients around the world.

#### **Vibrafusion**

**Vibrafusion** is a versatile treatment produced with the Vibraderm Skin Station. **While performing Vibrafusion the desired effects must be considered.** The Vibraderm provides **several options that will produce gentle to aggressive Vibrafusion.** Depending on the desired effects, the operator must determine the appropriate paddle for the treatment.

#### **Personal Vibraderm Kits:**

Each patient will purchase their own Personal Vibraderm Kit. This will provide each patient with a paddle set that can produce any of the treatments available from the Vibraderm Skin Station.

#### **Paddles:**

- **Small Exfoliation Paddle (Nasal/Orbital Rim).....**This paddle is used to treat the nasal/orbital rim and other small areas such as hands.
- **Medium Exfoliation Paddle (Facial).....**This paddle is used to treat the face, neck, and décolleté.
- **Large Exfoliation Paddle (Body)....**This paddle is used to treat the back, arms, legs, and feet.
- **Vibrafusion Paddle.....**This paddle is used to gently Vibrafuse topicals into the skin and has no exfoliation qualities.

**The exfoliation paddles can be used during the Vibrafusion process for a more aggressive Infusion of the topical.**

### **Vibradermabrasion and Vibrafusion for Light treatments:**

- A normal Vibradermabrasion treatment using the **appropriate sized Exfoliation Paddle** is performed over the area to be treated with light. The exfoliation process has been shown to reduce the scatter coefficient by up to 30% while leaving no residual particles on the skin to block or defuse the light.
- The light treatment is performed immediately after the Vibradermabrasion process.
- After the Light Treatment the skin should be hydrated immediately using the **Vibrafusion Paddle**, as a gentle Vibrafusion of the hydrating solution and sun screen is desired.
- The treatment protocol used by most physicians will turn the room every 30 minutes.
- Allow 5 minutes before the treatment for the patient to change clothes and exchange pleasantries.
- The treatment consists of six 2-minute zones with the **Medium Exfoliation Paddle** and a 1 to 2-minute zone using the **Small Exfoliation Paddle**. Finish the treatment using the **Vibrafusion Paddle** for 4-5 minutes to Vibrafuse the topical of your choice more homogeneously and thoroughly into the skin. The 2 minute exfoliation process has been shown to remove 75% to 80% of the stratum corneum and create an optimum environment for topical absorption.

### **The Zones are as follows:**

- 2 minutes on the forehead including eyebrows. (Always start with the forehead because it is an easy area to treat and it allows the patient to become comfortable with the sensations produced. Often patients become very relaxed and drowsy as the treatment proceeds away from the forehead zone. Patients may fall asleep for the duration of the treatment.)
- 2 minutes on the right side of face
- 2 minutes on the left side of face
- 2 minutes on the chin/lips
- (Communication with the patient during the treatment will allow the patient to be relaxed and enjoy the procedure. Do not treat directly on the lips for more than 3 light passes as the skin is delicate.) Finish the zone by moving under the chin and jaw line.
- 2 minutes on the neck. (A gentle taunting or tightening of the skin on the neck is recommended no matter the age of the patient.)
- 2 minutes on the décolleté
- 1 to 2 minutes on the nose and orbital rim

The Vibraderm should have the timer locked at 12 minutes. To set a different time on the clock push the small yellow “lock” button until the word “lock” disappears from the screen. Set the time and press the small yellow “lock” button again to re-lock.

On selected models, press the yellow “lock” button and the word lock will disappear from the screen. Press the yellow “reset” button and the time will return to 12 minutes. Press the yellow “lock” button to lock the keys and proceed with other treatments.

Once the 12 minute treatment is done the unit times out and automatically turns off. After the sixth zone is completed remove the **Medium Exfoliation Paddle** and replace it with the **Small Exfoliation Paddle**. By positioning the hand piece base close to the patients shoulder the nasal labial fold can be treated again. From the nasal labial fold the handpiece is at the correct angle for the paddle to approach the side of the nose. The distal end the nose is the only area where you need to push the orbital paddle up the incline of the nose. Thirty percent of the patients will sneeze and some patients will experience tickling. Applying pressure by bending the nose can reduce this reaction. As the treatment progresses up the side of the nose and closer to the eyes apply very light pressure as the skin is thin and the boney prominences create the potential for an overly-aggressive treatment. With minimal experience the treatment around the tear duct area, orbital rim and nose will take approximately one minute.

**The treatment is done without "helping" or pressing down on the hand piece.** The weight of the handpiece is enough to provide optimal exfoliation. The paddle is moving at 80 hertz across the skin. If the paddle is pressed firmly onto the skin the hydroplaning effect is reduced as the skin begins to move with the paddle. When the skin moves with the paddle the exfoliation is reduced. The paddle should be moved slowly over the areas being treated, generating the sensation of a "facial massage". During the treatment the patient should be relaxed and comfortable. Slow hand motions, not choppy attempts to finish the treatment, achieve this goal. A comfortable effective treatment can be performed in 30 minutes.

## **Vibrafusion**

**Vibrafusion is a versatile treatment produced with the Vibraderm Skin Station. While performing Vibrafusion the desired effects must be considered. The Vibraderm provides several options that will produce gentle to aggressive Vibrafusion. Depending on the desired effects, the operator must determine the appropriate paddle for the treatment.**

## Process

After performing a normal exfoliation treatment followed by a Laser/IPL/LED treatment a gentle Vibrafusion of a Hydrating solution and Sun Screen is desired. Use the **Vibrafusion Paddle** with its smooth irregular surface and no exfoliation qualities. This paddle was designed to gently increase the absorption of topical ointments and lotions into the skin.

- Vibradermabrasion is performed with the **appropriate sized Exfoliation Paddle** for the treatment area.
- The Light Treatment is performed immediately after the Vibradermabrasion.
- During a facial treatment apply 4 spots of lotion; 1 spot on the forehead, 1 spot on each cheek and 1 spot on the chin. (Note: Serums are good but may take a little more practice to manage the droppers.)
- Vibrafuse the hydrating solution and sun screen of choice over the treatment area for 4-6 minutes using the **Vibrafusion Paddle**, until it has fully penetrated the skin.
- The time it takes to Vibrafuse can differ with the consistency of the topical being infused.
- The Vibrafusion Paddle has no abrasive qualities so a longer Vibrafusion time is appropriate if necessary to infuse all of the product into the skin. A slow motion with the handpiece is the most effective way to cause a complete penetration of the topical.
- Continue to Vibrafuse until the skin is dry to the touch.
- Use the same method with the **Large body paddle** for the Vibradermabrasion treatment of the back, arms, legs, and feet. **Because of the Large Exfoliation Paddle size, the speed of the machine should be set to high.**
- After the light treatment use the **Vibrafusion Paddle** to gently infuse the hydrating topical and sun screen.

The length of the treatment is 10 minutes for the back, 5 minutes per arm, and 5 minutes per foot. This treatment is comfortable and effective. Patients enjoy Vibradermabrasion treatments on the face and they will ask for other areas to be treated when they see the results. Suggesting other body treatments will increase revenues for the office and create client based referrals. The average charge for a back is \$100. The average charge for both arms is \$100, and the average charge for both feet is \$100.

**In summary:** Vibradermabrasion is performed with the **appropriate sized Exfoliation Paddle**. The light treatments are performed immediately following the Vibradermabrasion, and Vibrafusion is performed with the **Vibrafusion Paddle**, as a gentle infusion of the hydrating solution and sunscreen is desired The times for the entire treatment will vary depending on the number of areas treated.

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# **VIBRADERM TREATMENT PROTOCOL**

## **FOR VIBRADERMABRASION AND VIBRAFUSION WITH**

### **HYDROQUINONE**

The goal at Vibraderm is to assist physicians in producing high quality treatments for patients around the world.

#### **Vibrafusion**

**Vibrafusion** is a versatile treatment produced with the Vibraderm Skin Station. **While performing Vibrafusion the desired effects must be considered.** The Vibraderm provides **several options that will produce gentle to aggressive Vibrafusion.** Depending on the desired effects, the operator must determine the appropriate paddle for the treatment.

#### **Personal Vibraderm Kits:**

Each patient will purchase their own Personal Vibraderm Kit. This will provide each patient with a paddle set that can produce any of the treatments available from the Vibraderm Skin Station.

#### **Paddles:**

- **Small Exfoliation Paddle (Nasal/Orbital Rim).....**This paddle is used to treat the nasal/orbital rim and other small areas such as hands.
- **Medium Exfoliation Paddle (Facial).....**This paddle is used to treat the face, neck, and décolleté.
- **Large Exfoliation Paddle (Body)....**This paddle is used to treat the back, arms, legs, and feet.
- **Vibrafusion Paddle.....**This paddle is used to gently Vibrafuse topicals into the skin and has no exfoliation qualities.

**The exfoliation paddles can be used during the Vibrafusion process for a more aggressive Infusion of the topical.**

## **Vibradermabrasion and Vibrafusion for the treatment of Solar Lentigenies:**

- The treatment protocol used by most physicians will turn the room every 30 minutes.
- Allow 5 minutes before the treatment for the patient to change clothes and exchange pleasantries.
- During a treatment for the removal of solar lentigenies on the face with Hydroquinone a full face treatment is usually performed.
- The treatment consists of six 2-minute zones with the **Medium Exfoliation Paddle** and a 1 to 2-minute zone using the **Small Exfoliation Paddle**. Finish the treatment using the **Vibrafusion Paddle** for 4-5 minutes to Vibrafuse the topical of your choice more homogeneously and thoroughly into the skin. The 2 minute exfoliation process has been shown to remove 75% to 80% of the stratum corneum and create an optimum environment for topical absorption.
- After Vibradermabrasion the Hydroquinone is applied to the local brown spots. Vibrafusion is then accomplished with the appropriate sized Exfoliation Paddle that is large enough to cover the lentigenies.

### **The Zones are as follows:**

- 2 minutes on the forehead including eyebrows. (Always start with the forehead because it is an easy area to treat and it allows the patient to become comfortable with the sensations produced. Often patients become very relaxed and drowsy as the treatment proceeds away from the forehead zone. Patients may fall asleep for the duration of the treatment.)
- 2 minutes on the right side of face
- 2 minutes on the left side of face
- 2 minutes on the chin/lips
- (Communication with the patient during the treatment will allow the patient to be relaxed and enjoy the procedure. Do not treat directly on the lips for more than 3 light passes as the skin is delicate.) Finish the zone by moving under the chin and jaw line.
- 2 minutes on the neck. (A gentle taunting or tightening of the skin on the neck is recommended no matter the age of the patient.)
- 2 minutes on the décolleté
- 1 to 2 minutes on the nose and orbital rim

The Vibraderm should have the timer locked at 12 minutes. To set a different time on the clock push the small yellow “lock” button until the word “lock” disappears from the screen. Set the time and press the small yellow “lock” button again to re-lock.

On selected models, press the yellow “lock” button and the word lock will disappear from the screen. Press the yellow “reset” button and the time will return to 12 minutes. Press the yellow “lock” button to lock the keys and proceed with other treatments.

Once the 12 minute treatment is done the unit times out and automatically turns off. After the sixth zone is completed remove the **Medium Exfoliation Paddle** and replace it with the **Small Exfoliation Paddle**. By positioning the hand piece base close to the patients shoulder the nasal labial fold can be treated again. From the nasal labial fold the handpiece is at the correct angle for the paddle to approach the side of the nose. The distal end the nose is the only area where you need to push the orbital paddle up the incline of the nose. Thirty percent of the patients will sneeze and some patients will experience tickling. Applying pressure by bending the nose can reduce this reaction. As the treatment progresses up the side of the nose and closer to the eyes apply very light pressure as the skin is thin and the boney prominences create the potential for an overly-aggressive treatment. With minimal experience the treatment around the tear duct area, orbital rim and nose will take approximately one minute.

**The treatment is done without "helping" or pressing down on the hand piece.** The weight of the handpiece is enough to provide optimal exfoliation. The paddle is moving at 80 hertz across the skin. If the paddle is pressed firmly onto the skin the hydroplaning effect is reduced as the skin begins to move with the paddle. When the skin moves with the paddle the exfoliation is reduced. The paddle should be moved slowly over the areas being treated, generating the sensation of a "facial massage". During the treatment the patient should be relaxed and comfortable. Slow hand motions, not choppy attempts to finish the treatment, achieve this goal. A comfortable effective treatment can be performed in 30 minutes.

## **Vibrafusion**

**Vibrafusion** is a versatile treatment produced with the Vibraderm Skin Station. **While performing Vibrafusion the desired effects must be considered.** The Vibraderm provides **several options that will produce gentle to aggressive Vibrafusion.** Depending on the desired effects, the operator must determine the appropriate paddle for the treatment.

## **Process**

- While performing Vibrafusion with Hydroquinone for the treatment of solar lentigenies a quick yet localized application is desired.
- Use the **appropriate sized Exfoliation Paddle** that will cover the desired treatment area during the Vibradermabrasion treatment.
- Localize the treatment for 30 – 60 seconds.
- Follow the Vibradermabrasion with Vibrafusion using the **appropriate sized Exfoliation Paddle** to Vibrafuse the Hydroquinone for an additional 60 – 90 seconds.
- When treating the backs of the hands use the **Small Exfoliation Paddle** to perform the Vibradermabrasion treatment for 2 minutes on each hand, apply the hydroquinone to the lentigenies, and perform Vibrafusion with the **same Small Exfoliation Paddle** for an additional 1-2 minutes until the skin is dry to the touch.

**To summarize:** 5 minutes for greeting and changing clothes, 12 minutes for the face, neck, and décolleté using the **Medium Exfoliation Paddle**, 1-2 minutes for the nose and peri-orbital area using the **Small Exfoliation Paddle**, 1-3 minutes with the **Medium Exfoliation Paddle** to Vibrafuse the Hydroquinone, and a few minutes for cleanup. The times for the entire treatment will vary depending on the number of areas treated.

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# What Happens to the Drug Penetration After Treatment With the Vibraderm Device

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Spencer Brown, Ph.D., *Director of Plastic Surgery Research, UT Southwestern Medical Center, Dallas, USA*

## **BACKGROUND:**

Aging of the skin is the result of both environmental and genetic factors that act simultaneously to promote atrophy of the dermal layer of the skin.<sup>1</sup> Aged skin is characterized clinically by rough skin texture, rhytides, irregular pigmentations, telangiectasias, laxity, and enlarged pores.<sup>2,3</sup> These clinical alterations are the result of changes that occur at the dermal connective tissue layer. In addition, all three primary components of the dermal connective tissue layer—glycosaminoglycan gel, elastic fibers, and collagen—show progressive diminution and disruption. The predominant tissue component of the human skin is collagen. Normal human skin contains type I and type III collagen in an approximately 6:1 ratio. As skin ages, the impaired production of type I collagen associated with a false increase in elastic fibers will be responsible for the thinning and loss of the physiologic recoil and laxity of the skin.<sup>4,5</sup> Actinically damaged skin is characterized by basophilic degeneration that is associated with an increase in thickened degraded elastic fibers.<sup>6</sup> However, the total amount of collagen is also diminished as in normal aging. The combination of both normal aging and photoaging may increase collagen loss. Successful anti-aging therapies would be associated with restoring collagen content in the skin of those people desiring skin rejuvenation.

Many procedures are currently available to improve appearance and skin quality, including chemical treatments, lasers, and possible radio frequency technologies.<sup>7</sup> Each therapy has benefits and problems. There is a growing interest in the development of effective, noninvasive methods to treat aged skin so that patients do not need to interrupt their daily routine.

Microdermabrasion is a noninvasive mechanical resurfacing technique that has been used in Europe for more than 10 years and has recently gained popularity in the United States.<sup>8-14</sup> Recent studies have reported clinical improvements in skin, and histological assessments have been reported in the facial area, the most pertinent clinical endpoint.<sup>15,16</sup> Biological skin changes and clinical outcomes after successive microdermabrasion treatments have not been adequately studied.

A study was designed to evaluate the biological penetration of formulations designed to deliver reagents through the skin; Vibraderm was utilized for removing the dead keratinocytes from the outer layer of skin to facilitate entry. The levels of penetration of the formulations were determined at several short time points in human skin.

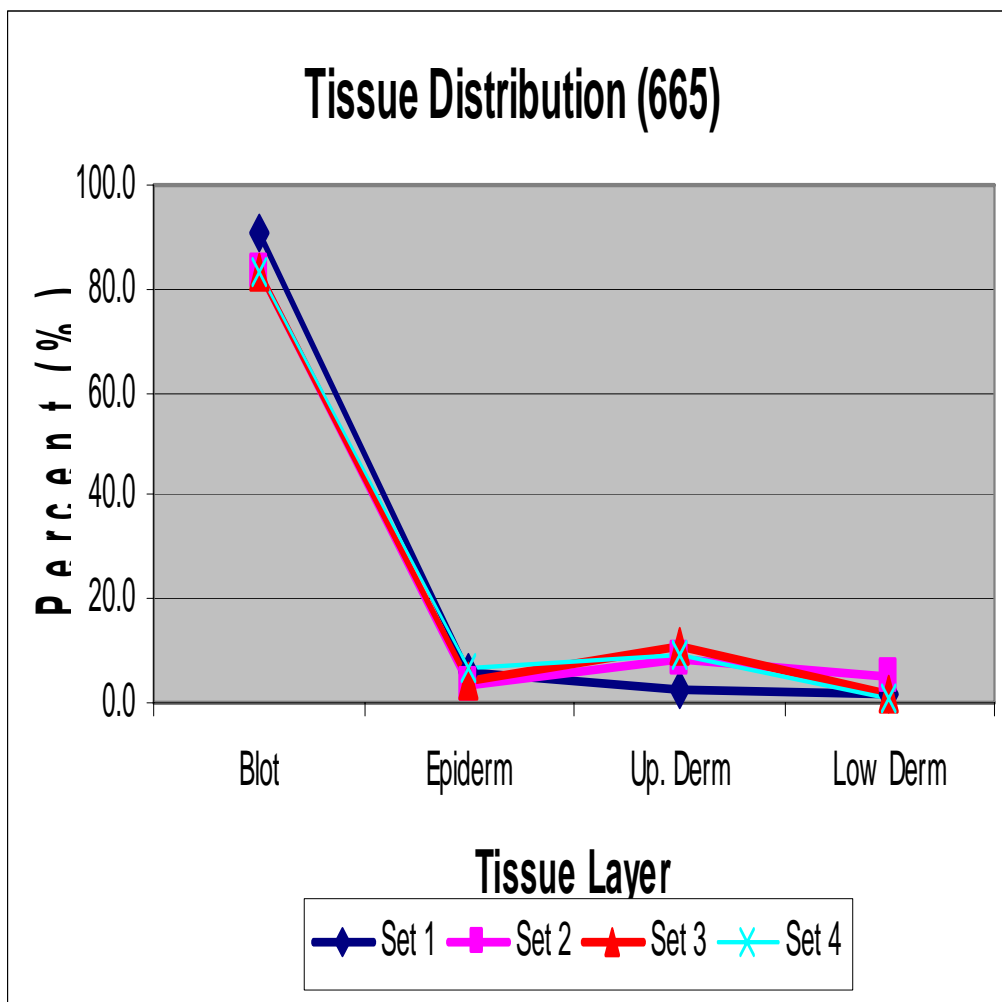
## **METHODS:**

An *ex vivo* human tissue sample (excess tissue removed from surgery) was obtained with consent and exposed to several different doses of a formulation provided to this study at time zero. The formulations were placed on areas of the skin that had no treatment or an area of skin that had been treated with the recommended time and passes (5) using a Vibraderm. After a short time interval (24 hours), the tissue was biopsied at each sample site and the layers of skin were dissected and prepared for quantifying the amount of formulation that penetrated the skin.

## RESULTS:

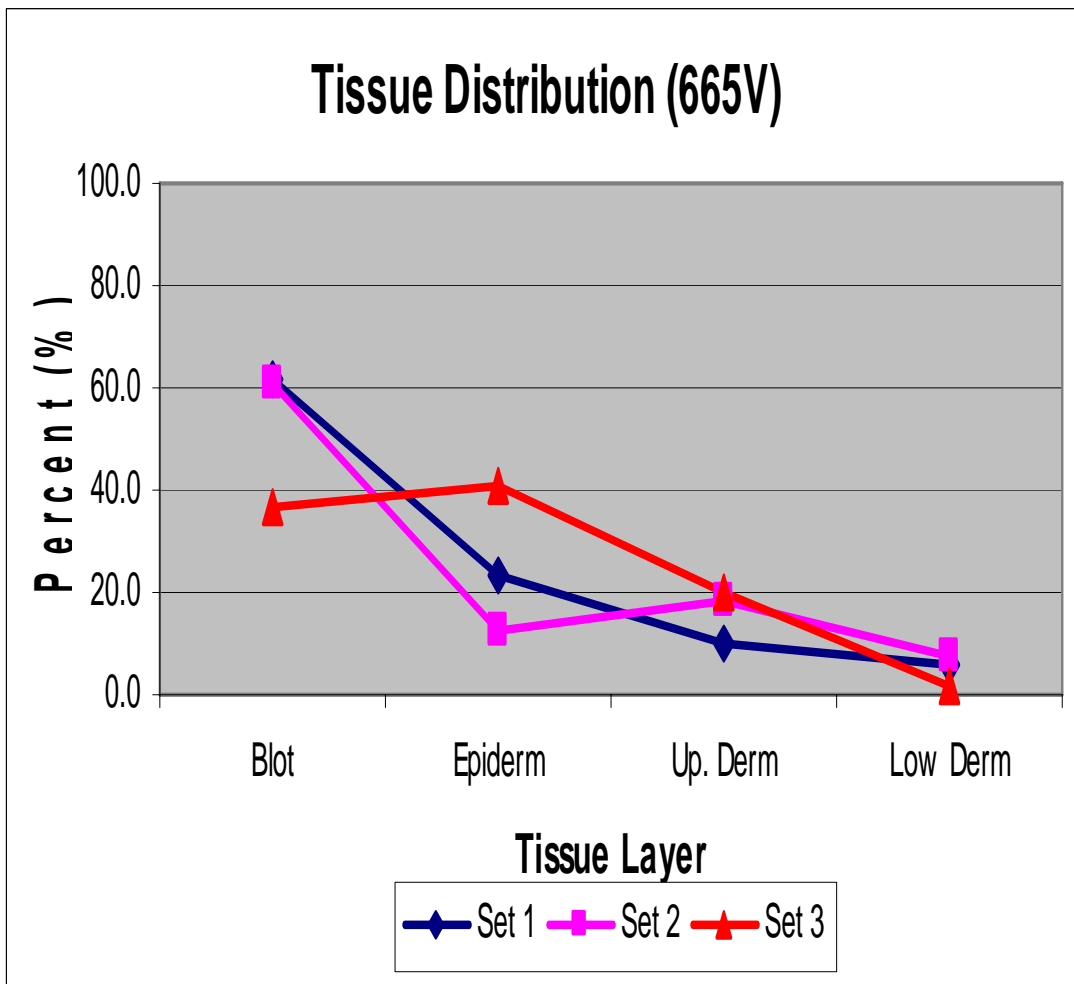
- **Tissue Distribution with No skin treatment:**

There was little or no penetration of four sets of formulation 665 specimens through the skin in the different layers (epidermis, upper dermis, lower dermis). **See below**



- Tissue Distribution with Vibraderm skin treatment:

There was penetration of formulation 665 through the skin in the different layers (epidermis, upper dermis, lower dermis) See below



## DISCUSSION:

Microdermabrasion was first introduced in Italy in 1985 and was subsequently reported at the third meeting of the Southern Italy Plastic Surgery Association.<sup>4</sup> Microdermabrasion uses inert aluminum oxide (corundum) crystals to remove the superficial layers of skin. The operative depth depends on the vacuum pressure and the force applied by the operator with the handheld device. In this study, the standard protocol of one pass over a facial area was used, which resulted in an injury depth that did not penetrate below the epidermis, and the healing process was fast (within 3 to 5 days). Since microdermabrasion was introduced in the United States, many doctors and non-medical related personnel offer the procedure for facial rejuvenation.<sup>7-14,17</sup> No serious side effects have been reported, to the best of our knowledge.

The dead, water-resistant layer of skin serves as a barrier. The Vibraderm treatment allows a controlled removal of this layer for the accelerated entry of various cosmetic or medicinal formulations directly to the dermal components of the skin. More importantly, the removal of the dead layer would be predicted to be associated with improved, younger appearing skin, as observed in the figure in a clinical study that examined skin histology after a similar layer of dead skin was removed. Our data were significant in that Vibraderm treatment allowed an increase penetration of formulations through the skin.

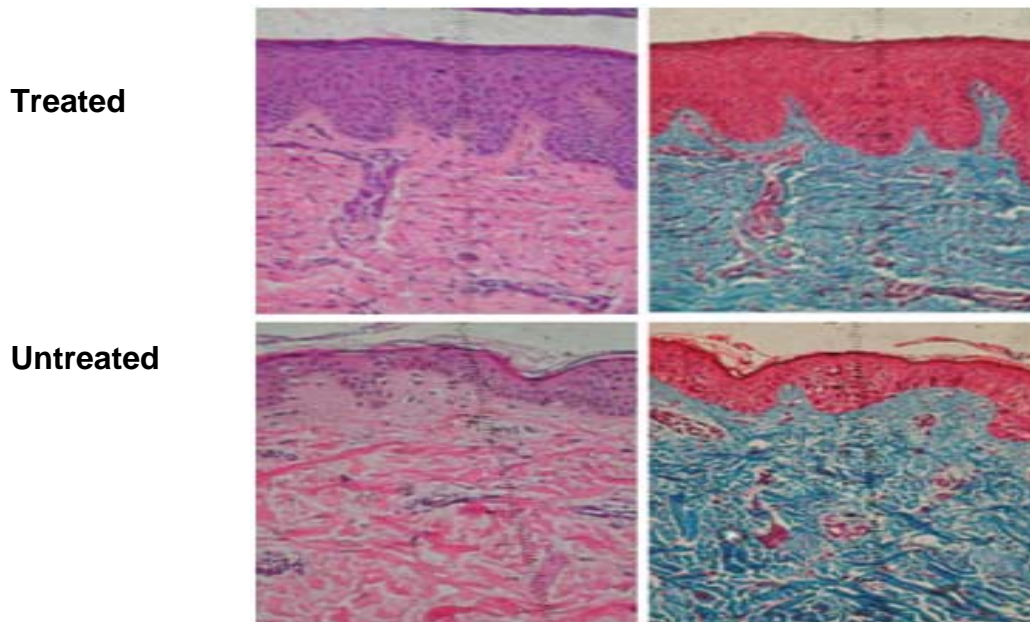


Figure. Histological staining of matched control and microdermabrasion-treated skin samples. Samples were prepared from each site and stained with either hematoxylin and eosin (*above*) or Masson's trichrome stain (*below*). Untreated samples are shown on the *left*, and treated samples are shown on the *right*. Increased epidermal thickness was observed in treated samples with both stains. [Prospective Controlled Assessment of Microdermabrasion for Damaged Skin and Fine Rhytides. Coimbra, Maria M.D.; Rohrich, Rod J. M.D.; Chao, James M.D., Ph.D.; Brown, Spencer A. Ph.D. PRS 2004; 113(5):1438-1443]

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