




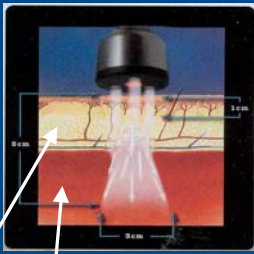
830Laser Institute Certification Course

Using the Revolutionary
ML830 Laser







How Does it Work?

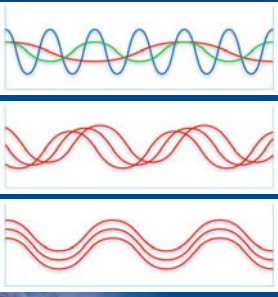
1. Light/Photons
2. Pass through skin, blood, water, fat
3. Subcutaneous level biostimulation



p. 2

Waveforms





Sunlight

LED (light emitting diode)

830Laser Produces a Unique Light

1. Monochromatic
2. Coherent
3. Collimated

p. 3

3 Essential Benefits

1. Reduces Inflammation
2. Reduces Pain
3. Increases Tissue Healing & STRENGTH



Patient typically feels nothing. Slight tingling, tapping, or warmth may be noticed.

p. 4

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Proven Scientific Support

Reduces Inflammation

- NO, histamine, serotonin stimulation
- Lymphatic stimulation

Reduces Pain

- b-Endorphin release
- Normalizes action potential in nerves

Increases Tissue Healing & STRENGTH

- Stimulates collagen synthesis (fibroblast activity)
- Angiogenesis

p. 5

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Refer to 3

Technical Steps



p. 6

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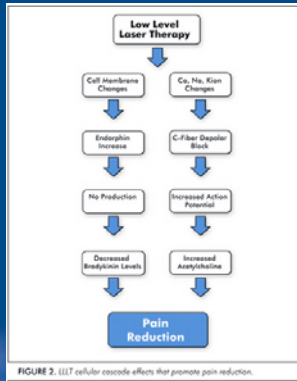


FIGURE 2. LLT cellular cascade effects that promote pain reduction.

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p. 7

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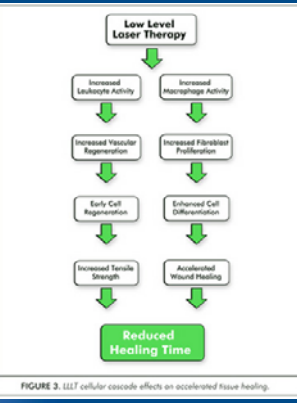


FIGURE 3. LLT cellular cascade effects on accelerated tissue healing.

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p. 8

Superior to Other Tx Options

(ie. Pain Meds, Botox, M. Relaxers, US, EMS, Massage)

- Painless, non-toxic, non-invasive, without drugs and very safe
- Can be applied over pins, plates, and fractures
- Directly onto skin. No gels/medium required
- Cumulative effect
- Increases collagen synthesis (tensile strength)
- Immediate results typically

p. 9

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Is it Safe?

- Since 1967, more than **2,000*** clinical studies have been published worldwide on low-level laser therapy (aka. low intensity, cold laser)
- Europe, Asia, and Canada have been using this technology successfully for over **30 years**

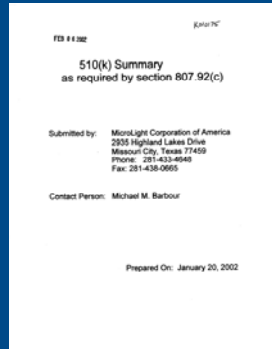


p. 10

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FDA Approval

- February 6, 2002
- Took **12 years**
- No harmful effects except for eyes



p. 11

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How Long are Treatments?

- Studies proving as little as 2 minutes
- 70% after ONE treatment
- Typical treatment (per area) is 3-6 minutes
- Cumulative irradiation effect
- Effects do not “wear off” (but pain may return if you re-injure)

Connective tissue disorders and chronic scar tissue may take longer



p. 12

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How Much do treatments Cost?

- Varies from office to office
- **\$19 – \$150** per treatment
(based on length of time)



p. 13

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Can I Bill Insurances?

Highest reimbursement codes (may require documents)

- **97139** Unlisted Procedure – Constant Att
- **97039** Unlisted Modality – Constant Att

Easy reimbursement (lower return)

- **97026** InfraRed
- **97032** EMS - Attended

Many are successfully offering as a CASH-based service.



p. 14

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What is the ROI?

Conservative Scenario:

- \$30 per treatment?
- Just 5 treatments per day = \$1,050/wk
- 4.3 (wks in a month) = **\$4515/month**
- ROI in **less than 2 month**

Currently there are facilities generating over \$10,000 per month.



p. 15

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Technical Info Specifications

- **Laser Type:** Gallium-Aluminum-Arsenide (GaAlAs)
- **Laser Wavelength:** 830 nm
- **Regulatory Class:** III b
- **Power:** 3-30 mW continuous wave (cw)
- **Treatment Cycle Duration:** 33 Seconds per site treated
- **Laser Energy delivered per Treatment Cycle:** 3 x 1 Joule
- **Standard Warranty:** 1 year parts and labor
- **Service Options:** Extended warranty, on-site support, and training



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p. 16

What does it cost?

Corded Unit

- 830nm wand
- A/C cord
- Goggles
- Case



Cordless Unit & Kit

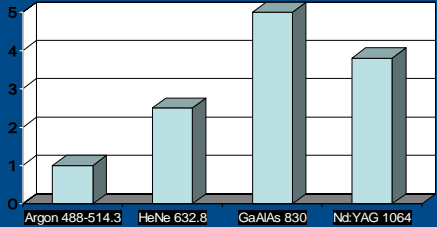
- 830nm wand
- 3 lithium batteries
- Charger and tester
- Goggles
- Cases



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p. 17

Comparison of Penetration Depth



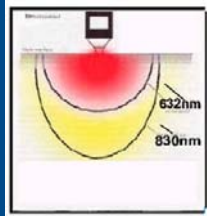
Laser Type	Penetration Depth (approx.)
Argon 488-514.3	1.2
HeNe 632.8	2.8
GaAlAs 830	5.0
Nd:YAG 1064	4.0

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p. 18

How Does it Compare to Other Lasers?

- 632nm absorbed by skin (thermal)
- 830nm effects tissue down to 5cm



830 nm wavelength penetrates deeper than 632 nm

Do not buy a \$12,000 heat lamp!



p. 19

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How the ML830 Compares to the Competition

Features	ML830*	Enchonia	Dynatron	Medex	Axiom	Ayicenna	Q-1000
Wavelength	830nm	632nm	875nm	785nm	880nm	980nm	Variable
Power Output	30 mWx3	5 mWx1	625 mWx1	30 mWx3	30 mWx3	7500 mW	5 mWx1
Patented wavelength	✓						
Scientifically proven optimal wavelength	✓						
Scientifically proven optimal waveform	✓		✓	✓	✓		
Sufficient power output	✓	Too low	✓	✓	✓	Too high	Too low
Cordless option (battery operated)*	✓	✓		✓	✓	✓	✓
Durable Steel Construction	✓	✓			✓	✓	✓
Portable	✓	✓		✓	✓	✓	✓
FDA cleared	✓	✓	✓	✓	✓	✓	
Benefits Proven	✓						
ATP production	✓						
Endorphins	✓						
Serotonins	✓						
Bone Repair	✓						
Reduces erythrocyte damage	✓						
Typically see results after ONE treatment	✓						
Affordable-Reasonable	✓						✓
PRICES	\$4,995	\$6,995	\$5,790	\$6,000	\$5,995	\$40,000	\$3,900

*Comes with 3 lithium batteries with charger station, table, and case for \$5,000 add.



p. 20

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Who can use it?

- Clinicians
Technicians!
- Sales Agents
- Non-clinicians



p. 21

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Laser Application



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Topics

- Principles of Application
- Thought Process to Treatment
- Comparable sign
- Target Points




p. 23

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Neck

Migraines

- Suboccipitals
- C2



p. 24

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Shoulder

- Supraspinatus muscle belly
- Supraspinatus notch
- C5-6
- Subdeltoid bursa
- Bicipital tendon
- Brachial plexus



p. 25

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Lower Back

- Spinous Process
- Paravertebral muscles



p. 26

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Knee

- Patellar tendon
- Joint line
- Quadriceps
- Posterior knee



p. 27

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Heel

- Spur region
- Plantar fascia
- Posterior knee




p. 28




Hand

- Thenar eminence
- Carpal Tunnel
- Posterior carpals
- Pronator Teres
- C5-6




p. 29



Elbow

- Triceps
- Extensors
- C6-8 Spinous process/Transverse process



p. 30

