

#### QUICK START GUIDE

How to effectively treat hyperpigmentation and generate new revenue for your practice.



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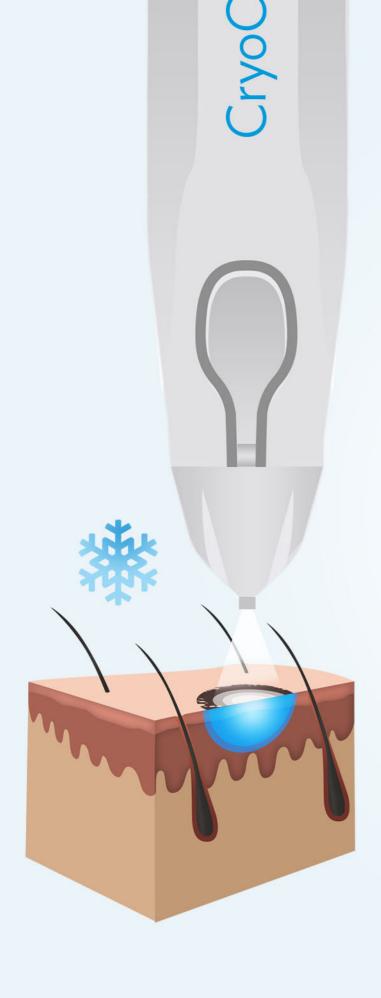
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## WHAT IS CRYOCLEAR?

CryoClear is a *gentle* and *highly effective* approach for treating a variety of hyper-pigmented skin lesions or imperfections within the epidermis.

CryoClear uses Carbon Dioxide (carbonic acid) to freeze the affected area cause the body to slough off the treated tissue with healthy skin growing back in 12 to 30 days. WHO CAN USE CRYOCLEAR?

In most states, CryoClear can be used by a state licensed Esthetician.

Please contact us at **855.355.CRYO** (2796) if you have specific questions about CryoClear being used in your state.



# WHAT INDICATIONS CAN CRYOCLEAR TREAT?

CryoClear can treat the following indications:

- ✓ Actinic keratosis
- ✓ Solar keratosis
- ✓ Skin tags
- Cherry angiomas
- ☑ Spider veins (face only)
- Acne (scars only)

Please refer to our Advance Treatment Protocols on pre and post treatment approaches, treatment times, and other guidance.





HOW MUCH CAN I CHARGE CLIENTS FOR CRYOCLEAR?

Our survey of customers shows a wide range of charges for CryoClear treatments. A range of \$40 and, in some areas, over \$100 per lesion is being charged by Spas & Salons. An average fee of \$50 to \$60 is common for a single treatment. Treating 3 lesions in one visit can be discounted to \$125, for example.

Many Spas offer a discount during the introductory period of the CryoClear service and promote "Frozen Friday" events with wine and cheese to create "buzz" around the new service.



### IS THERE TRAINING AND SUPPORT?

#### CryoClear offers 2 levels of training:

- CERTIFIED TRAINING Available on the CryoClear website for a fee of \$150 (discounts are available based on order volume). In certain areas of the US, Certified classroom training is also available.
- 30 MINUTE QUICK START TRAINING You can have a CryoClear rep train you via Skype or FaceTime to get off to a fast start.

# IS THERE DOWNTIME FOR MY CLIENTS?

The total in-office treatment time for CryoClear is less than 15 minutes and your clients have no lifestyle restrictions. We strongly urge the use of a mineral based sunscreen and other moisturizers during the 12-20 days after the CryoClear application.

# HOW CAN I FIND OUT MORE ABOUT CRYOCLEAR?

You have several options to get more information about CryoClear.

- Our website CryoClearRx.com is packed with useful tips and training and it has a professional section that allows you to order on-line and you can access our Certified Training Program.
- You can also call us toll-free at 855.355.CRYO (2796) and get quick answers from our customer support team.
- We also have reps in many parts of the US who can stop by your Spa or Salon for an in-service of the CryoClear pen.

