



What your
colleagues are
saying about

LIGHTSheer™

"I was burned out. I was opening my private practice, seeing a decreasing fee per procedure from my insurance patients and an increasing cost of my liability insurance. I was seeing 20-25 patients per day and was pressured to accelerate treatment times. The LightSheer laser was my first venture into aesthetics. I was nervous. There is a lot of competition in my area for aesthetic procedures, and I am a family physician. I soon found that seeing the 4-5 patients per month needed to break even was easy and was often a simple matter of communicating with my existing patient base. My first month I made about \$1,500. I have since added the IPL Quantum from Lumenis to my practice. I now see a very manageable 14-15 patients per day. I have cancelled my HMO contracts, my PPO contracts, and my Medicare contract. The most important thing is that I love practicing medicine again!"

Monica M. Bonakdar MD
Family Practice
Newport Beach, CA

"I also own the Candela GentleLase and the Altus Coolglide. The GentleLase is currently in my garage. The only laser I use is the LightSheer because it is the best one."

Jonathan Lee, MD
Emergency Medicine
Denver, CO

"When I became a physician the reality of medicine became overwhelming. The paperwork, HMO's and declining reimbursement are enough to scare anyone from medicine. My saving grace was a rotation in Dermatology I did during my residency. While in this office I realized the need for certain services, especially for hair removal. By the end of the rotation, I negotiated a partnership that would change my life. That investment has led to my

expanding my aesthetic services to include IPL, and I now dedicate one day a week to perform these procedures. Not only have these procedures brought me a significant return on investment, they have allowed me to enjoy medicine. Also, they have changed my practice to being more dermatology based, which brings more procedures and more fee for service revenue. I would recommend to anyone to follow in my footsteps."

Tristan Guevara D.O.
Family Practice
Grosse Pointe, MI

"I consider the LightSheer to be the 'Gold Standard' in laser hair removal. Having been in the permanent hair removal business (electrolysis) for over 30 years, and having the privilege of teaching laser hair removal for many years (many times to offices trading in their other lasers and light-source equipment for LightSheers), I feel that I am in a unique position to really see what is going on out there in the real world. If you have a diverse population in your patient base, the LightSheer is the only laser to purchase."

Deborah Collins, RN
Electrologist
Saginaw, MI

"Although the system is very reliable, with over 100 LightSheer systems, service is very important. Lumenis LightSheer service is second to none. In our high-volume hair removal practices and franchises, a down system is lost revenue—a lot of lost revenue. With the LightSheer, we call and poof, we have a system the next day. We're back up and running."

Rick Frisk, CEO
Advanced Laser Clinics

"For the last 10 years of my practice I was looking for something else. I was doing too much and my reimbursement and margins were declining. I wanted to stay in medicine. I spent at least a year exploring aesthetic equipment. I reviewed the physics and spoke with the engineers. I looked at over 10 companies' products. In the end, I purchased two IPLs, a LightSheer, a ReLume and a ClearLight from Lumenis. I just recently purchased a Lumenis One system. Lumenis products are the best."

Hartley Thomas, MD
Family Practice, Emergency Medicine,
Dermatology
Valparaiso, IN

"People are so satisfied. The LightSheer is the best thing we've ever done for our business."

Chris Cairl
Electrologist
Roseville, MN



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