

# ULTRASONIC FAT CAVITATION & RF RADIOFREQUENCY QUESTIONS

## Summary of questions

Q1. Why would a client choose Fat Freezing (Cryolipolysis) versus Ultrasonic Fat Cavitation or Laser Lipo?

Q2. Can Ultrasonic Fat Cavitation or Laser Lipo damage organs?

Q3. Who should avoid Ultrasonic Fat Cavitation?

Q4. How many Ultrasonic Cavitation & RF or Laser Lipo treatments are recommended?

Q5. Do we have to use ultrasound gel or can we use natural oils?

Q6. Can you add essential oil to ultrasound lotion?

Q7. What course of treatment do you recommend if a client has had surgery and has scars?

Q8. What if a client has metal or plastic implants or parts in another area in their body? If its not near the site being treated isn't that ok?

Q9. Can you do perform Cryolipolysis, Ultrasonic Cavitation, Radiofrequency or Laser Lipo over areas with moles or freckles?

Q10. How much can you charge clients for these services?

Q11. Where are the downloadable consent forms or the guide to sourcing machines?

Q12. Botox & Fillers - If a client has recently had Botox or fillers injected into the area can the service be performed?

Q13. Why are draping techniques important? If the room is warm, do I need to cover the client with a towel?

Q14. My Ultrasonic Fat Cavitation & RF machine has a foot switch. Should I step on the foot switch before placing the applicator on clients body or do I step on it after I have placed the applicator on the clients body?

Q15. Can I use a Ultrasonic Fat Cavitation, Laser Lipo or Cryolipolysis body applicator on the face?

Q16. Can Ultrasonic Fat Cavitation or Laser Lipo be performed under the jaw line (double chin) area?

Q17. I have someone interested in getting treatments with metal plates in the body. Can they get Ultrasonic Cavitation or Radio frequency treatments?

Q18. What is a kHz (Kilohertz) and why do different machines have differing amount of KHZ?

Q19. Is it necessary to have a machine with 25kHz handle?

Q20. Is there a different technique used for a 25kHz handle versus a 30kHz or a 40kHz?

Q21. My machine has multiple cavitation handles with differing frequencies. Is there a difference and how can I use them?

Q22. Which procedure is best to use if the client wants face toning/slimming?

Q23. How often can a client get a Radiofrequency facial?

Q24. My Machine has RF Vacuum, how do I use this?

Q25. Can clients get electric shock from RF Radiofrequency treatment?

Q26. Do clients experience heat during radiofrequency RF facial?

Q27. Time - What is the recommended timing for the different treatment areas of the body?

Q28. The list of contraindications is quite long, why are there so many?

Q29. Can we combine all three treatment types in one session? (Ultrasonic Cavitation, Radiofrequency and Laser Lipo) Also can we add Cryolipolysis Fat Freezing in the same session?

Q30. What is an example of combination of treatment schedule even though this is not the recommended approach?

Q31. Can you treat sagging breasts with Radiofrequency?

# ULTRASONIC FAT CAVITATION & RF RADIOFREQUENCY

## QUESTIONS

### Q1. Why would a client choose Fat Freezing (Cryolipolysis) versus Ultrasonic Fat Cavitation or Laser Lipo?

While Cryolipolysis (Fat Freezing), Ultrasonic Fat Cavitation & Non-invasive Laser Lipo are all non-invasive fat reduction treatments, there is a difference between them.

All procedures are designed to reduce stubborn fat, however they work in different ways. Cryolipolysis (Fat freezing) essentially 'freezes' pockets of stubborn fat to permanently eliminate and kill fat cells for good. Ultrasonic Fat Cavitation targets fat cells by using ultrasound waves to release stored fat to liquid, free fatty acids which are then metabolised by the body and used for energy. Non-invasive Laser Lipo uses low laser energy to penetrate fat cells and create tiny holes in their membranes. This causes the fat cells to release their stored fatty acids, glycerol, and water into the body.

With Ultrasonic Fat Cavitation and Laser Lipo you can treat larger areas, which is another key difference between these treatments and fat freezing. Fat Freezing is generally only suitable for smaller, and more targeted pockets of fat. Laser Lipo is unable to cover as large a surface area as Ultrasonic Cavitation as it is limited with small gaps between the laser pad diodes and is limited to the number of pads attached to the machine.

If the fat is harder to grab, or spread over a larger area of the body, then Ultrasonic Fat Cavitation or Laser Lipo may well be a better option for your client. Ultrasonic Fat Cavitation & Laser Lipo has less post treatment sensitivity and marks on the skin. Cryolipolysis will often have redness or even bruising straight afterward treatment whereas is the Ultrasonic Fat Cavitation is a lot less invasive from that perspective. Some people skin types of bruise a quite a bit from Cryolipolysis, particularly mature or sensitive skin types. Cryolipolysis requires less treatments, with often only 1-2 treatments to achieve optimal results whereas Ultrasonic Fat Cavitation & Laser Lipo requires more.

Your recommendation on treatment method should take into account the clients appetite for number of sessions, likelihood of bruising with sensitive or mature skin as well as the size and location of the fat.

See the below table for a summary comparison of each treatment:

Treatment Name	Ultrasonic Cavitation	Radiofrequency RF Skin Tightening	Laser Lipo	Cryolipolysis (Fat Freezing)
<b>Description</b>	Fat and cellulite reduction treatment emptying fat cells of its contents with low-frequency sound waves.	Skin tightening treatment heating the skin to a precise temperature, stimulating collagen and elastin.	Fat reduction treatment emptying fat cells of its contents with laser energy.	Fat Freezing permanently destroying fat cells by cooling them below body temperature but above freezing.
<b>Body areas (if suitable*)</b>	<ul style="list-style-type: none"> <li>Upper arms</li> <li>Upper abdomen</li> <li>Lower abdomen</li> <li>Flanks/waist</li> <li>Inner thighs</li> <li>Outer thighs</li> </ul>	<ul style="list-style-type: none"> <li>Upper arms</li> <li>Upper abdomen</li> <li>Lower abdomen</li> <li>Flanks/waist</li> <li>Inner thighs</li> <li>Outer thighs</li> </ul>	<ul style="list-style-type: none"> <li>Upper arms</li> <li>Upper abdomen</li> <li>Lower abdomen</li> <li>Flanks/waist</li> <li>Inner thighs</li> <li>Outer thighs</li> </ul>	<ul style="list-style-type: none"> <li>Upper arms</li> <li>Upper abdomen</li> <li>Lower abdomen</li> <li>Flanks/waist</li> <li>Inner thighs</li> <li>Outer thighs</li> </ul>
<b>Facial areas (if suitable*)</b>	N/A not generally suitable for face. See note^ below.	<ul style="list-style-type: none"> <li>Lift the brows</li> <li>Thicken/ tighten under eye skin</li> <li>Lift/diminish pores on the cheeks</li> <li>Reduce jowls and sagging jaw line</li> <li>Tighten/diminish neck wrinkling</li> </ul>	N/A not generally suitable for face. See note^ below.	Double chin area only with chin specific applicator.
<b>Number of Treatments</b>	6 -12 treatments spaced 3-10 days apart	6 -12 treatments spaced 3-10 days apart	6-8 treatments spaced 3-10 days apart	1-2 treatments spaced 3 weeks apart
<b>Treatment Frequency</b>	1-2 treatments per week performed at least 3 days apart	1-2 treatments per week performed at least 3 days apart	1-2 treatments per week performed at least 3 days apart	1 treatment. Follow up treatment 3+ weeks later if necessary.
<b>Suitable for</b>	Best for larger areas and cellulite. This treatment empties the fat cell contents, so the cell remains. Multiple treatments are required.	Skin tightening and elasticity treatment. Radio frequency it is also used to enhance the results of Ultrasonic Fat Cavitation, Laser Lipo or Cryolipolysis.	Best for larger areas and also for treating cellulite. Cavitation empties the fat cells of their contents and does not destroy the fat cells.	Best for spot reduction of fat. Client should be looking to flatten out smaller stubborn fat bulges rather than large areas. Fat cells are destroyed.
<b>Effort required</b>	Treatment is manually performed with handle/probe.	Treatment is manually performed with handle/probe.	Treatment is hands-off once set up, and finalised with a short massage post treatment.	Treatment is hands-off once set up, and finalised with a short massage post treatment.
<b>Visible results</b>	Most clients notice results immediately, and continue to see results within the first week. but definite results are generally noticed after the third treatment.	Clients may see visible improvements as each week progresses with optimal results up to 12 weeks following the treatment.	As a standalone treatment some clients begin to notice results after only 2-3 sessions however 6-8 are optimal.	The results can be seen as early as 3 weeks after the treatment. The most dramatic results will be visible 2 to 3 months after the procedure.
<b>Level of Discomfort</b>	Some clients may experience a warm sensation and hear a buzzing sound. Very little discomfort afterwards.	Deep sometimes intense heat throughout the treatment, but they should never feel any pain or a burning sensation. Very little discomfort afterwards.	Slight warmth or tingling underneath the pads. Very little discomfort afterwards.	Initially experience a burst of intense, coldness then numbness. Vacuum suction pressure may result in pulling/ pinching sensations and there is usually redness and sometimes swelling afterwards. Possible bruising, tenderness and numb/tingling sensation post treatment. Bruising subsides within 1-2 weeks.
<b>Recommended wait time before other treatments</b>	<u>Concurrently:</u> <ul style="list-style-type: none"> <li>Radiofrequency straight after complements this to tightening the skin</li> </ul> <u>3+ days later</u> <ul style="list-style-type: none"> <li>Laser Lipo as a standalone treatment</li> </ul> <u>After 6 -12 treatments are complete:</u> <ul style="list-style-type: none"> <li>Cryolipolysis if there are stubborn "spots" left over</li> </ul>	<u>Concurrently:</u> <ul style="list-style-type: none"> <li>Ultrasonic Cavitation in same session beforehand or</li> <li>Cryolipolysis in same session beforehand (depending on client sensitivity do not perform this if client is too sensitive or experiencing pain)</li> </ul> or <ul style="list-style-type: none"> <li>Laser Lipo in same session beforehand</li> </ul>	<u>Concurrently:</u> <ul style="list-style-type: none"> <li>Radiofrequency straight after complements this to tightening the skin</li> </ul> <u>3+ days later</u> <ul style="list-style-type: none"> <li>Ultrasonic Cavitation as a standalone treatment</li> </ul> <u>After 6 -12 treatments are complete:</u> <ul style="list-style-type: none"> <li>Cryolipolysis if there are stubborn "spots" left over</li> </ul>	<u>Concurrently:</u> <ul style="list-style-type: none"> <li>Radiofrequency straight after complements this to tightening the skin (depending on client sensitivity do not perform this if client is too sensitive or experiencing pain)</li> </ul> <u>2 weeks later</u> <ul style="list-style-type: none"> <li>Laser Lipo as a standalone treatment or</li> <li>Ultrasonic Cavitation as a standalone treatment</li> </ul>

\*There must be pinch-able fat to be able to do a treatment.

^ Some machines now advertise they include a special handle for Ultrasonic Cavitation or Laser Lipo that you can use on the face. Sometimes these handles are actually Radiofrequency handles advertised as "Cavitation", sometimes these are Ultrasonic Cavitation handles operating at a very low intensity level. Ultrasonic Cavitation and Laser Lipo are body contouring treatments and are designed to reduce fat combined with constant sustained physical exercise and a healthy diet in order to maintain results. Fat around facial areas usually diminishes before fat in other areas of the body leaving excess skin. So where a healthy lifestyle and diet has been maintained Radiofrequency is a more suitable treatment to tighten the skin. Treatment to facial and neck areas are prone to more complications including risk of impacting airways which is a higher risk. We train to and always recommend a low-risk approach, which is why we do not recommend a high-risk approach of using a body contouring treatment on the face even though some salons offer this and some new machines have handles for this.

## Q2. Can Ultrasonic Fat Cavitation or Laser Lipo damage organs?

The simple answer is no. Ultrasonic Fat Cavitation empties fat cells by using low-frequency sound waves, this type of sound wave is designed to empty fat cells, and it does so without causing damage to any other tissues or organs. Laser Lipo operates in a similar manner except with laser technology.

## Q3. Who should avoid Ultrasonic Fat Cavitation?

Anyone with medical or health problems should avoid it check out the list of contraindications. Including problems such as heart or liver disease, should avoid Ultrasonic Fat Cavitation and if the client is nursing or pregnant would not be suitable for the treatment. Review the "Contraindications" module for a more detailed list of contraindications.

## Q4. How many Ultrasonic Cavitation & RF or Laser Lipo treatments are recommended?

The number of treatments for Ultrasonic Cavitation, Radiofrequency or Laser Lipo sessions needed to see noticeable changes will vary from person to person. Most clients will need anywhere between 6 -12 treatments for optimal results. Some results may be noticed immediately, but definite results are generally noticed after the third treatment.

Treatments can be performed 3 days apart, but no closer as the body needs time for the elimination process.

## Q5. Do we have to use ultrasound gel or can we use natural oils?

Firstly, we would recommend double checking your machine instructions as some machines stipulate that non ultrasound gel lubricants can impact the machine heads with discolouration or damage. It's important not to void your machine warranty or cause injury to your clients.

Ultrasound gel is waterbased and provides consistent conduction, is hypoallergenic and cools down the skin temperature when using treatment handles such as cavitation & radiofrequency handles. The consistency is specially formulated to act as a coupling agent and reduce static when using ultrasound type equipment. The gel is also acoustically efficient to transmit ultrasound and radiofrequency waves effectively. Generally speaking, ultrasound gel is recommended by most trainers & manufacturers of machines for the most effective and safest treatment and is not impacted as easily by temperature. We always advise using the gel which is recommended by most manufacturers.

Natural based oils can cause burns to the skin and are easily impacted by temperature. Adding a small drop of natural oils to ultrasound gel have worked for some trainers in the past, however is generally not considered best practice or the best type of conductor. It is also important to check with your clients whether they have any history of skin sensitivities if using a natural oil like coconut oil.

## Q6. Can you add essential oil to ultrasound lotion?

Every machine is a little bit different. Some machines aren't covered by your manufacturer if you do this. Some salons add a drop of essential oil however some clients have unknown allergies to oils as well. Natural based oils can cause burns to the skin and are easily impacted by temperature. Adding a small drop of natural oils to ultrasound gel have worked for some trainers in the past, however is generally not considered best practice or the best type of conductor. It is also important to check with your clients whether they have any history of skin sensitivities if using a natural oil like coconut oil.

## Q7. What course of treatment do you recommend if a client has had surgery and has scars?

Check the list of contraindications within the course. Recent surgery is a contraindication and it is important to remember clients should seek medical advice from qualified doctors regarding their health conditions or medication with any specific restrictions or recommendations that may apply to them personally. It's important to treat conservatively if in doubt, to protect your client and your business.

## Q8. What if a client has metal or plastic implants or parts in another area in their body? If its not near the site being treated isn't that ok?

All of these treatments (Cryolipolysis, cavitation, RF and Laser Lipo) generate increased bloodflow and heat which can have a referred effect to other areas of the body. Medical plastic parts or parts with metal inside can be a contraindication. During Ultrasonic treatment some clients feel a subsonic humming or vibration in their ears or teeth.

Radio frequency treatment creates a current throughout the body and can specifically heat up metal implants which can be dangerous. If in doubt, ask your client to seek approval from their regular doctor or GP before proceeding.

Common sense and your 'gut feel' is also important if you have concerns treating someone. For example, if a client has metal implants/screws in a far-away location like an ankle and is looking for treatment on their upper arms you may wish to offer treatment if their doctor has signed off on it. It is important to remember clients should seek medical advice from qualified doctors and it's important to treat conservatively if in doubt to protect both your client and your business.

## Q9. Can you do perform Cryolipolysis, Ultrasonic Cavitation, Radiofrequency or Laser Lipo over areas with moles or freckles?

If the mole/freckle is benign, not sensitive and the client has no concerns with the mole then Cryolipolysis, cavitation, RF and Laser Lipo should be ok. Always be cautious if you feel the mole poses any cause for concern that could require dermatological treatment. Clients with moles should likely be getting annual check-ups on their moles as part of their overall

health. If they have been completing their annual checks with no concerns this should also be taken into consideration as likely a low risk.

As always it is important to remember clients should seek medical advice from qualified doctors regarding their health conditions.

### Q10. How much can you charge clients for these services?

We have students in 15+ countries across the world and pricing varies across currencies, countries, states and even cities. You can charge whatever you want that meets the needs of your business as a business owner.

You can Google search some pricing to get some guidance on what your competitors in your area do. Often it is \$200 - 250USD per area for a single treatment which may contain 1-3 body areas with many clinics charging over \$1000 for a treatment schedule. You can also bundle packages and services as well do discounts based on bundling a few treatments for clients to come back and do repeat sessions.

Pricing based on your local competitors is a good idea or competitors in your nearby CBD area or nearest country so that you can understand what people are willing to pay for it. Some people charge a lot more than that per area as they have very little competition and a lot of demand. If your competitor is well known you may wish to advertise a discount on these prices while you build your client base and reputation.

If this is a new business you may wish to consider discounting your initial sessions until you get client testimonials and a following. Some clients can be wary of new businesses that have not been in operation long.

If you are looking at an "Add On" service think about the additional time you are adding on and try to discount it from there so that there is extra incentive. E.g, Radio frequency is a short time period so some clinics add on \$20-50 per treatment area for Radiofrequency add on. Checking out your competitors is a great way to understand what your market audience are willing to pay.

### Q11. Where are the downloadable consent forms or the guide to sourcing machines?

These are located in the "bonus: downloadable forms & guides" page.

### Q12. Botox & Fillers - If a client has recently had Botox or fillers injected into the area can the service be performed?

Every patient, every skin type and every body is just a little bit different, and so there is no "one-size-fits-all" blanket statement which works for everyone in every situation. Some clinics offer this service after 24 hours of botox/fillers, however everyone's body processes toxins differently so our trainer recommends a minimum of 2 weeks between procedures, keeping in mind client safety and health as a priority.

Ultrasonic Fat Cavitation and Radio Frequency create heat and increase blood flow to areas treated even though they are non invasive. Because the heat generated in the underlying

skin tissue may lead to displacement of the filler. This can mitigate the filler's effectiveness or eliminate it altogether, which is obviously not the outcome you or your patients want!

### Q13. Why are draping techniques important? If the room is warm, do I need to cover the client with a towel?

Client comfort and perception is extremely important when running a business. Using towels and having consistent and professional draping techniques can assist with:

- Clients perception of your professionalism
- Client comfort: not everyone is comfortable unclothed in front of others, following draping techniques can increase their confidence that unnecessary parts of the body are not exposed.
- Maintaining hygiene and a clean environment

As a final note, it may be worthwhile investing in a laundry service for your towels so you can focus on other aspects of your business other than having the towels washed and dried in time. Laundry service can be cost effective, provide you different size towel options, ensure you never run out of clean fresh towels and some have specific towels designed for salons.

### Q14. My Ultrasonic Fat Cavitation & RF machine has a foot switch. Should I step on the foot switch before placing the applicator on clients body or do I step on it after I have placed the applicator on the clients body?

Firstly always follow any instructions for turning on or starting your machine from your manufacturer instructions.

It's important not to linger too long on one area. Usually you would start the movement, then step on switch. If gel gets low, remove your foot off the pedal and add more gel.

### Q15. Can I use a Ultrasonic Fat Cavitation, Laser Lipo or Cryolipolysis body applicator on the face?

No only use applicators designed for face on the facial area as this is a smaller surface area with more contouring and often a lower intensity.

### Q16. Can Ultrasonic Fat Cavitation or Laser Lipo be performed under the jaw line (double chin) area?

Ultrasonic Cavitation is designed to be a body treatment, we do not recommend it for the face as the waves penetrate deeply. The face has lean muscle and a thin fat deposit. There should be at least 1cm fat thickness in the treatment area and ideally 3cm.

If your Ultrasonic Cavitation machine has special treatment handles/heads/wands/probes designed for the face then follow the manufactures guidelines for usage on this area. Often these handles are actually RF cavitation, however if it is a Ultrasonic Cavitation or Laser Lipo face applicator they likely are designed to operate at a lower intensity and it is important to follow your machine instructions for specific guidance on what settings and usage are recommended.

Some machines now advertise they include a special handle for Ultrasonic Cavitation or Laser Lipo that are advertised as safe on the face. Sometimes these handles are actually Radiofrequency handles advertised as "Cavitation" which are safe for the face. Other times these are Ultrasonic Cavitation handles operating at a very low intensity level. Ultrasonic Cavitation and Laser Lipo are body contouring treatments and are designed to reduce fat combined with constant sustained physical exercise and a healthy diet in order to maintain results. Fat around facial areas usually diminishes before fat in other areas of the body leaving excess skin. So, where a healthy lifestyle and diet has been maintained Radiofrequency is a more suitable treatment to tighten the skin.

Our trainers have performed Ultrasonic Cavitation on the neck area, if you feel the need to use this higher-risk approach you can follow the same technique and pattern as RF for the neck with small circles in the chin area.

We do know some salons offer this for the double chin area and turn the intensity down, however we wouldn't recommend a high-risk approach like that. There is significantly higher risk of negative side effects treating such a delicate area of the body, particularly so close to the airways. Sometimes fluid, inflammation or swelling of the lymph nodes are misinterpreted as fat, meaning inappropriate treatment can make these conditions worse.

Treatment to facial and neck areas are prone to more complications including risk of impacting airways which is a higher risk. We train to (and always recommend) a low-risk approach, which is why we do not recommend a high-risk approach of using a body contouring treatment on the face even though some salons offer this and some new machines have handles for this.

Radio Frequency (RF) can be used on the chin and often on the lowest setting (usually 10%). Your machine needs to have a face applicator to do this though, a body applicator will not work and can create adverse reactions as it does not fit to the area properly. You need to keep the face applicator moving constantly while in contact with the client. If it is too slow, or if you pause, or have it on too high a setting the area will get very hot. Treating the chin should be done in shorter intervals and at a lower setting to avoid burns and blistering. Darker skin types are more likely to be sensitive to this treatment type. We do recommend Radiofrequency which is safe for use on face and designed to boost collagen and elastin tightening the skin.

### Q17. I have someone interested in getting treatments with metal plates in the body. Can they get Ultrasonic Cavitation or Radio frequency treatments?

Metal implants or electrical devices e.g. hip joints, pacemakers, plates, pins & staples are a contraindication.

Even though the treatment is localised to a specific area we would not normally recommend this type of treatment unless the client had received medical advice from her doctor that it is safe to do so.

### Q18. What is a kHz (Kilohertz) and why do different machines have differing amount of KHZ?

KHZ (Kilohertz ) is a measurement of electromagnetic wave frequency. For Ultrasonic Cavitation machines, the lower the number usually means the higher the strength. This means that 40kHz is far less powerful than 30kHz. kHz (Kilohertz ) is a measurement of electromagnetic wave frequency. For Ultrasonic Cavitation machines, the lower the number usually means the higher the strength. This means that 40kHz is far less powerful than 30kHz, the lower the Khz, the deeper the penetration.

### Q19. Is it necessary to have a machine with 25kHz handle?

It is not necessary to use the lowest kHz option or purchase a 25kHz machine with the lowest setting. There is a recent trend of new machines offering a 25k handle in addition to a 30kHz or 40kHz head. Some clients report additional sensitivity at the lowest kHz setting such as 20 or 25kHz. Every year there are new machines coming out; some of the features have more of a science-based backing than others. Some suppliers are recommending 25kHz as a point of difference, insisting on it as a necessity. In reality from actual client results this is not necessary, however a nice optional extra to have on your machine, particularly for 2nd treatment when you know how the clients body has responded to the initial treatment.

Traditional ultrasonic cavitation was done at 40kHz, this was done based on scientific research indicating that optimal intensity would be between 32 to 45k. 40kHz is gentler on the body than 30 or 25kHz. For most body contouring a 30kHz head or a 40kHz head are best for optimal results on the majority of clients. Everyone's fat is different, and some fat cells might be more efficient at 30kHz or 40kHz. It all depends on the clients body composition. 30kHz is the most popular level or a machine that combines 25 and 40kHz levels. As time has gone on more studies have occurred. While there is not a lot of studies done on the newer 25kHz handles, there is feedback that these new lower kHz handles can create better results for some clients on specific areas with higher efficiency in areas such as the buttocks or a thick abdomen (if the abdomen has had significant weight loss from lifestyle changes). Ultrasonic Cavitation is limited to targeting the outer level (subcutaneous) of fat, so a deeper kHz penetration will still not target the fat between the organs (visceral fat).

### Q20. Is there a different technique used for a 25kHz handle versus a 30kHz or a 40kHz?

The technique remains exactly the same! If you have a multi kHz machine (e.g. One that combines 40kHz handles with a 25kHz handle), you can use both on the buttocks and abdomen region. You can do this by splitting treatment time in half on that area, starting with the gentler setting (40kHz or 30kHz) then if they are comfortable after the first half of treatment you can use the 25kHz handle. Ensure you reapply the ultrasound gel, and you only use the 25kHz handle on areas specified in your machine manual. Usually this is just the abdomen and thighs.

### Q21. My machine has multiple cavitation handles with differing frequencies. Is there a difference and how can I use them?

Some machines have multiple handles providing you many options. Sometimes these handles have differing sizes, frequencies (e.g. 25kHz and 30kHz) or differing surface area focus (e.g. curvier surface area then a flat surface area).

Some handles that are smaller are designed for tricky spots like the arms. Many people assume these smaller handles are for the face, ensure you read your machine instructions to confirm whether the applicator is designed for the face or not. We do not recommend Ultrasonic Fat Cavitation on the face, however we do recommend Radiofrequency which is safe for use on face and designed to boost collagen and elastin tightening the skin.

You could split the treatments with both handles and do half the treatment time with one handle and half with the other. Commonly best results are achieved with either 30kHz or 40kHz handles. If

your client has skin sensitivity it is better to stick to the higher kHz options as this is gentler on the body.

## Q22. Which procedure is best to use if the client wants face toning/slimming?

Monopolar Radiofrequency (RF) is best. Multipolar RF is not usually deep enough for face toning/slimming.

## Q23. How often can a client get a Radiofrequency facial?

We recommend 3-5 day intervals at a minimum to give the face time to process the treatment.

## Q24. My Machine has RF Vacuum, how do I use this?

The treatment is still carried out in the same way but the RF has vacuum function added, usually with an ability to dial up or dial down the intensity of suction. A good way to understand the intensity is try it with a training partner starting on the lowest suction then slowly increasing suction intensity every 2 minutes. Suction RF has a higher likelihood of skin sensitivity and bruising and can sometimes have a painful pinching sensation. It is important to treat conservatively and preferably at a lower intensity as the suction can create significant bruising post treatment. It is also important to massage the treatment area afterwards.

Some clients find vacuuming treatments more painful than compared to Fat Freezing as there is a lot of pressure used with the vacuuming devices and it can irritate more sensitive skin types. The most common areas used for this technique are legs, buttocks, abdomen, and upper arms.

We would also recommend you double check your user manual for the levels that are aligned to your specific machine type, some have a range of up to 10 and others have higher or lower ranges specific to your device.

As a final note practicing on yourself can help to become familiar with the machine and suction levels, and get a feel for the pace to use with the probe before doing it on clients. You can learn a lot this way.

## Q25. Can clients get electric shock from RF Radiofrequency treatment?

Some practitioners report of electric shocks to clients during RF treatment, particularly during RF facials.

The electric shocks are usually a result of not enough gel, or not maintaining good contact with the applicator or using a larger body applicator on the face. You must maintain full contact, if any sides lose contact, it could give a shock. The face is a smaller surface area and extra care needs to be taken when navigating the contour of the face.

## Q26. Do clients experience heat during radiofrequency RF facial?

A slight warming sensation is normal however it should not feel hot. You need to keep the applicator moving constantly while in contact with the client. If it is too slow, or pausing, or too concentrated on the same area, it will get hot. Also the intensity should be lower on the face compared to the body, if possible. If it's hot, you're likely moving too slow or staying on the area too long.

## Q27. Time - What is the recommended timing for the different treatment areas of the body?

Various machines have differing intensity & duration settings. Always stay within your manufacturers recommendation for maximum settings and duration if they are stipulated in your manufacturers instructions. It's important you review your machine instructions before you start offering services in case your manufacturer has a lesser maximum time, as the machine likely operates at a higher intensity. Some machines have no time duration or settings provided.

Below is a list of recommended maximum timeframes:

### **Ultrasonic Cavitation**

- Arms - Treatment time: 20 minutes (10 minutes per arm)
- Abdomen - Treatment time: 10 to 20 minutes
- Flanks - Treatment time: 20 minutes (10 minutes each side)
- Back - Treatment time: 20 minutes (10 minutes each side)
- Thighs - Treatment time: 20 minutes (10 minutes each thigh)

### **Radiofrequency Skin Tightening**

- 4 to 5 minutes per body zone area – often best performed straight after Ultrasonic Cavitation
- On the facial area this can be 2-5 minutes per zone e.g. Left eye is one zone, left cheek is another, chin is another

### **Non Invasive Laser Lipo**

- 10 – 20 minutes per area as an add on session with another treatment (e.g. Ultrasonic cavitation)
- 20- 40 minutes per area

It takes time for the body to process these treatments Do not treat more than 6 body areas in a single session or have the client session run for more than 1.5 hours. If treating two sides (e.g. Left and right arm) this counts as two areas. Following treatment, the body has to work to remove the excess fat that is being released through the lymphatic system. For this reason, treating too many areas is not advisable and you may need to space apart treatments.

## Q28. The list of contraindications is quite long, why are there so many?

You need to be aware of the contraindications to both protect yourself and your client from potential negative impacts. Unfortunately, not all treatments are for everyone. Some clinics will treat clients with a range of health conditions however this increases your business risk and you may not be protected with your business insurance if you choose to take a higher risk approach. When running a business you need to consider the risk approach that is right for you, your insurance and your clients.

This course and your service does not replace the advice and expertise of doctors. If in doubt ask your client to double check with their doctor to protect yourself. These treatments use the bodys system to flush out fat and can increase circulation flushing other unintended things throughout the body such as blood clots or even spread cancer. It is important to remember clients should seek medical advice from qualified doctors. It is important to treat conservatively if in doubt to protect your client and your business.

## Q29. Can we combine all three treatment types in one session? (Ultrasonic Cavitation, Radiofrequency and Laser Lipo) Also can we add Cryolipolysis Fat Freezing in the same session?

Following treatment, the body has to work to remove the excess fat that is being released through the lymphatic system. For this reason treating with more than 2 types of treatment on a single day is not advisable and may not be effective for your client.

Typically, our head trainer would recommend clients have one fat reduction treatment and potentially add on RF skin tightening and wait for one treatment modality results to take effect, before considering another. This is also a great way to gauge whether your client has a sensitive skin type, as they will be able to report on any redness, bruising or after effects from the first treatment. Alternatively if you do not have RF Skin tightening a short non-invasive Laser Lipo add on session of 10 minutes may be a suitable secondary add on service.

There are differing schools of thought in the community on how many treatment types can be included in one session. Cryolipolysis, Ultrasonic Cavitation and Non-invasive Laser Lipo are all technically trying to achieve the same goal; fat reduction. Radiofrequency skin tightening primarily targets skin tightening, elasticity and lifting which is why this treatment is commonly combined with a fat reduction treatment type.

Let's take a deeper look at some more context behind this.

### **Historically – Ultrasonic Cavitation and RF have been combined**

Traditionally Ultrasonic Cavitation has been combined with Radiofrequency Skin Tightening as the treatments were complimentary with one targeting fat/cellulite reduction and the other targeting tightening of skin and removal of fine lines.

### **Research on combining fat reduction treatments types is not conclusive... yet**

Each treatment type should be able to stand-alone as appropriate, it is not necessary to combine treatment types. However, there are indeed some examples where treatment types have been combined and perceived to be additive in their effects.

From actual endorsed research and medical literature, it is not known what is safe to combine and whether it is ok to extend treatment time significantly. There are not many medical studies done on combining non-invasive therapies with each other. It would be rather difficult to quantify whether it is a combination of the two treatment types as opposed to each of the individual treatments producing the results.

In saying this, many salons have been combining a variety of non-invasive treatments and reporting better overall results. Many salons mix and match treatments over a 1-3 month schedule and report better overall results.

Even though Laser Lipo and Ultrasonic Cavitation target the same type of harder to grab/spread over a larger area of the body there is examples where one has been less effective than the other. It's always important to explain to your clients, it is unknown how their body or fat cells will react to treatments. Some clients react quickly, whereas others with more compact cells may take more sessions or a differing treatment type for further fat cell disbursement. Every patient, every skin type and every body is just a little bit different, and so there is no "one-size-fits-all" blanket statement which works for everyone in every situation.

### **Is it best to recommend a combination of treatment types to target fat reduction?**

To require a patient to do two or more treatment types in order to promise effectiveness can be seen as unethical or dishonest by some clients. This is why each treatment type should be able to stand-alone as its own treatment. However, you can be guided by what the client is requesting too as long as it doesn't exceed maximum timing guidelines. Overall, it is best not to have a client perform more than 1 hour and twenty minutes of treatments in one day.

**Review the “recommended wait time for other treatments” section in the below table for more guidance on wait times to factor into your treatment plan.**

Treatment Name	Ultrasonic Cavitation	Radiofrequency RF Skin Tightening	Laser Lipo	Cryolipolysis (Fat Freezing)
<b>Description</b>	Fat and cellulite reduction treatment emptying fat cells of its contents with low-frequency sound waves.	Skin tightening treatment heating the skin to a precise temperature, stimulating collagen and elastin.	Fat reduction treatment emptying fat cells of its contents with laser energy.	Fat Freezing permanently destroying fat cells by cooling them below body temperature but above freezing.
<b>Body areas (if suitable*)</b>	<ul style="list-style-type: none"> <li>• Upper arms</li> <li>• Upper abdomen</li> <li>• Lower abdomen</li> <li>• Flanks/waist</li> <li>• Inner thighs</li> <li>• Outer thighs</li> </ul>	<ul style="list-style-type: none"> <li>• Upper arms</li> <li>• Upper abdomen</li> <li>• Lower abdomen</li> <li>• Flanks/waist</li> <li>• Inner thighs</li> <li>• Outer thighs</li> </ul>	<ul style="list-style-type: none"> <li>• Calves</li> <li>• Male chest (man boobs)</li> <li>• Upper back</li> <li>• Lower back</li> <li>• Buttocks</li> <li>• Armpits</li> </ul>	<ul style="list-style-type: none"> <li>• Calves</li> <li>• Male chest (man boobs)</li> <li>• Upper back</li> <li>• Lower back</li> <li>• Buttocks</li> <li>• Armpits</li> <li>• Knees</li> </ul>
<b>Facial areas (if suitable*)</b>	N/A not generally suitable for face. See note^ below.	<ul style="list-style-type: none"> <li>• Lift the brows</li> <li>• Tighten forehead</li> <li>• Thicken/ tighten under eye skin</li> <li>• Lift/diminish pores on the cheeks</li> <li>• Reduce jowls and sagging jaw line</li> <li>• Tighten/diminish neck wrinkling</li> </ul>	N/A not generally suitable for face. See note^ below.	Double chin area only with chin specific applicator.
<b>Number of Treatments</b>	6 -12 treatments spaced 3-10 days apart	6 -12 treatments spaced 3-10 days apart	6-8 treatments spaced 3-10 days apart	1-2 treatments spaced 3 weeks apart
<b>Treatment Frequency</b>	1-2 treatments per week performed at least 3 days apart	1-2 treatments per week performed at least 3 days apart	1-2 treatments per week performed at least 3 days apart	1 treatment. Follow up treatment 3+ weeks later if necessary.
<b>Suitable for</b>	Best for larger areas and cellulite. This treatment empties the fat cell contents, so the cell remains. Multiple treatments are required.	Skin tightening and elasticity treatment. Radio frequency it is also used to enhance the results of Ultrasonic Fat Cavitation, Laser Lipo or Cryolipolysis.	Best for larger areas and also for treating cellulite. Cavitation empties the fat cells of their contents and does not destroy the fat cells.	Best for spot reduction of fat. Client should be looking to flatten out smaller stubborn fat bulges rather than large areas. Fat cells are destroyed.
<b>Effort required</b>	Treatment is manually performed with handle/probe.	Treatment is manually performed with handle/probe.	Treatment is hands-off once set up, and finalised with a short massage post treatment.	Treatment is hands-off once set up, and finalised with a short massage post treatment.
<b>Visible results</b>	Most clients notice results immediately, and continue to see results within the first week. but definite results are generally noticed after the third treatment.	Clients may see visible improvements as each week progresses with optimal results up to 12 weeks following the treatment.	As a standalone treatment some clients begin to notice results after only 2-3 sessions however 6-8 are optimal.	The results can be seen as early as 3 weeks after the treatment. The most dramatic results will be visible 2 to 3 months after the procedure.
<b>Level of Discomfort</b>	Some clients may experience a warm sensation and hear a buzzing sound. Very little discomfort afterwards.	Deep sometimes intense heat throughout the treatment, but they should never feel any pain or a burning sensation. Very little discomfort afterwards.	Slight warmth or tingling underneath the pads. Very little discomfort afterwards.	Initially experience a burst of intense, coldness then numbness. Vacuum suction pressure may result in pulling/ pinching sensations and there is usually redness and sometimes swelling afterwards. Possible bruising, tenderness and numb/tingling sensation post treatment. Bruising subsides within 1-2 weeks.
<b>Recommended wait time before other treatments</b>	<p><u>Concurrently:</u></p> <ul style="list-style-type: none"> <li>• Radiofrequency straight after complements this to tightening the skin</li> </ul> <p><u>3+ days later</u></p> <ul style="list-style-type: none"> <li>• Laser Lipo as a standalone treatment</li> </ul> <p><u>After 6 -12 treatments are complete:</u></p> <ul style="list-style-type: none"> <li>• Cryolipolysis if there are stubborn “spots” left over</li> </ul>	<p><u>Concurrently:</u></p> <ul style="list-style-type: none"> <li>• Ultrasonic Cavitation in same session beforehand</li> <li>or</li> <li>• Cryolipolysis in same session beforehand (depending on client sensitivity do not perform this if client is too sensitive or experiencing pain)</li> <li>or</li> <li>• Laser Lipo in same session beforehand</li> </ul>	<p><u>Concurrently:</u></p> <ul style="list-style-type: none"> <li>• Radiofrequency straight after complements this to tightening the skin</li> </ul> <p><u>3+ days later</u></p> <ul style="list-style-type: none"> <li>• Ultrasonic Cavitation as a standalone treatment</li> </ul> <p><u>After 6 -12 treatments are complete:</u></p> <ul style="list-style-type: none"> <li>• Cryolipolysis if there are stubborn “spots” left over</li> </ul>	<p><u>Concurrently:</u></p> <ul style="list-style-type: none"> <li>• Radiofrequency straight after complements this to tightening the skin (depending on client sensitivity do not perform this if client is too sensitive or experiencing pain)</li> </ul> <p><u>2 weeks later</u></p> <ul style="list-style-type: none"> <li>• Laser Lipo as a standalone treatment</li> <li>or</li> <li>• Ultrasonic Cavitation as a standalone treatment</li> </ul>

\*There must be pinch-able fat to be able to do a treatment.

^ Some machines now advertise they include a special handle for Ultrasonic Cavitation or Laser Lipo that you can use on the face. Sometimes these handles are actually Radiofrequency handles advertised as “Cavitation”, sometimes these are Ultrasonic Cavitation handles operating at a very low intensity level. Ultrasonic Cavitation and Laser Lipo are body contouring treatments and are designed to reduce fat combined with constant sustained physical exercise and a healthy diet in order to maintain results. Fat around facial areas usually diminishes before fat in other areas of the body leaving excess skin. So where a healthy lifestyle and diet has been maintained Radiofrequency is a more suitable treatment to tighten the skin. Treatment to facial and neck areas are prone to more complications including risk of impacting airways which is a higher risk. We train to and always recommend a low-risk approach, which is why we do not recommend a high-risk approach of using a body contouring treatment on the face even though some salons offer this and some new machines have handles for this.

### Q30. What is an example of combination of treatment schedule even though this is not the recommended approach?

Combining multiple types of fat reduction treatments can be confusing both for the client as well as you. This is rather advanced and there are endless combinations and schedules of treatment you can utilise. The extended recovery time from Cryolipolysis will need to be factored into any treatment plan.

Example;

- One session of Ultrasonic Cavitation combined with RF
- Day 4 session of Cryolipolysis
- Day 18 (2 weeks after Cryolipolysis session) commence a once a week course of Ultrasonic Cavitation & Radiofrequency for 6-10 weeks

Its important to wait longer between treatments if there is extensive bruising or sensitivity in the area that was treated.

We recommend a low-risk (& low complexity) approach where clients have one fat reduction treatment and potentially add on RF skin tightening and wait for one treatment modality results to take effect, before considering another.

### Q31. Can you treat sagging breasts with Radiofrequency?

You can treat sagging breasts with RF (No Cryolipolysis or Ultrasonic) however its important to note only mild tightening will occur with results varying and often requiring skin incision which is not covered in our low-risk non invasive course.