

**This device is made entirely in the U.S.A.**

## Introduction

Thank you for choosing the Lipo-Melt system. The primary goal of our protocol is a mutual one: to provide your patients with the most effective treatment possible. With that in mind, it is important for you to understand the history behind this technology. It is imperative that you properly inform your patients of the steps they must take in order for this technology to deliver the results they desire, the process that takes place during their series of treatments, and the reason why each step is important.

The theory behind the 635nm technology started in the late 1990's when a Columbian physician discovered that exposing a patient to mid-600nm light prior to liposuction made the procedure much easier to perform. The patients who were exposed to the light and underwent liposuction surgery immediately afterward had fat that was much easier to extract, almost as if the fat had been melted while still in their bodies. But there wasn't any heat being generated by this light and there was no discomfort whatsoever experienced by the patients.

To determine what occurred in this process, a clinical study was performed that involved fat cells from 12 subjects being exposed to 635nm light energy: within 6 minutes of exposure, 99% of the cell contents were released through the cell membrane walls. It was determined the light initiated a photo-biostimulation of the mitochondria that caused a reaction within the cell, creating what are referred to as "transient pores" in the cell membrane/wall, allowing these openings to release the contents of the cell.

Additional clinical studies have proven that this release of the cell contents causes the patient to experience a reduction in the circumference of the treated area: one study involved 86 patients who experienced an average 3 inch reduction and another study involving 689 patients who lost an average of 5 inches. The 635nm device used in these studies delivered a very low level of light energy due to the fact the light is low powered, the light source was 4" or more away from the subject's skin surface, and the light was moving: very little light energy reached the fat cells under the skin. Additionally, the studies only involved the application of the light and the test subjects were not involved in any additional steps to assist in the processing of the excess fats released within their bodies.

Based on these facts, it is clearly obvious the 635nm technology does have the desired effect on the fat cells, so you can present this to your patients with confidence it can deliver results when the full protocol is utilized. When the mitochondria of the fat cells are stimulated by the 635nm light energy, referred to a photo-biostimulation, a signal is generated that opens the transient pores of the cell wall, resulting in a release of the contents of the cell. These contents are triglycerides; fatty acids, glycerol and water. At this point, the fat cell deflates much like a balloon that is emptied of its air volume. The triglycerides are deposited in the interstitial region of the body as a temporary holding vessel.

This is where the protocol becomes important. If a patient's body is properly prepared, the majority of the fatty acids that are present in the interstitial region of their body will be carried to their liver, processed, and released to their kidneys resulting in the elimination of those fatty acids in their urine and/or stools. If the patient is drinking a sufficient amount of water and gets some minimal exercise immediately after the exposure to the light, their lymphatic system will be stimulated and their interstitial region will be flushed of the excess fatty acids. Once the interstitial area has been vacated of the majority of the fatty acids, the studies proved that the treated area of their body will become reduced in circumference.

When the lymphatic system delivers the fatty acids to their liver, it is most important that the patient has not been overeating and their liver is capable of processing a majority of these waste products. By being on a healthy diet, more specifically a "calorie neutral" diet, and refraining from eating two hours before and two hours after the exposure to the light, more of the fatty acids will be processed and eliminated. If they take a supplement that assists the liver in terms of health and capacity to process an increased amount of waste, a greater portion of the fatty acids will be eliminated. Lifestyles that create a stress on the liver will obstruct this process, so consumption of alcohol is not recommended while undergoing these treatments.

**This device is made entirely in the U.S.A.**

Every individual is unique in terms of how their bodies will react, and some individuals will apply more effort than others; how you document their transformation is critical. Before and after photos, measurements of the areas to be treated, and weighing each patient are steps you need to take, but some results will be less visibly noticeable than others. If the change in their body is subtle (they have lost an inch or two here, an inch or two there, etc.), it may not be easily discernible to the naked eye. Additionally, since their transformation is gradual and will not happen overnight, they may not notice a large change when they look in the mirror.

A very simple step to take is to have your patients come to their first appointment with one or two items of clothing that no longer fit the way they would like (i.e. too tight); their favorite “skinny” jeans, cocktail dress, skirt, business suit or pants that they can no longer comfortably wear or look good in is the best way to measure their transformation. Take a few good photos of them wearing these clothing items, being certain to show how tight or ill-fitting their appearance is in them, with the knowledge that you will take the same angled photos of them, in the same clothes, at the appointment for their 10th treatment. This will provide obvious visual proof to your patients of the efficacy of their treatments.

Documentation is important, particularly photo documentation, since you can not only use these photos to show each patient of their personal progress, but you can use your most impressive before and after photos to promote the treatments with new patients.

## Set Up

Remove the CL-100 controller unit, power supply and 4 light pads from the shipping container. First connect the power supply to the power connector on the back panel of the controller unit; there is an alignment indicator on the power supply connector and a matching alignment indicator on the connector within the back panel. Position the alignment indicator to be at “12 o’clock”. Once the power supply is connected to the controller unit, plug the power supply into a working wall socket; it is highly recommended to utilize a surge protector to avoid any electrical surges that could damage your new device.

Next, plug in each of the 4 light pads into the ports/connectors on the front panel of the CL-100 controller unit (there are 5 ports/connectors on the front panel of the controller unit, the light pads can be connected to any 4 of those ports). There is an alignment indicator on each of the 4 light pad connectors and a matching alignment indicator on each of the 5 ports/ connectors within the front panel of the controller unit. Position the alignment indicator to be at “12 o’clock”.

Power up the CL-100 by pressing the on/off switch, which is located next to the power supply connector on the back panel of the controller unit. Verify that the system powers up properly. If there is no activity displayed on the touch screen of the controller unit, verify that there is power coming to the Lipo-Melt power supply (there is an LED that lights up on the power supply when power is available from the wall socket). If there is still a problem, immediately contact your sales representative or the Lipo-Melt Research Patient Service department at 877-821-2300 to notify them of the issue.

Do not throw any packaging materials away; you will need these containers in the event you have to send your unit back to the factory. The screen should now display 15:00 on the very center of the screen, with 10 button/options. These buttons/options and features control the following functions: 10:00 – This is the minute and second counter, indicating the number of minutes the system will stay on during a treatment once the “START” button has been pressed. The default setting is 15:00.

**This device is made entirely in the U.S.A.**

**START** – The large, blue button controls the lights and will turn them on (or off) based on which of the 5 ports (the 5 buttons aligned across the bottom of the screen) are activated. When the “START” button is pressed, the ports will be activated and the timer will start counting down in seconds and minutes. When the timer reaches 00:00, the ports will be deactivated and the lights will turn off automatically. The treatment can be stopped at any time by pressing the same button.

**TIMER RESET** – After each session is finished, or at any time when the light pads are not in operation, the operator can press this button to reset the timer to the default setting of 15:00.

**UP and DOWN ARROWS** – The up arrow will adjust the timer setting up in increments of 5:00. The down arrow will adjust the timer setting down in increments of 5:00. The system can be set for a minimum of 5:00 and a maximum of 45:00.

**SOUND ON/OFF** – The button that displays a speaker with sound emanating from it controls the on/off buzzer. If the sound of the buzzer is too disruptive for the ambiance of the business, the sound can be turned off.

**PORT 1 through 5** – The 5 buttons that are displayed across the bottom of the screen control the 5 ports/connectors that are on the front panel of the controller unit where the light pads are connected. If the display for any of these 5 ports says “OFF”, that port is not activated. Activation of each port is achieved by pressing the button so the display reads “ON” and the color of the button turns from white to blue. The light pads will not illuminate unless the port is activated.

**0000** – In the upper right-hand corner of the screen there is a 4-digit number, which is the minute counter for the unit. When the system comes from the factory, this number should register 0000; verify that the counter is at 0000 when you receive the unit. Each minute the system is in operation, this 4-digit number will increase by 1.

Once you have powered up the system and connected the light pads to the controller unit, you can test your system and light pads. Press all of the corresponding port buttons on the touch screen for each of the light pads you have connected to the controller; if the port button says “ON” and turns blue, that port is activated and ready to operate the light pad that is connected to it. Test all 4 light pads by connecting all 4 to the controller unit, pressing the corresponding 4 port buttons on the touch screen and then pressing the “START” button. The “START” button should turn red and say “STOP”, and the 4 light pads should illuminate. You can press the “STOP” button at any time to end your test. Quickly check all 4 pads to make certain all of the LEDs on each of the 4 pads light up: the light will not hurt your eyes if you just look at the pads for a short period of time and from an angle (looking straight down at the LEDs will be much more intense than from a side angle), but it is not recommended to stare at the LEDs for an extended period of time while they are lit.

**WARNING** – Do not stare into the light pads while they are illuminated as it could cause temporary vision issues. The light is safe for casual examination, but it is not recommended to look at the bright lights for an extended period of time.

If none of the LEDs on a particular light pad will illuminate, check to make sure the port has been activated by visually confirming the corresponding port button says “ON”. If the port is activated, but all the LEDs on the light pad are not illuminated, check to make sure that light pad’s connector is completely seated into the connector on the front panel of the controller unit. Also check each light pad to see that all of the LEDs on the pads are illuminated. If a light pad will not illuminate, or some of the LEDs on a particular light pad do not illuminate, immediately contact your sales representative or the Lipo-Melt Research Patient Service department at 877-821-2300 to notify them of the issue.

**This device is made entirely in the U.S.A.**

## **Operation of the Lipo-Melt System**

Performing a treatment with the Lipo-Melt system is effortless; it could even be offered as a self-serve type of procedure. The pads can be placed on the top of, underneath of, or both on top and beneath a patient and then the “START” button is pressed. The system timer defaults to the setting of 15:00 minutes, while the energy level is non-adjustable, leaving the operator with the single and simple decision of how to place the light pads. The patent-pending design of the Lipo-Melt system includes light pads are made of soft neoprene material, coated with a reflective layer, and are comprised of 320 LED components embedded within the neoprene. The pads are flexible in the lengthwise direction, allowing the placement of each pad to match the contours of the patient’s body. The light pads must be placed so the LEDs/lights are facing the patient’s body/skin.

There are no restrictions on how the pads are placed other than the fact they will not flex in the width-wise direction and must not be forced to bend that way or they will be damaged (pad electronics that are broken due to flexing the pad width-wise are not covered by the 1-year warranty). Patients can lay on top of the pads without concern for injury and the only restriction regarding this application is the pads should be placed under the patient, and removed from under the patient, without allowing the patient to push down on the pads with a hand, elbow, knee or hip (any body part that could apply a concentrated amount of pressure on a small area of the pad), which could cause damage to the light pad electronics.

Prior to placing the pads on your first patient, the clear protective cover should be applied to the LED/reflective side of the pad for sanitary purposes. The clear protective cover has two strips of adhesive tape, one on each side of the long edge of the cover, with a paper backing that must be removed just prior to application of the cover to the light pad. This clear protective cover can be wiped down with a standard disinfecting, disposable wipe in between patients, providing each patient with a sanitary surface for their treatment. Do not use a wipe that has an excessive amount of alcohol due to the possibility of the alcohol weakening the adhesive holding the cover to the light pad, damaging the reflective coating or causing a separation of the light pad layers. If the clear protective cover starts to appear discolored, worn, or the adhesive strips no longer hold them in place on the light pad, they can easily be replaced by gently peeling the old cover off of the light pad and replacing it with a new cover.

The light pads can be placed on any body part, with the exception of the face, and can be moved to multiple locations during one treatment if the pads do not cover a sufficient area with one placement. If the patient is rather large, the light pads can be placed to cover one side of the patient and, after the timer expires, have them roll over and the pads can be placed on the other side of their body for another session. It is safe to treat a patient with multiple sessions during a single treatment, but the fatty acid processing capacity of an individual’s system may be surpassed and attempting to cover their entire body may not achieve a greater result.

## **Preparing the Patient for a Treatment**

As explained in the introduction of this manual, making sure the patient has taken the proper steps to prepare their body for these treatments will greatly enhance their results. It is recommended that you always sell a package in a series of a minimum of 10 sessions (if you plan to qualify for the money-back guarantee, every patient must be sold a series of 10 sessions or more); do not overprice the series of 10 treatments thinking that you will sell a patient on 3 or 4 treatments and then convincing them to purchase the remaining treatments to reach a total of 10. What happens is the patient will experience some reduction with 3 or 4 treatments, but possibly not enough to convince them to pay for additional treatments. Additionally, each patient must read, initial and sign a “Patient Contract” prior to receiving the first treatment. This contract is very important since it outlines their (the patient’s) part in making this treatment as effective as possible and explains how each step is synergistic with the other steps. By reading and signing it, the patient is reminded that there is more to this treatment than just laying under a light and expecting this magical transformation of their body, while going home to sit on the couch and eat whatever they want; as in any weight-loss or body modification process, overeating will negate any progress an individual can make.

**This device is made entirely in the U.S.A.**

You must also document the patient's weight, measurements and take photos of the patient in either a bathing suit or underwear and, most importantly, in their "skinny" clothes before they receive the first session or start taking the supplements. When taking photos of the patient in their "skinny" clothes (their favorite cocktail dress, skirt, dress pants, jeans, etc. that no longer fit well and are too tight) make sure you take the photo from many different angles to capture just how tight/snug these clothes fit before they experience the series of treatments.

Additionally, the patient must follow these simple steps:

- ◆ Schedule each session a minimum of 2 days apart and a maximum of 3 days apart
- ◆ Do not eat 2 hours before and 2 hours after each session
- ◆ Exercise immediately after each session – a brisk 10 to 20-minute walk, 10-20 minutes on a whole body vibration system, 10-20 minutes on an elliptical device, etc. (it is recommended to offer some type of exercise in your business, such as owning a whole body vibration device, to observe them exercising immediately after each treatment to be certain your patients are compliant with this portion of the protocol)
- ◆ Maintain a healthy diet that is "calorie neutral"
- ◆ Drink plenty of water (the recommended amount is one 20-oz Lipo-Melt sports bottle full of water, per day, for every 20 lbs the patient weighs)
- ◆ Reduce or eliminate consumption of alcohol while receiving these treatments

## System Specifications

Electrical	115VAC w/ground - Source 18V 5.6 Amp DC - Power Supply
Light Output	12,800 mW per Light Pad 51,200 mW total w/4 Light Pads
Machine Weight	5 lbs
Light Pad Weight	2 lbs each (4 total per system)
Dimensions	4.5" (h) x 9.25" (d) x 12.25" (w) Controller .75" (thick) x 28" (long) x 12" (wide) Light Pads

## Important Safety Reminders

Do not submerge the light pads, the controller unit or the power supply in water or liquids as it will result in a short circuit of the electrical system, causing permanent damage to the system and possible injury or death to you or your patient. The warranty is void if this system is submerged in liquid.

Looking directly into the LED light pads while the system and light pads are turned on can result in vision issues and is not recommended. A casual glance or viewing the LEDs from a side angle will not cause any problems for you or your patients.

Do not place the light pads directly on a patient's face as it could cause breathing problems and possible suffocation.

A patient who has any of these symptoms or conditions should not be treated with the Lipo-Melt system:

- Pregnant or breastfeeding
- HIV/AIDS Hepatitis C or D
- Cancer (active or within 1 year of remission)
- Serious Mental Disorder
- Pacemaker
- Liver or Kidney disease/disorder (will reduce treatment efficacy)
- Thyroid Disorder (may reduce treatment efficacy)
- Alcohol or Drug addiction (will reduce treatment efficacy)

**This device is made entirely in the U.S.A.**

## Handling Precautions

The system is made in the USA from durable materials and components, however that does not mean it is indestructible. Handle the Lipo-Melt system controller unit and light pads as follows:

- ◆ Do not submerge the controller unit, power supply or light pads in water or liquid.
- ◆ Do not use a sharp or pointed object on the touch screen of the controller unit. Only use your finger and use a gentle touch. Try using a gentle touch with the back of a finger nail. Pressing very hard, aggressively or heavy tapping should not be required. Please contact your sales rep or the Lipo-Melt Research Patient Service Department if your touch screen is not very sensitive.
- ◆ Do not attempt to bend the light pads in the width-wise (12”) direction; the pads will be flexible in the lengthwise (28”) direction, but not in the width-wise (12”) direction. Over flexing in the 12” direction will damage the electronics within the light pads and will void the warranty.
- ◆ Do not attempt to “roll up” or crease the light pads; over flexing by bending the light pads in a tight roll or at a 90° angle may cause damage to the electronics within the light pads and will void the warranty. Over flexing may also cause the reflective coating to become delaminated.
- ◆ The light pads are durable, but may not withstand concentrated pressure in one place. Do not apply pressure to the light pads with a pointed object or part of the body: elbows, knees, feet, hands, hip bones should not be pressed down aggressively, with weight, onto the light pads as it may damage the electronics within the light pads. This is a possible concern when the bed/table being utilized as the treatment bed has a soft/padded surface that does not give a solid backing/support to the light pad. If the bed/table is firm, with limited padding, there is less of a possibility of causing this type of damage. It is safe to lie on the light pads, with the patient’s weight being somewhat evenly distributed, without applying concentrated pressure on any one part of the light pads or indenting the light pads too far into a soft/padded bed/table.
- ◆ Use the handle when picking up the light pads. Do not pick up the light pads by holding onto the power cord. The power cord is securely attached to the electronics within the pads, but is not designed to hold the weight of the light pads for any period of time.
- ◆ Do not swing the light pads around excessively while holding onto the handle. The handle is securely attached to the neoprene pad and to the circuit board structure within the light pads and will stay attached over many years of use, but is not designed to withstand abuse.
- ◆ Do not drop the light pads on a hard floor surface or aggressively bump the light pads against a hard object as it may damage the LEDs in the light pad. The LEDs are very durable, plastic components, but may not be able to sustain a hard strike against a solid/sharp object or surface.
- ◆ Do not store the light pads in a flexed/bent position or with an object on top of the light pads. It is recommended to hang the light pads by their handles when not in use. The rolling cart offered by Lipo-Melt Research, LLC is designed with custom-made hooks to hold the handles of the Lipo-Melt light pads.
- ◆ Do not try to clean the reflective coating on the light pads with an excess amount of alcohol and/or rubbing as it will remove the reflective coating. Do not use any type of solvent such as acetone or paint thinner at any time, in any amount. Damage to the reflective coating, or de-lamination of the reflective coating from the light pad, is not covered in the warranty due to the difficulty of determining the cause of the issue.

## Trouble Shooting for Operational Problems

If you are experiencing problems, before you contact your sales rep or the Patient Service Department of Lipo-Melt Research, LLC, first check these very simple possible resolutions. This will save you time and frustration while allowing the support personnel to be free to help resolve other issues.

- ◆ Check the power outlet that you are using for the Lipo-Melt system to make sure it is active. Plug another device that you know for certain is operable into that socket and make sure it powers up.
- ◆ Check the light on the Lipo-Melt system power supply: there is a small LED on the rectangular box of the power supply that will light up when the power supply is plugged into a functioning electrical socket.
- ◆ Check to make sure all cords are securely inserted and properly aligned in their corresponding connector on the controller unit. ! These simple steps should resolve or identify the majority of possible issues with the Lipo-Melt Light system. Any unresolved issues should be brought to the attention of your sales rep or a Patient Service representative with Lipo-Melt Research, LLC. Call 877-821-2300.