



OPERATOR'S MANUAL



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TABLE OF CONTENTS

Introduction.....	3
General Description	
Customer Support	4
Warranty	
Service	
Support	
Installation and Operating Instructions.....	5
Supplies	
Safe Operations.....	6-7
System Overview	8
Set Up and Installation	9
Physical Location & Environment	10
Treatment Procedure	11-14
Post Treatment	15
Maintenance/ Trouble shooting	16-18
Treatment Schematic.....	19
Client Consent Form	20
Notes.....	21

Introduction

Thank you for making the decision to invest in the Dermaglow EST microdermabrasion unit. Our mission at Aesthetic Solutions is to offer our clients superior products, customer support and service.

The Dermaglow EST Microdermabrasion system offers a multi-step process to skin resurfacing and restoration without the pain, cost, and recuperation time associated with modern day acid peels and laser treatments.

Microdermabrasion is the step between a chemical peel and cosmetic surgery with immediate benefits for both the patient and practitioner. This procedure has been called the "Lunch Time Peel" because it only takes 20-40 minutes and allows patients to return to work immediately.

The Dermaglow EST is sold only to licensed skin care professionals. Aesthetic Solutions offers client postcards and brochures at a nominal fee to assist you in your marketing needs. Contact Customer Service to order.

It is important for operators to note that Particle Skin Exfoliation is a technique-dependent procedure. The abrasion level is determined not only by regulating the intensity and crystal flow but also by the speed at which the hand piece moves across the skin's surface. Slower hand piece movement exfoliates more skin cells.

In order to operate the Dermaglow EST successfully, we recommend that you carefully read and follow the instructions in this manual. If you believe for any reason that your Dermaglow EST unit is not performing properly, please contact Aesthetic Solutions immediately at (888) 345-4569 extension #3 for technical support.

Sincerely,

Aesthetic Solution's Management

Customer Support

As the owner of a new Aesthetic Solutions product, you can look forward to superior performance and reliability. Our company is proud to say that quality and dependability are built into everything we manufacture. One way we demonstrate this commitment to quality is through our excellent customer support services.

Please fill in the following information and keep it handy when you call for service or support:

Model: Dermaglow EST

Serial Number of your unit EST- _____
(See lower back of unit)

Limited Warranty

Aesthetic Solutions warrants the **DERMAGLOW EST** to be free from defects in parts, labor and workmanship for as long as you own the device. This Limited warranty is null and void if the customer attempts to fix, alter, repair, open, or modify the unit. Damage to the unit due to mishandling, misuse, or improper maintenance (e.g., failure to use only authorized Aesthetic Solutions' UltraPure Class 1 Crystals, failure to replace the filter as directed in this manual, etc.) nullifies the warranty. During the warranty period and thereafter. ***The warranty is not transferable.***

This warranty does not include the hand piece, hand piece tips, and hand piece connectors, filters or other disposable items.

The customer is responsible for all applicable shipping charges to and from Aesthetic Solutions for repairs. Customer is also responsible for shipping to and from of any loaner device requested by customer

Service

If you have any problems or questions regarding your Dermaglow EST, call our Customer/Tech Support (888) 345-4569.

A return authorization must be secured from our customer service department to any products being returned.

Note: For easier shipping, we encourage you to **KEEP THE ORIGINAL BOX AND PACKING MATERIALS FOR YOUR UNIT. These boxes are custom made to fit the Dermaglow EST device and it may be difficult to find proper sized boxes for shipping. Replacement boxes and foam sets will be billed at a minimum of \$100.**

Loaner Support

If you would like a loaner unit while your unit is undergoing repair, Aesthetic Solutions will ship one to you immediately. The Customer is responsible for shipping the loaner unit back within three (3) days of receiving a repaired or replacement unit. Rental charges of \$100 a day will accrue upon a failure to return loaner units. The Customer is responsible for any and all shipping charges incurred.

Installation and Instruction

If you have any questions after reading the manual, contact our technical support department at (888) 345-4569 extension 3.

For information on Microdermabrasion training/instruction, visit our website at www.Dermaglow.com/training

Supplies

To order accessories and supplies please visit our website @ www.Dermaglow.com -click on SUPPLIES or contact Aesthetic Solutions Customer Support at (888) 345-4569 or contact your distributor directly.

Safe Operations

In order to operate your Dermaglow EST unit safely; please adhere to the following precautions and warnings:

Always start a procedure with the **Vacuum Intensity between 3 and 5** and adjust accordingly (see the SET UP section of this manual for specific instructions). Test the underside of your forearm to determine a comfort level. Begin treatment conservatively and observe the effect with sight and touch. If more abrasion is desired, increase the Intensity and/or decrease the hand piece passing speed in increments until the desired tissue effect is observed.

Pain as a response to treatment should not occur. Treatment should be abandoned if pain is elicited and it is not recommended to treat any painful area. Erythema and edema may occur immediately following treatment but should be resolved after 2-3 hours.

•WARNING•

Holding the tip in stationary contact with the skin can cause serious deep abrasion, bleeding and scarring. Aggressive over treatment of the epidermis will lead to pinpoint bleeding from the capillary loops in the superficial dermis. The operator should stop immediately if this occurs. A crust may form and exfoliate in 3-5 days. If this occurs, consult a physician and apply a broad use anti-biotic ointment until well healed.

It is recommended that individuals with the following conditions consult with a physician prior to undergoing Microdermabrasion or similar skin treatment:

- Rosacea
- Active acne
- Vascular lesions
- Tattoos
- Oral blood thinners
- Immune deficiency diseases
- Systematic lupus erythematosus
- Dermatitis
- Uncontrolled diabetes
- Active herpes simplex
- Viral lesions
- Eczema
- Heavily pigmented Skin cancer
- Keloid scars

Continued Safe Operations

Before using the hand piece, check the tip orifice for any chips, cracks, or damage that could lead to patient injury.

When disposing of the Micro-Filtration filter, we recommend that you wear latex or synthetic gloves and a barrier mask.

Avoid all mucous membrane surfaces and margins (e.g. eyes, nose, and mouth) The Dermaglow EST is not indicated for use at the eyelid (including eyelash) margins, vermillion, or thinner skin of the neck. Eyelids should be closed during treatment and covered with wet cotton gauze or eye patches to prevent possible microcrystal introduction to the eyes.

Patients should refrain from rubbing the eyelids immediately after treatment. Eye rinse solution should be available at all times to rinse eyes in case of microcrystal introduction. Patients who wear contact lenses may wish to remove lenses prior to treatment with the Dermaglow EST.

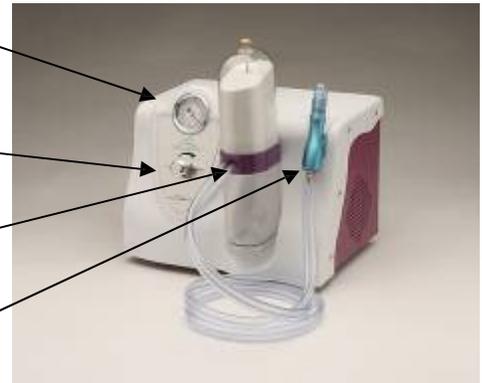
DERMAGLOW EST SYSTEM OVERVIEW

1. **Vacuum Gauge:** Displays operating vacuum level.

2. **Vacuum Control Adjustment:** Regulates vacuum level. Increases vacuum as you turn dial clockwise.

3. **Crystal Cartridge:** Contains the exfoliating crystals, both clean and used.

4. **Aluminum Hand Piece:** Holds two types of disposable plastic tips—small and large.



5. **Hour Meter:** Records number of hours used. Keeps track of hours when calling for technical support.

6. **External Filter:** Prevents crystals from entering and damaging motor.

7. **AC 110V Power Supply:** Receptacle for power cord.

8. **Power Switch:** Turns Dermaglow EST on/off.

9. **Cooling Vents:** Keep clear to avoid pump from overheating.

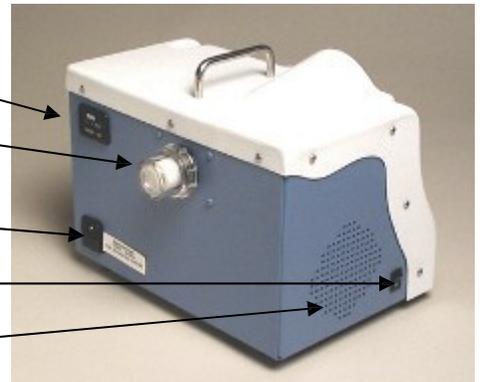
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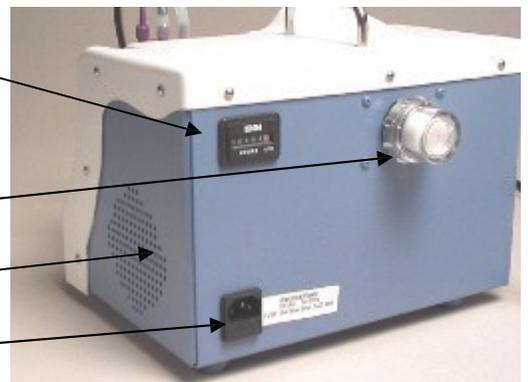


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DERMAGLOW EST SET UP AND INSTALLATION

INSERTING & PREPARING THE CARTRIDGE

1. Plug cartridge into the machine by pushing, NOT twisting, the cartridge in.
2. Remove small cap to expose both hose connectors in front of cartridge
3. Connect small hose end to small connector and large hose end to large connector.



ADJUSTING VACUUM

1. Turn machine on, place your thumb over the plastic hand piece tip, and turn vacuum knob so it reads between 3Hg and 5Hg on the black scale of the vacuum gauge.



ADJUSTING CRYSTAL FLOW

1. Keep machine on, remove black cap and twist back in **one turn** at a time (adjust as needed) until you get a consistent crystal flow but not too much crystal flow.



Physical Location and Environment

While the Dermaglow EST unit is easily moved from room to room, appropriate space, lighting, and electricity should be available wherever its use is anticipated. ALWAYS USE DUE CARE WHEN TRANSPORTING THE UNIT.

Aesthetic Solutions cannot guarantee the operation of a system installed in a site that does not meet the following specifications:

- The room where the Dermaglow EST unit will be used should be equipped with a 110Volt AC 15-amp electrical service.
- We also recommend attaching the unit to an independently fused electrical supply that is switched by a 30-amp circuit breaker.
- We recommend a room temperature of between 68 to 76 degrees Fahrenheit or 20 to 24 degrees Celsius to keep the compressor adequately cooled and to minimize airborne dust particles.
- The Dermaglow EST unit should be housed in an environment where a facial steamer will not be operating. Because moisture in the air could contribute to clumping of microcrystals, they should be stored in a cool, dry area in airtight containment.
- If excess clumping occurs, we recommend adding a dehumidifier to the room.

Treatment Procedure

Pre-Treatment Recommendations

The quality of results of any facial treatment depends on a thorough understanding of the skin history and previous treatments.

Assessment of the problem and current skin condition should be followed by a treatment plan. After determining that microdermabrasion is the treatment of choice, a test area should be done on the back of the hand to demonstrate the sensation prior to applying treatment to the face or other areas.

Contraindications

The following is a partial list of skin conditions that should not be treated by microdermabrasion:

- Lesions
- Inflammatory acne or infected pustules
- Dermatitis including psoriasis
- Herpes Simplex
- Thick and evolutionistic erythematic with ill-defined borders
- Sun Burns
- Ultra-sensitive skin

People with:

- Diabetes
- AIDS
- Users of anticoagulants or Accutane™ within the last 6 weeks.

Indications For Use

Microdermabrasion is recommended for skin with:

- Sun damage
- Fine lines and wrinkles
- Enlarged pores
- Minot acne scars
- Blackheads and comedones
- Age spots/superficial pigmentation
- Adjunct therapy to cosmetic surgery
- Blending post-lasered skin

Continued Treatment Procedure

Treatment Recommendation:

Dermaglow EST microdermabrasion treatments are best performed over a period of several weeks with a maintenance treatment scheduled every month or two thereafter. Treatments range from 4 weekly sessions for normal skin to as many as 12 or more sessions for scars and hyperpigmentation. The derma enhancing treatments is performed consecutively 7-10 days between treatments.

A major benefit of a mechanical abrasion treatment is that it is fast, predictable, painless and effective. Some advantages to the patient are having no downtime from work or from social activities. Recovery time is as little as 6 to 8 hours depending on depth of treatment.

While wearing gloves, the operator should prepare the skin by cleansing the area to be treated. Oils and makeup should be removed from the skin's surface. Use a non-oily cleanser and rinse until clean and dry. Any remaining moisture may clog the Dermaglow EST's system.

Note:

- Use only ordinary gauze or sponge for cleaning. **Do not** use cotton as residual fibers can be sucked into the tip and clog the hand piece and system.
- Patients hair should be covered with a disposable cap that covers the ears to block crystals from entering.
- Ensure that the Dermaglow EST is operating properly and check that a new clean tip is installed on the hand piece. Large hole tip for body and small hole tip for facial treatments.
- Operator should be wearing gloves and a facial barrier/mask.

The following vacuum levels should be used to determine a start point:

3-5 Hg For cheeks, under eyes and neck areas

Cont. Treatment Procedure

- Some people will have more sensitive skin than others will. Tolerance to treatment will vary. People with more sensitive skin may require lower vacuum levels with longer, lighter treatments and more treatment sessions.
- Once the proper vacuum setting is determined, the operator should use the hand that is not holding the hand piece to stretch the skin under the tip to create optimum suction and exfoliation. Note: if the tip opening is not in full immediate contact with the skin, outside air will enter the tip and interrupt the system vacuum, operation and performance.
- Many different techniques can be used to ensure a uniform exfoliation. Begin treatment by gently moving the Tip over the treatment area in an up and down pattern. Cover the area completely in one direction then go over the same area in a perpendicular direction.

Here are three patterns operators can use for differing treatment effects:

Linear Pattern

Use at the beginning of treatment to remove the upper layers of the epidermis. It is used in one direction to work on wrinkles, skin folds, superficial scars and stretch marks.

Circular Pattern

This is used for hyper-pigmented areas.

Square Pattern

This can be used for large areas with uneven skin texture, enlarged pores, superficial acne scars, blackheads and comedones.

General outline of procedure:

Step 1:

Cleanse, rinse and water and dry the skin site.

Step 2:

Place the second finger and thumb over the treatment site to gently stretch the skin to allow the smooth gliding of the hand piece over the area. A circular or brush stroke motion is preferred as this blends through constant overlap and leaves no telltale "footprints" or marks.

In areas where it is difficult to use the circular motion, the brush stroke method is preferred, especially above the eyelids, crow's feet and upper lip border. It is important that the client "feel the difference" exfoliation makes and compares the treated area to untreated sites.

Step 3:

Post-Treatment routines will necessarily employ other techniques and methods. All creams and lotions will penetrate deeper following the microdermabrasion procedure. Acne prone clients can return to their prescribed regimens. Pigmentation problems will receive better penetration of bleaching post-treatment with faster results.

Post Treatment Recommendations

Some patients may experience a minor temporary reddening of the skin similar to mild sunburn or windburn.

Hydration should be maintained externally and internally.

Patients should be instructed to:

- Apply moisturizer and sunscreen several times a day post treatment
- Drink plenty of water daily
- Avoid swimming in chlorinated water the day of treatment
- Avoid tanning for at least one week after treatment
- Avoid waxing, electrolysis and loofahs on treated area for two weeks post treatment
- Avoid exfoliating products such as salicylic acid, alpha hydroxy acid (glycolic) and retinoic acids (such as Retin-A) for three weeks
- Exercise extreme care when washing newly treated skin. Use only mild cleanser and never pick, scratch, or peel the treated area. Doing so may result in scarring.
- Apply hydrocortisone lotion to treated area if experiencing itching, burning or sensation of mild sunburn or windburn.

If the patient is having a treatment series, the next treatment appointment should be between 7 to 10 days. For maintenance treatments, the next treatment should be in 4-6 weeks.

Maintenance/Trouble Shooting

The Dermaglow EST requires very little maintenance because everything that would normally need maintaining is in the disposable cartridge.

The **External Vacuum filter** should be checked periodically for excess accumulation of micro crystals. This filter is located on the upper back surface of the Dermaglow EST:



Unscrew the clear plastic filter cover counterclockwise. Remove the white filter and any micro crystals by wiping and/or tapping the filter element on a counter to loosen them. If the filter is grey in color instead of white, it should be replaced. Replace filter and tighten the filter cover snug, making sure the O-ring is evenly seated in the rim of the clear filter cover.

Do not attempt to clean the Dermaglow EST or its crystal cartridge with rubbing alcohol and do not spray a cleaner directly onto these parts. Dampen a soft cloth with the cleaner first then wipe the parts.

Avoid introducing moisture into the crystal cartridge by covering the openings with the caps and plugs it was supplied with. Micro crystals will absorb any moisture and clog up inside the cartridge preventing any exfoliation and crystal flow.

Never attempt to open the Dermaglow EST. This will void your warranty.

There are no user serviceable components inside the machine's enclosure.

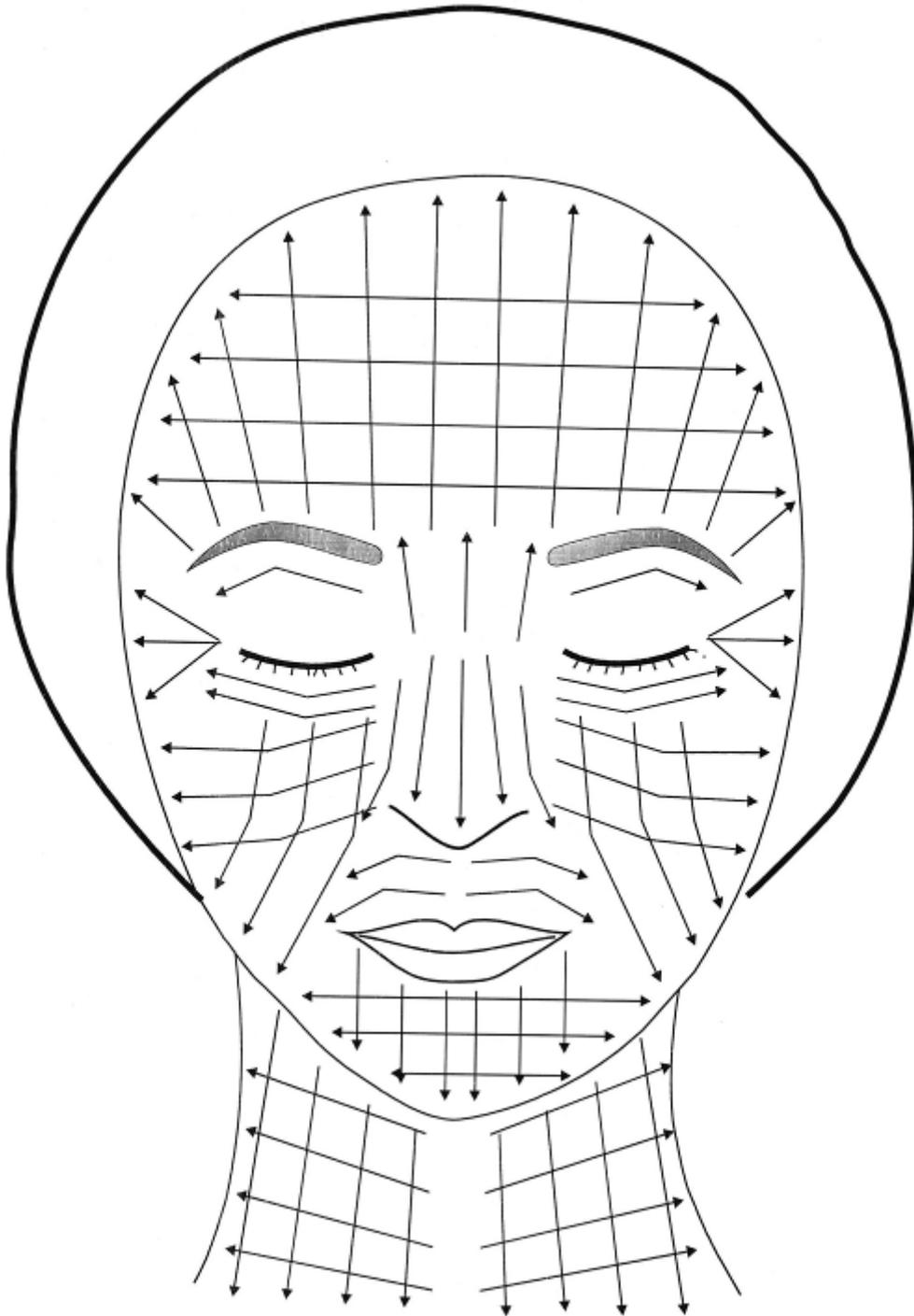
Trouble Shooting

PROBLEM	CHECK FOR
Machine will not turn on	<ul style="list-style-type: none"> • The Machine is plugged into a outlet that works • The Fuses inside the power cord socket need replacing or circuit breaker of outlet needs to be reset.
Vacuum pressure seems LOW	<ul style="list-style-type: none"> • Crystal Cartridge is securely in place and pushed onto vacuum port. • Inspect O-rings on cartridge post and replace if damaged. Do not stretch further than needed when installing. • Inspect O-ring on external filter canister. Make sure it is seated smoothly in rim of canister. Replace if it is cracked, creased or missing. • The tip is correctly mounted to hand piece. • Check tubing is free of any kinks or pinching. • All tubing is securely attached to cartridge and hand piece. To check hand piece connections, remove tip and tailpieces to open the halves. Trim tubing if it is loose and reassemble in renewed hose ends in reverse order. • The Vacuum Control Valve on the front of the machine should be properly adjusted. • Use a new Crystal cartridge.

Cont.' Trouble Shooting

PROBLEM	CHECK FOR
Too little or no crystal flow coming out of the handpiece.	<ul style="list-style-type: none">• The hand piece orifice may be clogged. Use a straightened paper clip to insert and clear the orifice of obstructions.• The tip is mounted correctly. The hole in the tip should be aligned with the smaller orifice on the hand piece.• Tubing to be securely connected on all components including the hand piece and crystal cartridge.• Moisture in the crystals or a spent cartridge.

MICRODERMABRASION FACE & NECK TREATMENT SCHEMATIC



DRAFT Microdermabrasion Client Informed Consent Form

To The Client. You have the right to be informed about your condition and its treatment, so that you may make the decision whether or not to undergo the procedure after knowing the risks and hazards involved. This disclosure is not meant to scare or alarm you; it is simply an effort to make you better informed so you may give, or withhold, your consent for treatment.

1. I voluntarily request that _____ (and such associates, technical assistant and other skincare professionals she or he may deem necessary) to perform the microdermabrasion procedure. I acknowledge having been informed that this cosmetic procedure is intended to remove surface layers of the skin to improve the vitality of the skin.

2. I understand that my skincare professional can discover other, different conditions that may require additional or different procedures other than those planned. If my skincare professional discovers such other, or different conditions, I will be referred to appropriate medical care provider.

3. I acknowledge that, while the goal of such a procedure is the removal of damaged skin, the realistic results average 50-75% improvement. I acknowledge that the practice of cosmetology is not an exact science and that no specific guarantees can or have been made concerning the expected result. Some clients are improved and in others no appreciable improvement is noticed.

4. I also realize that the following risks and hazards may occur in connection with the particular procedure: worsening or unsatisfactory appearance, creation of additional problems such as poor healing or skin loss, nerve damage, painful or unattractive scarring, or recurrence of the original condition.

5. I have been informed that there are risks such as loss of blood and infection that are attendant to the performance of any exfoliation procedure.

6. I have been advised of alternative methods available for my treatment, which include acid peels and laser skin resurfacing.

7. I acknowledge my obligation to follow the written and spoken instructions covering my pre and post treatment skincare regimen.

8. I understand that multiple treatments may be required. The cost of these following treatments was disclosed prior to the first treatment.

9. I have received a thorough explanation of my pre-exfoliation and post-exfoliation instructions. I understand these instructions and have received copies for reference.

I certify that I have read the above consent and I fully understand it. I have been given ample opportunity for discussion and all my question have been answered to my satisfaction. I hereby consent to the microdermabrasion procedure. This constitutes the full disclosure and supersedes any previous verbal or written disclosures.

Client's Signature _____ Date _____ Time _____

NOTE:

The sample client consent form on the previous page has been supplied for your convenience. You may wish to consult your attorney for further clarification to meet your specific state board and local requirements.

Notes: