

# Illuminate LED Panel

**Thoroughly read all of the information that is included in your Illuminate box when it arrives as well as the information, I'm giving you in this document. This is very important!**

You will get 40,000 hours from these LED's. So let's say you used it for 8 hours a day (meaning it was actually turned on for 8 hours, which you are not going to do!) for 5 days a week. That would come out to 20 years!!

There is a small hole on each end of the panel where the power cord is put into. You can use either one depending on where you want the cord to fall. It turns on and off using the foot pedal **(in the video it shows a remote control. You will not receive that. We found that the foot pedal is more reliable)**. The power supply works over all international voltages.

When placing the panel over your client **do not bend the panel any closer than 12 inches**. Even though the panel is quite rugged you do not want to crimp or crease it. **We will not replace for free panels that show signs of crimping. This is not a warranty issue.**

It's going to sit differently depending on what type of treatment table you have. It sits very easily on a flat massage table. We've included a **white velcro strap** to use that will keep the sides from slipping out (see picture and video toward the bottom of this document). You can sit the panel on the clients shoulders (it's not heavy, they barely feel it. See picture at the bottom of this document). This way they are getting their face as well as their full décolleté'.

Always store your panel flat. I undo the velcro and lay it flat on my treatment bed each night.

You may wipe the panel with a damp cloth or sponge using alcohol or a mild disinfectant. Do not spray any liquid on the panel.

If you are going to lay the panel flat on the body for a back treatment, you may wrap it in plastic wrap for sanitation. Remove the plastic wrap immediately after the treatment.

The Illuminate treatment time is just 5 minutes. Seriously! You will achieve the same results in 5 minutes as you would under other panels that recommend 30 minutes.

This is because the 1800 Illuminate LED's are emitting 5400 joules in a 5 minute period. Some LED panels only emit 2,400 Joules in a 30 minute time period.

You may lay under it for 10 minutes but that is really the most you will ever need to do. It can be done daily!

It's hard to suggest pricing because it differs all around the United States. I don't charge extra for LED. I never have. I just factor it into the time and price of the treatment. Consider raising your prices slightly and including LED. If you are going to charge extra make it low enough that they'll do it. My suggestion is \$10 to \$15.

**Treatment Ideas:** Get creative! This LED panel can really help generate some income for your business. Make the most of it!

Only 5 minutes for great results. Do you realize what this short treatment time means for us? It's phenomenal! You can now easily offer LED with every treatment. Your clients can stop by for a quick LED "pick me up" because they'll be in and out so quickly.

I've been including it in every treatment since 2003. For me, it's not an add-on. I just factor into the cost and time of the treatment. It's icing on the cake.

It will take the results that you're already achieving in your treatments, up to a whole new level.

When I first started using LED I was told "no product on the skin" and the way it was said to me was almost threatening, like if I did put product on their skin, something really terrible would happen. So for about 4 years I behaved and I did what I was told. No product on the skin.

I was seeing great improvement using LED in my treatments and feeling very comfortable about LED but after 4 years of no product, it came to me one day. Was applying product before **LED really** going to harm the skin? So of course I used myself as the guinea pig. I applied a hyaluronic serum and laid under the panel for 20 minutes. I reached up and touched my face a couple of times to make sure my face was still intact. Yep, it was fine. When I looked in the mirror after I finished, guess what I saw? Better results. More hydration, brighter skin.

Hmmm....all these years I could have been achieving even better results by applying a product first. So...I started applying product with every client and I saw the same thing. More hydration. Brighter skin. Pigmentation lightening faster. My clients were noticing these changes as well.

The product you apply has to be something the light can pass through though. Don't use a clay mask or a thick white mask, use a serum that soaks right into the skin (I like QUL Glo Serum). A gel product is okay but you want to use a very thin layer. Too much gel and the light will bounce off it. I like our Firm and Hydrate Gel Mask.

I prefer to use LED at the end of the treatment. At that point I've already used a few different modalities on the client and I've penetrated in some really great products, so under the panel they go! Like I said...it's the icing on the cake.

I haven't used a traditional mask for years. Their time under the panel for me is the time that you would use a typical product mask on them. I feel that the panel is much more beneficial than a mask.

Once I take the panel off, I apply sunscreen and off they go.

Here's a great up sell idea for you. When you take the panel off their face, have them put their hands on their stomach and place the panel over their hands while you finish the treatment. All women want their hands to look better. Explain that the next time they come in; you can do a full hand treatment. You'll do some type of exfoliation (microderm, dermadisc, scrub) then apply a serum. I'd recommend something with pigmentation ingredients and then put the panel on top while you do their facial.

Here's another way to bring more income in with your LED panel. Offer a quick LED treatment for a minimal price and get your clients in the habit of coming in to lay under the panel in between their monthly facial treatments.

Have your client come in with no base makeup. Apply toner on a cotton round and wipe face. Apply QUL GLO serum. After 5 minutes, turn off panel and apply sunscreen. Off they go! My recommendation is to charge a price that is low enough that they'll begin to make this "pick me up"

appointment on a regular basis (at least once a week!). I know a couple of spas that are setting up an Illuminate LED station in their waiting room.

Coming in weekly will keep the results of their monthly treatments going strong and who doesn't want get away for a moment of relaxation. Once your client realizes the benefit to her skin by doing this on a regular bases (hopefully once a week) she'll be hooked.

Here are three interesting LED articles:

<https://www.ourpaleolife.com/red-light-therapy>

<https://redlightman.com/blog/red-light-therapy-shown-to-cure-hypothyroidism/>

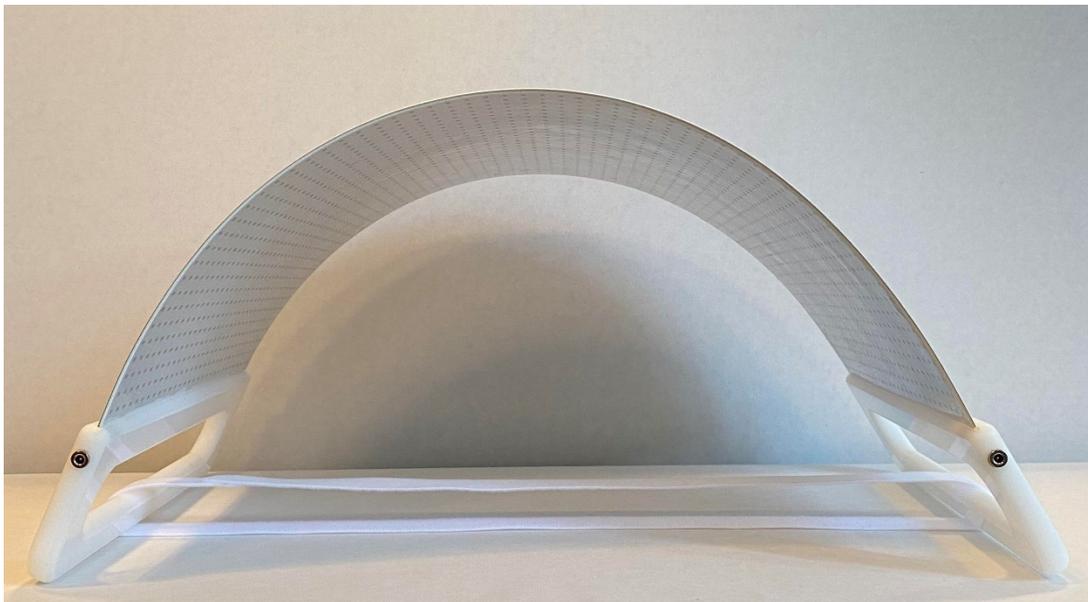
<https://www.shape.com/lifestyle/beauty-style/red-light-therapy-anti-aging-skin-benefits>

If you really like the technical jargon, here ya go: <https://redlightman.com/blog/complete-guide-light-therapy-dosing/>

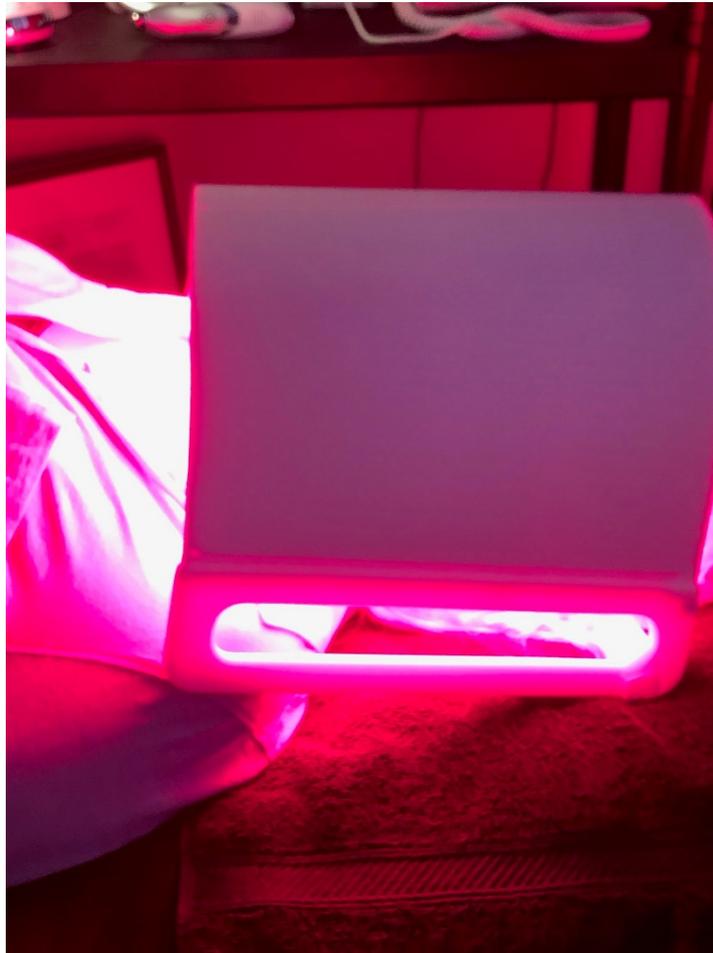
Short Illuminate video: <https://youtu.be/ukx4mYxuye8>

Longer Illuminate video: <https://youtu.be/8HCNaK033Cw> (you will not be getting the remote shown in this video as explained above)

The picture below shows you how to use the Velcro strap. Here's a short video showing me strapping it on: <https://www.youtube.com/watch?v=6MKdRnSeJqg>



Place the end of the handles on your client's shoulders for full coverage.



### **Treatment Contraindications**

- Women who are **pregnant** should consult their physician before beginning LED light therapy treatments.
- Clients with **Epilepsy** should consult their physician before beginning LED light therapy treatments.
- Must wait five days after Botox or cosmetic fillers.

### **Cautions with medications because of light sensitivity:**

- The following medicines are known to cause temporary photosensitivity:
- Chlorpromazine (Anti-psychotic), also known as Thorazine, Chlorpromazine HCl, Sonazine. Client can be treated if the medication has not been taken within the last 8 days.
- Griseofulvin (Anti-Fungal), also known as Grifulvin V, Fulvicin P/G, Gris-Peg. Client can be treated if the medication has not been taken within the last five days.
- Isotretinoin (Anti-Acne), also known as Accutane. The client can be treated if the medication has not been taken within the last six months.

- Tetracycline's (antibiotic) also known as Helidac, Terra-Cortril, Terramycin, Sumycin, Tetracycline HCL, Bristacycline, Achromycin V, Actisite, Tetrex, Doxycycline, Ciprofloxacin. Client can be treated if the medication has not been taken within the last five days.
- Methotrexate (Anti-Arthritis & Anti-Cancer), also known as Methotrexate Sodium, PF & LPF, Mexate-AQ, Folex, Trexall. Client can be treated if the medicine has not been taken within the last three days.
- Amiodarone (Anti-Arhythmic), also known as Amiodarone Codarone x, Pacerone. Treatment can be administered at the physician's discretion.

**If you have any manufacturing issues with your panel please email [support@illuminateled.com](mailto:support@illuminateled.com)**

**Please feel free to call or email me with any treatment questions.  
(925) 392-8114  
[contactme@shelleyhancock.com](mailto:contactme@shelleyhancock.com)**