

# ThermaVein



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## Different Types of Treatment

### Facial Thread Veins



Set the machine up as per instructions and ensure patient is lying flat on the bed. If possible take control of the area and tighten the skin. Once you are ready, starting around 2-3mm in from the smallest point of the vein, gently rest the needle on the skin and press the pedal to apply the current. Confirm that this part of the vein has been closed and move down the vein towards the feed point. If you miss the vein (ie: it doesn't disappear) there is no problem to go back, however you must not go back over an area you have already treated nor should there be any need to. If there is any slight bleeding do not be concerned and reassure the patient that this is completely normal. Apply a small piece of cotton wool with a little bit of pressure and the bleeding will subside. The bleeding may occur on occasion if you nick the vein and split the wall rather than sealing it. Once you are satisfied the patient has been treated add a small amount of Aloe Vera to the treated area and book the patient in for a follow-up assessment in 6-8 weeks time. It is normal for there to be some crusting or a "cat scratch" type mark where the vein was around 24-48hrs after the treatment and this should not be picked off.

### Vascular Blemishes



Set the machine up as per instructions and ensure patient is lying flat on the bed. If possible take control of the area and tighten the skin. Starting at the top of the blemish (being 12 on a clock face) and work around the outer perimeter in a circular motion closing off the flow. The majority of conditions will then require a couple of presses of the pedal to eradicate. If the area is larger than usual it maybe that you repeat the first step closing the outside down until the remaining point is small enough to be cleared with a couple of presses. Once you are satisfied the patient has been treated add a small amount of Aloe Vera to the treated area and book the patient in for a follow-up assessment in 6-8 weeks time.

## Spider Naevi



Also known as a spider angioma, nevus araneus, spider nevus, vascular spider, cherry angioma and spider telangiectasia. These are found slightly below the skin's surface and are fed vertically rather than horizontally as with most thread veins. The central point will usually radiate out with reddish extensions similar to spiders legs, hence the name. Set the machine up as per instructions and ensure patient is lying flat on the bed. If possible take control of the area and tighten the skin. Start with the longest "leg" and work back towards the central point closing the vein. Repeat as necessary across the other legs until the middle part remains. Depending on how deeply fed the middle element is will depend how many times you need to press the pedal until clearance. Once you are satisfied the patient has been treated add a small amount of Aloe Vera to the treated area and book the patient in for a follow-up assessment in 6-8 weeks time. There is a small chance of slight recurrence with some very deeply fed conditions but this can be cleared at a follow up

## Milia



Milia (sometimes called Milk spots) is a sebum-filled cyst that can appear just under the skin. Set the machine up as per instructions and ensure patient is lying flat on the bed. Gently place the needle into the milia, which should require minimal pressure, and press the foot pedal twice. This should clear the milia and it is likely you will see sebum come to the surface. If this gets on the needle simply wipe with cotton wool and continue until you are satisfied with clearance. We would advise taking great care treating around the eyes and if you are unsure as to your abilities not to take the risk in this area

## **Frequently Asked Questions**

### **Why do I need to bend the needle?**

We bend the needle to allow better vision and control the pressure on the needle. It also helps people obtain the best technique. The very tip of the needle should be the only point touching the skin therefore when the needle is bent this much easier to achieve.

### **Can I treat blue veins?**

No, it is not recommended to treat these veins as they are vital to the body's blood supply.

### **Is there any additional aftercare required?**

No aftercare required. Most clinics will use a cooling gel straight after the treatment, but you can go in the sun or use makeup as you wish.

### **How do I order replacement parts and needles?**

Please visit the shop on our website at [www.thermavein.com/shop](http://www.thermavein.com/shop) with your order and we will ensure it is processed and delivered as quickly as possible.

### **Can the treated veins resurface?**

No, once a successful treatment has been completed the treated vein cannot resurface as it will cease to exist. If a patient is prone to the condition then other veins may appear in similar areas but never the same vein.

### **What happens to the veins after treatment?**

The sealed vein wall will be naturally absorbed by the body.

### **Can I treat other areas of the body?**

Once trained you will be able to treat the face, neck and chest. Treating other areas, especially the legs, requires a more in-depth skill set and training, please contact us if you would like to discuss.

### **Why is there occasionally small amounts of bleeding?**

Occasional small amounts of bleeding is totally normal and can be caused by going a little too deep, the patient moving during treatment or pressing the foot peddle after the probe is removed. Apply a small amount of cotton wool with some pressure and it should quickly subside. Treatments burn and thin the skin making it very vulnerable to the sun. Our treatment doesn't burn and is very accurate, most clients feel a little pinching sensation which we are informed is easily bearable.

### **Why do I have to use alcohol free wipes?**

Alcohol in the wipes can cause the skin temperature to increase over what it would normally be and damage the skin.

### **How long does a treatment take?**

A typical treatment should take no more than 15 minutes, immediately after this time the patient will see a significant improvement in their condition if not a total eradication.

### **How many treatments will a typical client require?**

We have found many clients can be treated in just one session, depending on the extent of their condition. It would be unusual for a client to require more than 3 sessions as the treatment is very effective.

### **What qualifications are required to operate?**

Typically no qualifications are necessary but it is always advisable to check with your local regulations as these vary from country to country.

### **How long before client sees results?**

Results are instant, the treatment is very visual and you will notice the veins disappear as they are touched with the pen. This leads to a real "Wow!" response the first time the client looks in a mirror. This is a stark contrast to alternative treatments which can take 6-8 weeks and many sessions.

### **Will the veins come back?**

The treatment will remove visible signs of the condition and in many cases it will not recur. There are a wide range of underlying causes to the condition which may lead to new areas developing. If this happens a top up treatment will clear the condition. If there are concerns of recurrence we generally advise a review of the patient 6-8 weeks after the treatment if possible and a yearly review can stop any new areas developing.

### **Are there any known side effects?**

Unlike with other treatments, such as Laser or IPL, there are no known side effects. The patient suffers no bruising, scarring or similar and there is no downtime - many people go back to work immediately after treatment. In addition there is no requirement to avoid sunlight, as with other treatments, although we do recommend sun protector as general skin care advice. Other treatments require patients to avoid the sun as the treatments burn and thin the skin making it very vulnerable to the sun. Our treatment doesn't burn and is very accurate, most clients feel a little pinching sensation which we are informed is easily bearable.

### **How long is the recovery period?**

We appreciate that other treatments require up to 6 - 8 weeks recovery, during which time your actions can be severely restricted. As ThermoVein® uses a very different technique there is no downtime at all, patients walk out of the treatment and back into their lives unaffected.

### **Who can I not treat?**

We would strongly advise against treating anybody who is aware they are pregnant. We also advise against treating patients who have grand-mal (epilepsy). Patients with 'pacemakers' or are having chemotherapy should also be avoided. In addition anyone who has recently applied false tan. This point doesn't apply to sunbeds or people who have been in the sun.

### **Is it painful for the client?**

We are unable to classify our treatment as pain-free as different individuals have varying tolerance levels. We are regularly told from patients that they hardly feel a thing to the extent that many are unsure when the treatment has started. It has been likened to a pinching sensation or having a hair plucked. This compares favourably to other treatment methods which can be very painful and also damaging to the patient. Any sensation felt by the client during treatment will subside as soon as treatment stops. We are well aware that many alternative treatments can leave patients in substantial discomfort for prolonged periods of time.

### **What can I charge per treatment?**

We would recommend charging £200 - £400 per treatment, depending on the area and time required. An average treatment takes around 15 minutes, you will note the treatment generates very high returns per hour compared to other treatments you may currently offer.

### **Do you offer back up and customer support?**

We are aware of the reputation within the industry for selling product and then leaving the client without support. At ThermaVein® we have a very different view. Our view is backed by the fact that the machine is both robust and simple to use therefore there shouldn't be a great requirement for support. However, should support be required we have a dedicated and experienced team ready to assist.

### **What consumables are required?**

Each treatment requires a single use needle which is 0.3mm, similar to a human hair. The cost per needle is pennies and there are no expensive parts requiring service, refurbishment or recalibration.

### **Is the machine portable?**

Yes, the machine is both robust and light weight making this ideal for clinic sharing and storing when not in use. The machine can sit on an average size beauty table and will easily fit in almost any car, including sports cars.

### **How long does the machine take to set up?**

We have designed the product to be very simple to set up and operate, only 3 colour coded wires to connect, we expect set-up to take well under 5 minutes. The settings are pre-programmed and just two buttons to get started.

### **What areas can be treated?**

Face, neck, chest and hands. We would strongly advise against treating any other areas of the body as there are a range of similar looking medical conditions that may appear the same but are not treatable and attempted treatment may cause the patient issues.

### **Can I treat all skin complexions?**

Yes, the unit is safe to use on all skin types, but if you have any concerns a discreet patch test should be carried out first.

### **Do I need to wear protective eye wear?**

No, this product is totally safe and does not require the user to wear goggles to protect the eyes. We find it unusual that some alternative treatments require the use of goggles, we understand this restricts the vision and cannot understand how the user can see what are often very tiny veins.

### **Do I need to have gel to stop the skin burning?**

This is a precision treatment and we only target the vein and not the surrounding area which means there is no burning of the skin as with other treatments.

### **What is the headlight for and do I need one?**

The headlight is a very clever piece of technology which allows the user to see through the first layer of skin. By looking beneath the skin you are able to see what is going on, this then allows you to accurately treat all the associated veins, some of which may not be visible to the naked eye. We recommend that all users acquire a headlight but it is not compulsory. We find that once users have experienced the benefits of the lights they will buy.

### **Is this product regulated by the Care Quality Commission?**

No, due to the safe and simple nature of the product it does not require you to be CQC registered as with many other machines in the market.

### **How long is the Warranty?**

All our machines come with a two year warranty as standard, we are able to offer an extended warranty should you require it. Please enquire with your point of contact. We cannot offer extended warranties where the original warranty has expired.