

QUASAR BIO-TECH SALES TRAINING MANUAL



LIGHT THERAPY

CLASS II MEDICAL DEVICES FOR THE TREATMENT OF
WRINKLES AND ACNE

TRAINING

MANUAL

by
Quasar Bio-Tech



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CONTENTS

TRAINING MANUAL

INTRODUCTION PAGE 1

CHAPTER 1 - FACTS PAGES 2-3

CHAPTER 2 - COSMETIC LIGHT THERAPY PAGES 4-6

CHAPTER 3 - SKIN CARE TOOLS PAGES 7-14

CHAPTER 4 - SERUMS PAGES 15

CHAPTER 5 - SAFETY PAGES 16-17

CHAPTER 6 - BEFORE AND AFTERS..... PAGE 18-19

CHAPTER 7 - HISTORY PAGE 20-21

CHAPTER 8 - FAQs PAGE 22

INTRODUCTION

Quasar Bio-Tech has manufactured home use light therapy devices since 2005. We base our home use skin care tools on our very successful professional tools. Our products are unique in both power and effectiveness. With every Quasar, the buyer gets a professional level tool specifically designed for home use.

We created this guide to help you understand the therapeutic use of light, which has been used medically for more than 100 years. The cosmetic use of light goes back to the 1990s with high-powered medical lasers used in doctors' offices.

Quasar manufactures two types of devices. Red/infrared light Quasar Plus models for wrinkles and improving the appearance of skin and Blue light Quasars for treating acne. All Quasars are safe. They use only natural light but of a very high spectral purity. There is no UV A or B light in our devices.

Another important feature of our Quasars is their outstanding durability. We build them out of medical grade aluminum and use high intensity LEDs. Because of the quality built in to every Quasar, we can offer a full replacement, five-year warranty.

Should you have any questions or concerns about the Quasars or how to use them, please call us using our toll free number: (800) 944-1523.

Peter Nesbitt
President, Quasar Bio-Tech Inc.

CHAPTER 1

FACTS

WHAT MAKES QUASAR PREMIUM

- Four times more powerful than other light therapy products
- Same power as our professional medical devices
- Four wavelengths of red, amber, and infrared light, just like our professional medical devices
- Quasars are made of durable, solid aluminum, just like our professional medical devices
- All Quasars have a 5 year warranty fix or replace warranty
- Telephone support with Quasar skin care specialists is available 9 to 5, Monday through Friday. We provide a toll free number for questions

COMPETITIVE COMPARISON

Summary	Quasar	NuFace	Tanda
Wavelengths	4	2	1
Manufacturing	Aluminum	Plastic	Plastic
Power	4x	1x	1x
Made in USA	✓	✓	x
Warranty	5 years	1 year	1 year

HOW DO THE PLUS DEVICES DIFFER FROM THE ORIGINAL?

We introduced the original Baby Quasar in 2005. Since that time, customers have regularly voted it the most popular and effective skin care tool available for home use. Positive comments about the Quasars and Quasar Bio-Tech have lead all others by a margin of three to one.

The Baby Quasar was the first home use light therapy device and continued as the most powerful until replaced by the Baby Quasar Plus in 2012. Both the Baby Quasar Plus and the Quasar MD Plus increased the power output by 25%. This increased power means quicker results and better overall performance.

The original Quasars were more than twice as powerful as any other light therapy device available for home users. The new Quasar Plus models simply increase the benefits of using Quasar light therapy medical devices.

The new Quasar Plus models are cleared by the FDA to treat wrinkles.



PLUS

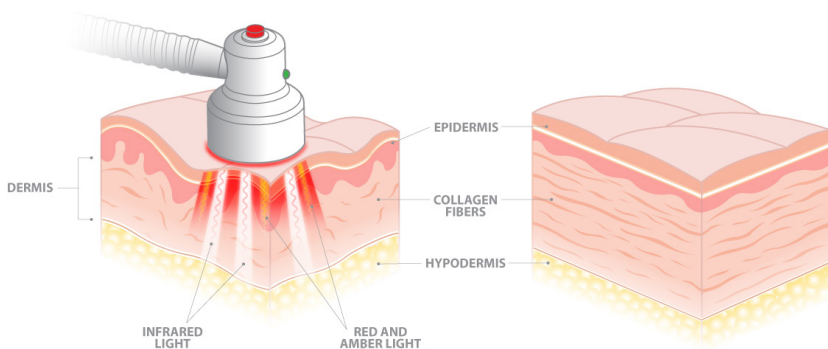
CHAPTER 2

MEDICAL LIGHT THERAPY

ANTI-AGING - RED/INFRARED LIGHT

The Quasar MD Plus and Baby Quasar Plus use specific light wavelengths to treat skin conditions and wrinkles due to aging. Used to treat fine lines and wrinkles, the Quasars stimulates the mitochondria, increasing cellular metabolism which helps to produce new collagen.

Collagen is the most common protein found in the body. It is the essential protein used to repair and replace damaged tissue. It is the substance that holds cells together with a high degree of elasticity. Tissue without collagen is stringy and lacks substance. As we age, our bodies produce less collagen. For this reason, as people age, their tissues, muscles, and skin tend to lack firmness and look less full. By increasing collagen, Quasar improves the skin, making it look younger, smoother, more firm, supple, and healthier.



One may use our devices with skin care lotions and serums as long as the products are safe and non-allergenic for the individual. The user should always use the Quasar on clean skin.

Customers also use the Quasar MD Plus and Baby Quasar Plus after other treatment modalities such as chemical peels or microderm abrasion to help calm and heal the skin. It is anti-inflammatory and will reduce redness.

ACNE - BLUE LIGHT LIGHT

The Quasar Blue light devices provide a superior treatment for acne. The purple blue light used in the Quasar Blues is safe and effective. It contains no UV A or B.

Studies show that blue light in the wavelengths used by the Quasar Blues (415-420 nanometers) is both safe and effective in killing acne causing bacteria. This bacterium is the most common cause of acne vulgaris or common acne.

The acne flourishes when hormonal changes tell the skin to release more sebum from the sebaceous glands in the hair follicles on the face and skin. This hormonal change typically occurs at puberty in boys and girls but also persists into adulthood with many men and women. Women are also susceptible to these hormonal changes on their mensuration cycle. The release of additional sebum, which keeps the skin supple, also provides more sustenance for the acne bacteria, which feed on it. When bacteria get into the pores, the additional numbers lead the body to respond by attacking the bacteria. The walls of the pore can become damaged and pustules form. This action and reaction in the pores can result in black heads,

white heads, pustules, and bumps beneath the skin.

The best way to stop this biological assault on the skin is by reducing the bacteria, which lessens the chance of developing acne.

Some users of the Quasar Blues will report a temporary increase in visible acne. This occurs as the light kills bacteria and the body forces the dead bacteria and other materials out of the skin. This is completely natural and can be expected in some cases where these biological materials are already in the pores.

Quasar Blue light is ideal for males and females with mild to moderate acne and will kill acne-causing bacteria anywhere on the body.

CHAPTER 3

SKIN CARE TOOLS

GENERAL TREATMENT GUIDELINES

The Quasars work by putting a measured amount of red and infrared light into the skin and supporting tissues. The light will actually penetrate the skin. The light increases circulation and stimulates cellular activity, which, in turn, increases production of collagen. Collagen is one of the building blocks of healthy muscle and skin. In performing the treatment, apply the light of the Quasar directly to the skin. Try not to let light escape. If the light is not going into the skin, it is not helping. Keep the Quasar pressed gently to the skin and move it slowly over an area about the size of the palm of your hand. Keep it moving for the full three minutes.

The Quasars are designed to operate for 3 minutes and then turn off automatically. This is a safety feature that will protect you and your Quasar.

You should treat areas of concern, usually lines and wrinkles, applying three minutes of light in each area. When the Quasar turns off, press the button to turn it on and treat the next area.

If you have treated your full face (12 minutes with the Quasar MD Plus or 18 minutes with the Baby Quasar Plus), you should turn your Quasar off and let it rest and cool down for 15 minutes before treating again. This will protect your Quasar and extend its life.

You may wish to apply additional light to areas of concern such as periorbital wrinkles.

If you have dark sunspots, you should apply a sun block to the spot before doing the treatment. This will help prevent a temporary darkening of the spot, which can occur with some users.





Quasar MD

PLUS

The Quasar MD Plus is the most powerful home use light therapy skin care tool available. It is 4 times more powerful than any competitive product. It is also 50% stronger than the Baby Quasar Plus.

The Quasar MD Plus brings the next generation of innovation in skin care tools. The Quasar MD Plus is the perfect device to keep away unwanted wrinkles. Its larger treatment head means that the user can treat less frequently and a treatment can take less time. When compared with the Baby Quasar Plus, the Quasar MD takes 1/3 less time to treat the full face.

Quasar MD Plus reduces wrinkles and promotes new collagen production.

Every Quasar MD Plus includes and Anti-Aging

QUASAR MD PLUS TREATMENT PROTOCOL

1. First cleanse the skin in the area you wish to treat.
2. Plug 12v power supply connector into the opening at the base of the handle. Then plug the power transformer into a wall socket.
3. Push the Red button firmly to turn the Quasar MD on.
4. Treat only the skin on the face. DO NOT treat the eyelids or use the light over the eyes.
5. Treat each area of concern for 3 minutes. Place the light gently against the skin and move slowly in the area for 3 minutes. (The Quasar will sound a tone at 3 minutes and it will shut off. This is a safety feature.)
6. Treat 5 days per week for the first 8 weeks for the fastest results.
7. After the first 8 weeks of treatment, treat as needed to maintain the benefits. We suggest once or twice per week.

Treatment Notes:

NOTE: Your Quasar comes with an optional clear protective lens. YOU MAY leave the Protective lens on your Quasar during treatments to keep your Quasar clean OR YOU MAY use the Quasar without the protective lens.

NOTE: Check that the Quasar is operating correctly by looking at the LEDs from an angle, so that it is not too bright for your eyes. All the LEDs should be lit except 6 infrared LEDs which are not visible to the human eye.

NOTE: Your Quasar will heat up with use. It is a powerful medical device and this is normal. After 18 minutes of use, you should turn the device off and allow for a 15 minute cool down. This will protect the life of the Quasar.

NOTE: If there was a topical product on your skin before treatment, and you notice redness or a rash following treatment, immediately wash your face to remove the product. You may then wish to apply the Quasar light since it has a calming effect.

NOTE: If you are not using a topical product and you notice redness or a rash, you may be sensitive to the red and infrared light. This will usually go away within two hours. If it has not gone away, you may want to call Quasar Bio-Tech (800) 944-1523, to discuss the reaction with one of our skin care specialists.



Quasar MD

BLUE

The newly released Quasar MD Blue is 50% stronger than the Baby Blue. The Quasar MD Blue features our highest spectral purity purple blue light (415-420 nanometers).

The Quasar MD BLUE is safe, effective, painless, and noninvasive. Using our Quasar MD BLUE, you can eliminate harsh drying chemicals and expensive medications.

The blue light kills acne-causing bacteria anywhere on the body.

QUASAR MD BLUE TREATMENT PROTOCOL

1. Cleanse and dry your skin before treatment.
2. Press the ON/OFF button to turn the Quasar MD Plus on.
3. When treating your entire face, divide your face into four sections.
4. Keep the Quasar MD BLUE in contact with your skin and gently glide it over each section in small, circular motions, for a total of four (4) minutes.
5. Repeat in all sections for a total of **sixteen minutes (16) minutes**.
6. Treat using the Quasar MD BLUE one to three (1-3) days per week or as needed for optimal results.
7. When done, turn off the device, and refer to the Care Instructions.

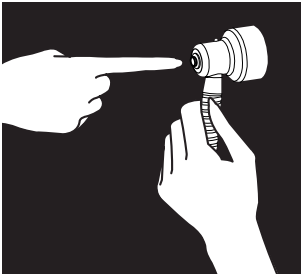
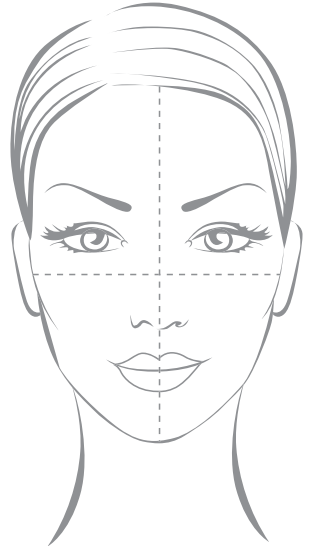


Diagram 1 (on/off)





Baby Quasar

PLUS

Sized and designed for the woman's face, the Baby Quasar Plus will provide most women with the perfect skin care tool to maintain a more youthful and healthy appearance. The new Plus model is 25% stronger than the original Baby Quasar. It is the most advanced and powerful "anti-wrinkle" beauty tool available for home use. The Baby Quasar Plus is cute, small, and portable. However, don't let its size fool you! The Baby Quasar Plus is a petite powerhouse and 4 times stronger than the closest competitive devices.

The Baby Quasar Plus reduces wrinkles and promotes new collagen production.



QUASAR MD PLUS TREATMENT PROTOCOL

1. First cleanse the skin in the area you wish to treat.
2. Plug 12v power supply connector into the opening at the base of the handle. Then plug the power transformer into a wall socket.
3. Push the Red button firmly to turn the Baby Quasar on.
4. Treat only the skin on the face. DO NOT treat the eyelids or use the light over the eyes.
5. Treat each area of concern for 3 minutes. Place the light gently against the skin and move slowly in the area for 3 minutes. (The Quasar will sound a tone at 3 minutes and it will shut off. This is a safety feature.)
6. Treat 5 days per week for the first 8 weeks for the fastest results.
7. After the first 8 weeks of treatment, treat as needed to maintain the benefits. We suggest once or twice per week.

Treatment Notes:

NOTE: Your Quasar comes with an optional clear protective lens. YOU MAY leave the Protective lens on your Quasar during treatments to keep your Quasar clean OR YOU MAY use the Quasar without the protective lens.

NOTE: Check that the Quasar is operating correctly by looking at the LEDs from an angle, so that it is not too bright for your eyes. All the LEDs should be lit except 6 infrared LEDs which are not visible to the human eye.

NOTE: Your Quasar will heat up with use. It is a powerful medical device and this is normal. After 18 minutes of use, you should turn the device off and allow for a 15 minute cool down. This will protect the life of the Quasar.

NOTE: If there was a topical product on your skin before treatment, and you notice redness or a rash following treatment, immediately wash your face to remove the product. You may then wish to apply the Quasar light since it has a calming effect.

NOTE: If you are not using a topical product and you notice redness or a rash, you may be sensitive to the red and infrared light. This will usually go away within two hours. If it has not gone away, you may want to call Quasar Bio-Tech (800) 944-1523, to discuss the reaction with one of our skin care specialists.



Baby Blue

The Quasar Baby Blue uses 100% blue light of high spectral purity, for the treatment of mild to moderate acne. The Baby Blue is safe, effective and noninvasive. The light from the Quasar Baby Blue penetrates your skin and reaches into pores to kill the acne causing bacteria.

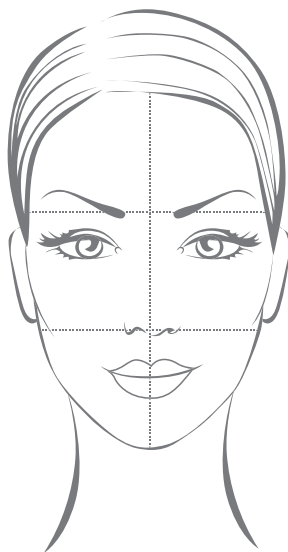


BABY BLUE TREATMENT PROTOCOL

1. Cleanse and dry your skin before treatment.
2. Press the ON/OFF button firmly to turn the Baby Blue on.
3. When treating your entire face, divide your face into six sections. Refer to the diagram below.
4. Keep the Baby Blue in contact with your skin and gently glide it over each section in small, circular motions, for a total of four (4) minutes.
5. Repeat in all sections for a total of **twenty-four (24) minutes**.
6. Treat using the Baby Blue three to five (3-5) days per week or as needed for optimal results.
7. When done, turn off the device, and refer to the Care Instructions.



Diagram 1 (on/off)



CHAPTER 4

SERUMS

QUASAR ANTI-AGING SERUM

This concentrated serum of 10% Hyaluronic Acid, Copper Peptides and 5% Argireline helps to repair damage skin by moisturizes skin, increasing it's collagen and elastin production, and reducing the appearance of fine lines and wrinkles. Quasar Anti-Aging Serum combines all natural remedies with today's cutting edge skin care technologies.

HYALURONIC ACID

Hayaluronic acid is believed to accelerate wound healing process by transporting growth factors such as vironectin and enhancing cell migration. Hylaluronic acid provides moisture for the skin thus enhancing all skin types to look more youthful.

ARGIRELINE

Argireline is a cosmeceutical that inhibits the formation of wrinkles.

COPPER PEPTIDES

Copper Peptides are a series of amino acids that improves skin appearance, thickness, and reduces fine lines and wrinkles.



CHAPTER 5

SAFETY

LED light therapy is considered a safe treatment without harmful side effects. Quasar's Photo Rejuvenation devices contain no UVA or UVB.

SIDE EFFECTS

At this time, there are no known side effects by using our Photo Rejuvenation devices.

MACHINE SAFETY

Examine the electrical cord for any exposed wiring prior to each treatment. Call Quasar Bio-Tech or visit us online for a replacement power supply.

Keep the unit away from small children.

CONTRA INDICATORS

Contra Indicators are conditions in which medical supervision is needed before administering treatment. Light Therapy is a very new technology and the interactions between the lights and certain drugs and maladies have not been fully studied. Under these conditions, a medical Doctor's permission and supervision is needed before giving treatments to clients.

Contra Indicators are:

1. Skin sensitivity to light
2. Pregnancy

DO NOT look directly at the light. The bright light may cause pain or a headache. When doing the treatment, you may use goggles to reduce the chance of getting a headache. If this occurs, stop using the light and contact Quasar Bio-Tech.

DO NOT USE your Quasar if your skin is sensitive to light. This may be determined by your medical doctor.

DO NOT USE your Quasar if you are pregnant or suspect that you may be pregnant without consulting a doctor first. Quasars have not been tested for use during pregnancy.

CHAPTER 6

BEFORE AND AFTERS

BABY QUASAR & QUASAR MD PLUS



BABY BLUE & QUASAR MD BLUE



CHAPTER 7

HISTORY

Light Therapy has been in use for over 100 years. In 1903, Niels Finson was awarded the Nobel Prize for his work on UV rays on various skin conditions. Finson showed a success rate of 98% in thousands of cases of lupus, an autoimmune disease of the skin and connective tissue. Before the invention of antibiotics in the 1930s and 1940s, blood irradiation combined with light, was used by American Doctors Emmett Knott and George Miley to treat a multitude of maladies with great success. In 445 cases of acute infections, early diagnoses showed a 100% recovery rate. Moderately advanced cases showed a 98% recovery rate and even in apparently moribund cases showed a 45% recovery rate.

With the invention of antibiotics and the hope that all diseases could be cured with modern chemistry, American interest in light therapy subsided. Interest was renewed in eastern countries in the 1960s through 1990s. In 1967, Hungarian scientist Endre Mester began work with lasers to see if they would cause cancer. He found they did not cause cancer. They actually aided in the healing of wounds. From the 1980s to present, Russian scientists have continued the work of Knott and Miley and have made progress towards the explanation of the root chemical causation of helpful benefits of light therapy. The scientists have actually introduced light therapy as a normal part of Russian medical practice.

In the 1990s, NASA began researching light therapy as a part of their long-term space flight crew health maintenance. Their findings supported Russian research on the light therapy and renewed interest in light therapy in the United States. Because of technical complications in using lasers and also due to inherent dangers, research moved to the use of low-level light therapy using single wavelength light emitting diodes in place of lasers. Sometimes called “cold lasers”, the advent of these devices allowed light therapy to move away from medical offices to Estheticians, Day Spas, and now into the hands of consumers.

Today, light therapy has been shown in independent research worldwide to deliver powerful therapeutic benefits to living tissues and organisms. Clinically, there have been no recorded negative side effects in over 1,700 publications.

Both visible red and infrared light have been shown to promote at least 24 different positive changes at the cellular level. Light radiation must be absorbed to produce a biological response. All biological systems have a unique absorption spectrum, which determines which wavelengths of radiation will be absorbed to produce a given therapeutic effect. The visible red and infrared portions of the spectrum have been shown to be highly absorbent and produce unique therapeutic effects in living tissues.

CHAPTER 8

FAQS

Q: How many times per week can I use my Quasar MD Plus?

A: We suggest five days per week for the first 8 weeks to get the quickest results.

Q: How many times per week can I use my Baby Quasar Plus?

A: We suggest five days per week for the first 8 weeks to get the quickest results.

Q: How often should I treat after 8 weeks?

A: We suggest once or twice per week or as needed.

Q: Are Quasar treatments safe?

A: All Quasar devices have been FDA cleared for safety. There are no reports of serious side effects from using red, infrared, or blue light on the skin.

Q: What does four wavelengths mean?

A: Four wavelengths mean that the Quasar has four different wavelengths of light. The different wavelengths penetrate the skin to different depths thus enhancing the treatment. As a result, your skin will benefit from increased cellular activity and collagen production from the inside out.

Q: How quickly will I see results?

A: For most users, the skin looks and feels different after the first treatment. Your skin will appear smoother and more hydrated with a natural radiant glow. Individual results may vary based on the severity of the condition and each individual's skin. Building collagen in the skin takes time and the user can expect to see the most benefit after 8 weeks of treatment.

Q: How long to the benefits last?

A: For most users, the benefits will last weeks. A maintenance program of weekly treatments will help to maintain the beauty of the skin.

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