

# Zerona FAQ

## 1. How does it work?

A. Through clinical studies it has been demonstrated that the Zerona low-level laser stimulates the fat cell to emulsify (liquefy) the fat within the cell. Then the liquefied fat moves from inside the cell through a temporary pore formed in the cell membrane to outside the cell where it is in the interstitial space until absorbed by the lymphatic system. This results in millions of fat cells becoming smaller so inches are reduced off the waist, hips and thighs. The fat cells are not injured in any way by this process.

## 2. What can I expect at my appointments?

A. You can expect 40 minutes to relax, read or do absolutely nothing. The Zerona treatment is completely painless. There is no heat or any sensation whatsoever while being treated. Each treatment you will be met by your physician or technician who will position the laser at the desired areas of the body, he/she will step out for 20 minutes while the front of your body is treated and then will return to reset for the backside of your body for an additional 20 minutes. After you are done you can get back to your normal activities immediately with absolutely no downtime, nor pain, swelling or any discomfort. This is a symptom-free process except for losing unwanted inches.

## 3. What happens if I miss an appointment?

A. It is not recommended that you miss an appointment. Prior to starting the Zerona treatment, it is important that you are committed to the recommended lifestyle protocol which includes 6 treatments, every other day for 40 minutes and not to exceed 72 hours between treatments. If more than 72 hours passes between appointments, some of the fat may be reabsorbed by the fat cells.

## 4. How is it different than liposuction?

A. Liposuction is an invasive procedure that removes the entire area of fat cells from deposits beneath the skin using a hollow stainless steel tube (called a cannula) with the assistance of a powerful vacuum. Liposuction can be accomplished either with the use of general anesthesia, or with IV sedation, or totally by local anesthesia. In contrast, the Zerona treatment is a 100% non-invasive that uses a low level laser applied externally to stimulate the fat cell and emulsify and release fat. There is no use of anesthesia, nor any pain, gels, creams, numbing agents, needles and no downtime.

## 5. Is there any downtime?

A. Absolutely ZERO downtime. During the treatment you will feel no discomfort, no anesthesia will be used and you can assume normal activities immediately following each treatment.

6. Are there any limitations to what I can do if I'm using Zerona?

A. No. During the 2 week treatment period you can continue your normal activities. It is strongly recommended that you commit to and follow the treatment protocol: stay hydrated (8-10 glasses of water a day), continue to eat healthy and exercise (walk at least 30 minutes a day), and abstain from alcohol and caffeine. Alcohol and caffeine interfere with the lymphatic process to metabolize fat which can decrease your results.

7. What areas of the body can I use Zerona on?

A. The Zerona treatment can be used effectively on essentially every part of the body where localized fat deposits exist that are resistant to diet and exercise. Most patients start with treating the waist, hips and thighs which can all be targeted in 1 treatment. Other areas include upper arms, bra-line fat, inner knees, back fat and buttocks.

8. Is it covered by insurance?

A. No, Zerona treatments are considered elective and are not covered by insurance.

9. Is it safe?

A. Yes, there is no risk involved in using the Zerona low-level laser therapy and it is considered a safe alternative to invasive procedures such as tumescent liposuction and lipodissolve and other non-invasive devices like the Accent, VelaShape, and Thermage, which rely on heating the tissue and can cause discomfort. None of these have the proven data showing how fat cell size is reduced like the Zerona. The Zerona treatment is 100% non-invasive and causes no bruising, scarring and zero downtime. During the treatment you will feel no discomfort, no anesthesia will be used and you can assume normal activities immediately following each treatment.

10. Is it safe if I have a medical condition such as diabetes?

A. Yes, with two exceptions. If you are pregnant or think you may be pregnant, Zerona should not be used. Additionally, if you have a pacemaker, this treatment may not be for you. There are no known detrimental risks but potential unknown risks may exist. Zerona may not be as effective on patients with diabetes or thyroid disorders where the metabolic system is potentially impaired. Please consult with your doctor to discuss whether you are a good candidate for Zerona

treatments based on your medical history.

11. Are there any side affects?

A. No. The treatment process is completely non-invasive and there are absolutely no side effects beyond loss of inches and fat.

12. How long has the Zerona laser been used?

A. The Zerona has been used in studies since 2008 and has been used by physicians in practice since early 2009. The same Erchonia Low Level Laser technology has been used to safely assist with tumescent liposuction since 2001 and was established as a proven method to release fat cells immediately prior to liposuction surgery. Low Level Lasers have been in use for over 40 years for treatment of many different conditions such as chronic pain, wound healing, and many other orthopedic conditions.

13. Is it effective?

A. Yes, with the Zerona treatment and by following the recommended guidelines for success, you can expect to experience a combined loss of 3 – 9 inches from your waist, hips and thighs and a reduction in clothes size. Additionally, early patients have noticed an improvement in the appearance of cellulite.

14. How long do results last?

A. By maintaining a healthy diet and exercise you can expect long-term results. Zerona is especially ideal for 2 types of people: those that are already following a healthy diet and lifestyle and want to remove localized pockets of fat OR those who want to use the Zerona and the recommended lifestyle protocol to “jump start” their slimming efforts as motivation for maintaining a healthier and slimmer lifestyle.

15. Can I do the procedure multiple times? And how soon after my last treatment can I do a second treatment?

A. Yes, with additional treatments you can expect to see improved results. You can start an additional series of Zerona treatments immediately following your last treatment.

16. How soon after pregnancy can I do it?

A. It is recommended that you wait until after your last postpartum visit with your doctor (usually 6 weeks after birth) to begin your Zerona treatment. It is not recommended if you are breast feeding.

17. How long does it take to begin seeing results?

A. Some can see results after only a few treatment sessions as their clothes fit more loosely. Many actually see the difference after 4-6 sessions. Family and friends often notice the difference, too, within the 2 week Zerona program.

18. Is everyone a good candidate for the Zerona treatment?

A. Most are good candidates. Even people who are not overweight can lose inches. Be sure to discuss your health background with your physician and ask any questions about your particular areas of concern.