



Lightforce<sup>®</sup>  
*therapy lasers*



# WHY LIGHTFORCE®?

LightForce® Therapy Lasers is the leader in therapeutic laser science and technology. Our commitment to research and evidence-based treatment solutions defines the direction for our innovations and treatment solutions.

With an estimated 1 million+ treatments per month worldwide, LightForce® patients attest to the immediate pain relief and drive demand for the most effective therapy lasers on the market. LightForce® Therapy Lasers can be found in over 250 professional and college athletic training rooms and are the preferred modality when treating the world class athlete. Grounded in scientific evidence, LightForce® is the true market leader in laser therapy.



# ***OUR PROMISE***

We commit to deliver on our four LightForce® promises through our products, customer interactions, and business practices.

## ***INNOVATION***

We move the industry forward in science, technology and research.

## ***OUTCOMES***

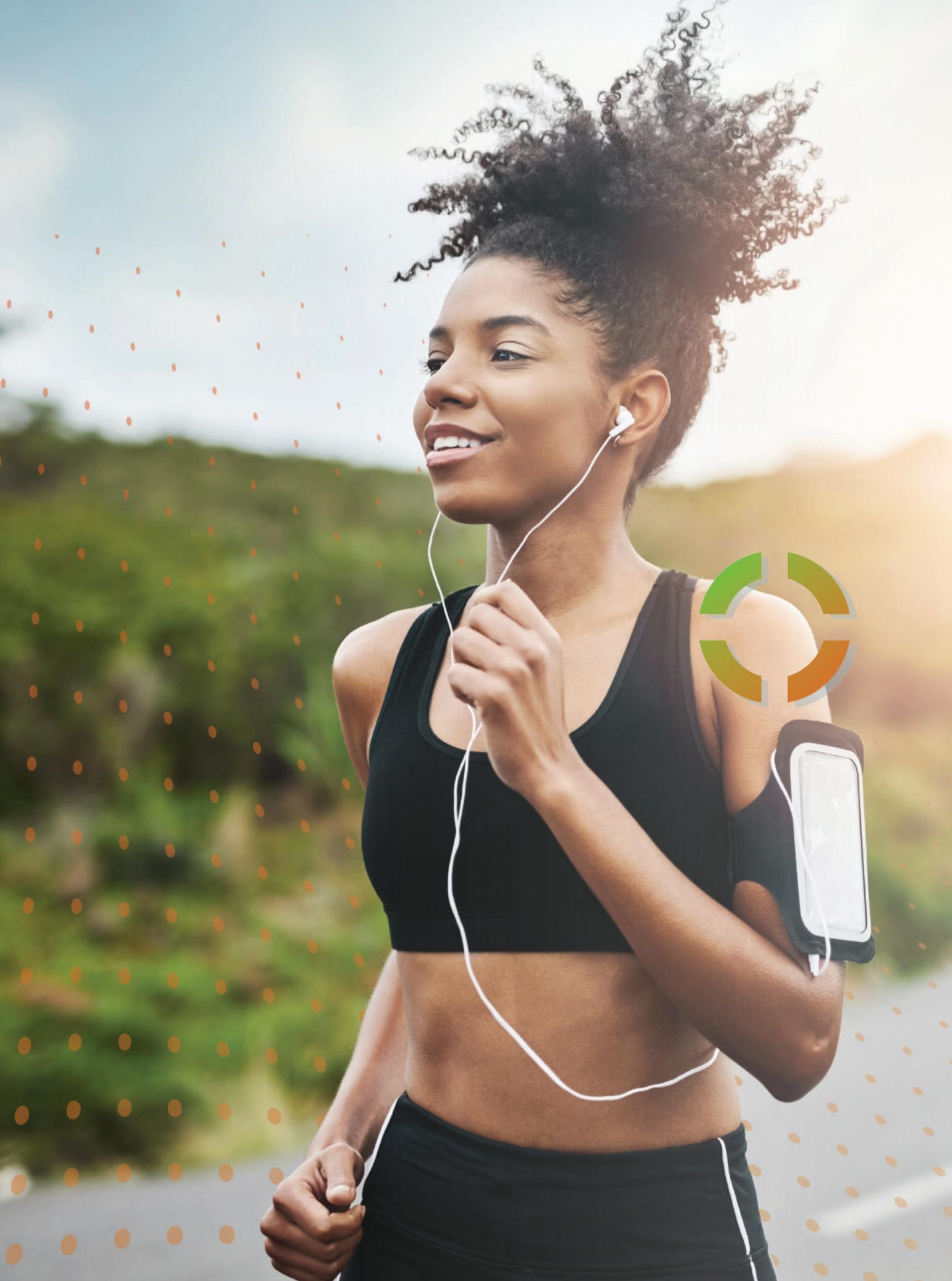
We provide evidence-based, scientifically proven treatment solutions that produce results.

## ***RELIABILITY***

LightForce® offers a history of long-standing, high quality performing platforms. Your investment is protected through unparalleled service and support, loyalty programs, and continuing education.

## ***SUCCESS***

LightForce®'s implementation program includes customer training, clearly defined profit plans, and marketing support.



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***INNOVATION***

We move the industry forward in

***SCIENCE***

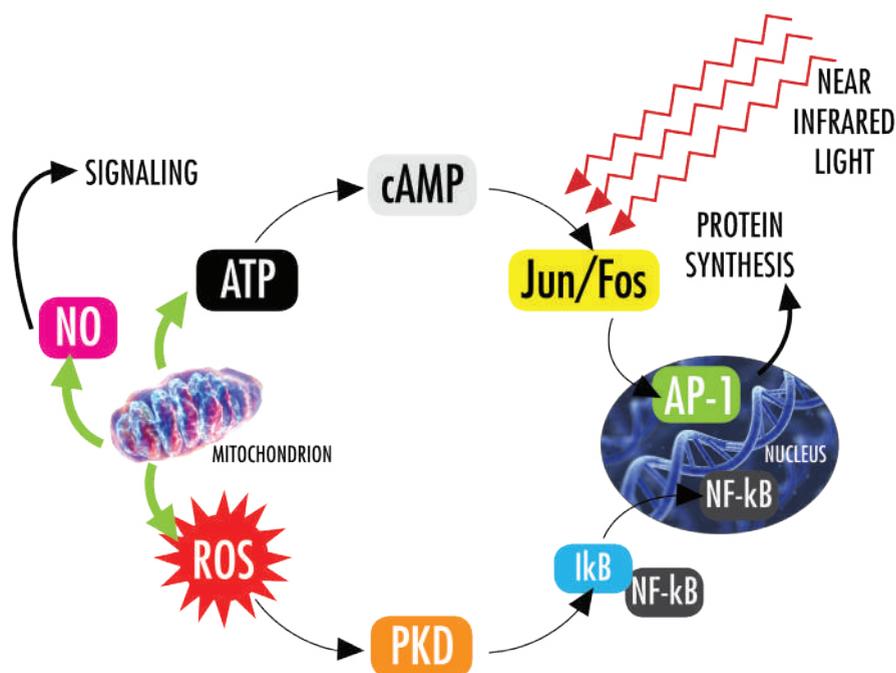
***TECHNOLOGY***

***RESEARCH***

# SCIENCE

Laser therapy is a medical treatment that uses focused light to stimulate a process called **photobiomodulation** (PBM). During PBM, photons enter the tissue and interact with the Cytochrome C complex within mitochondria. This interaction triggers a biological cascade of events that leads to an increase in cellular metabolism, which can decrease pain, inflammation, and accelerate the healing process.

## PHOTOBIMODULATION PROCESS



### Stimulate Cytochrome C

The primary target for the photobiomodulation process is the **Cytochrome C** complex, which is found in the inner membrane of the cell mitochondria. Cytochrome C is a vital component of the electron transport chain that drives cellular metabolism.

### Increase Production of ATP (Energy)

As light is absorbed by Cytochrome C oxidase (COX), it stimulates the electron transport chain to increase the production of ATP within the mitochondria.

When tissue is damaged, the production of ATP in the cell is impaired which slows down the metabolism of the cell as a protective mechanism. PBM helps restore the oxidative process which helps restore normal cellular function.

### Increase NO and ROS Activity

In addition to ATP, laser stimulation also produces free nitric oxide (NO) and modulates ROS. Nitric oxide is a powerful vasodilator and an important cellular signaling molecule involved in many physiological processes. Reactive oxygen species have been shown to affect many important physiological signaling pathways including the inflammatory response. Together, increased NO and improved ROS levels provide an environment for faster signaling, resulting in decreased inflammation.

### Restore Cellular Energy Balance

PBM helps restore normal cellular function which helps prevent apoptosis (cell death). This helps reduce inflammation, edema, and hastens the tissue repair process.

## ***REACHING TARGET TISSUE***

For PBM to occur, light needs to reach the mitochondria of the damaged target tissue. When laser therapy is applied to the surface of the skin the best results are achieved when a sufficient amount of light (number of photons) reaches the target tissue. There are a number of factors that can help maximize the light that reaches the target tissue, including:

-  Light Wavelength
-  Minimizing Unwanted Absorption
-  Power
-  Reducing Reflections



## Power and Reducing Reflection

Laser light energy is measured by the laser power.

Power influences PBM in a number of ways. When energy is imparted to the body, it is measured in joules. Joules is the product of power (Watts) x time (seconds). By definition, higher power allows joules to be delivered to tissue in less time. This allows larger areas and deeper tissues to be treated more quickly. Recent research has also shown that higher power density, referred to as irradiance, can have profound effects on reducing pain complaints in minutes. All of these factors are clinically desirable.

Early therapeutic lasers had very low powers (less than 0.5 W) and very small beam areas (or spot sizes); consequently, early studies were often disappointing because the low powers were not able to provide a sufficient number of photons to significantly impact injured cells.

The FDA classifies lasers according to their output power and risk to the eye. These classes include IIa (bar code scanner), IIIa (laser pointer), IIIb (industrial and therapy lasers <499 mW), and Class IV (all lasers that have >500 mW). In December 2003, the FDA approved the first class IV laser for the relief of minor muscle and joint pain. In October 2006, LiteCure, LightForce®'s parent company, was formed and FDA approval for the LCT-1000, a class IV medical therapy laser, was granted in February 2007. LightForce® has been providing Class IV lasers for the US market ever since.



**LightForce® lasers not only have the ability to deliver higher power for various conditions, but they also incorporate delivery systems that can efficiently treat tissue in a way that is comfortable to the patient.**

Simply stated, injured tissue requires threshold levels of light (photons) to be delivered in order to have a therapeutic effect. Hundreds of scientific studies have been done *in vitro* and have characterized the dosages needed to achieve a cellular response with light. The required levels of energy needed to impact tissue during *in vitro* studies is significantly higher due to the loss of energy that takes place as light travels through tissue. Examples of these losses include the impact of melanin in the skin, extra cellular water, and other molecules in the plasma that might absorb photonic energy. LightForce® has participated in multiple double blinded studies in order to help quantify these differences and deliver protocols and treatment advice that are safe and effective.

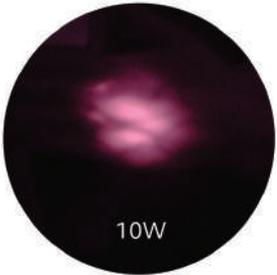




1W



5W



10W

The figure illustrates, with infrared images, the amount of light seen on the back of the hand when laser light is applied to the palm at 1 watt, 5 watts, and 10 watts of power.

**The greater the power, the larger the number of photons that can be delivered to deeper tissues per second.** With the higher powered lasers, it is possible to not only apply the benefits of PBM superficially, but it is also possible to treat a greatly expanded range of conditions by delivering a clinically effective quantity of photons to cells deep within the tissue.



# TECHNOLOGY

LightForce® seeks to push the envelope through our development of laser technology. Our in-house team of innovators rigorously researches and tests to innovate technology that impacts the world of photobiomodulation.

## EXCLUSIVE MASSAGE BALL TECHNOLOGY

The exclusive LightForce® patented massage ball allows the clinician to treat patients with an on-contact delivery head. Clinical results are maximized through:

### Compression

The on-contact massage ball compresses superficial tissues, displacing excess fluid and enhancing laser penetration to deep structures. This compression reduces obstacles of superficial absorbers.

### Collimation

The massage ball acts to collimate the delivery of light to the tissue, reducing energy loss.

### Refractive Index

The fused silica composition of the massage ball minimizes light losses as it passes from the massage ball into the skin.

### Reflection

Contact application of delivery to tissue minimizes energy loss due to reflection.

### Soft Tissue Work

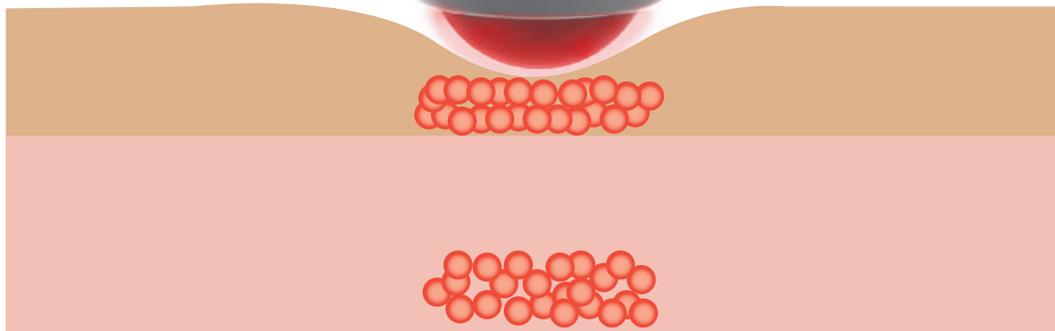
The massage ball allows the clinician to do manual soft tissue work with the applicator while delivering energy.



When laser therapy is applied directly to the skin in an ON-CONTACT method, some of the energy is absorbed by the skin, less energy is reflected, and tissue is compressed. This results in much more energy reaching the target tissue.



TISSUE SKIN



## EMPOWER IQ™ DELIVERY SYSTEM

The LightForce® Empower IQ™ Delivery System changed the game in laser therapy emission. Designed to be user friendly and responsive, Empower IQ™ is the new generation of delivery technology.

**Fiber.** Ultra-premium workmanship and next level durability. Extra-long for user convenience.

**Smart Handpiece.** Built-in dosing feedback technology with embedded finger switch and indicator lights. In order to achieve effective treatments and improve dosing accuracy, the Smart Handpiece accesses the operator's speed and gives real-time visual and sensory feedback. The Smart Handpiece is ergonomically styled for operator comfort.

**Quick Disconnect Heads.** Quick release and change-out treatment heads for better ease of use and versatile delivery options. The smart system senses appropriate applicators, power associated, and sweep speeds.



## INFLUENCE® TECHNOLOGY

Influence® Technology takes into account the patient's unique absorption characteristics and specific clinical condition to provide the most effective treatment. Patient specifications such as condition, body type, and skin type are taken into account. The combination of software and hardware advances provides consistent treatments and better outcomes. The in-depth protocol settings provide recommended parameters on treatment heads and power levels to aid in clinician confidence and reduced learning time.



# RESEARCH

LightForce® leads the way in the laser therapy industry in our commitment to research. Founded by a laser physicist, research is at the core of every LightForce® product. LightForce® actively collaborates with teaching institutions, clinicians, and scientists around the world to validate current applications for photobiomodulation and to discover new uses. LightForce®'s team of Ph.D's in the field of lasers, clinicians, and industry-experts continuously explore expanded applications for light-based therapies based in evidence.

## STUDIES

Numerous studies have been conducted proving the efficacy of laser therapy at reducing pain and inflammation and accelerating lasting healing. Included are a few abstracts highlighting laser therapy effects on specific conditions. To read more about each study, please scan the QR codes or visit the links indicated next to the studies.



## Low Back Pain



*Effect of Diode Laser in the Treatment of Patients with Nonspecific Chronic Low Back Pain: A Randomized Controlled Trial*

Published: Photomed Laser Surg. 2014 Sep;32(9):490-4. doi:

10.1089/pho.2014.3715.

<https://www.ncbi.nlm.nih.gov/pubmed/25141218>

### **BACKGROUND DATA:**

Low back pain is a common, highly debilitating condition, whose severity is variable. This study evaluated the efficacy of treatment with Ga-Al-As diode laser (980 nm) with a large diameter spot (32 cm<sup>2</sup>), in association with exercise therapy, in reducing pain.

### **OBJECTIVE:**

The present study aimed to evaluate the pain reduction efficacy of treatment with the Ga-Al-As diode laser (980 nm) in combination with exercise therapy, in patients with chronic low back pain (CLBP).

### **CONCLUSIONS:**

This study demonstrated that the use of diode laser (980 nm) with large diameter spot size, in association with exercise therapy, appears to be effective. Such treatment might be considered a valid therapeutic option within rehabilitation programs for nonspecific CLBP.

## Joint Disorders



*A Systematic Review of Low Level Laser Therapy with Location-Specific Doses for Pain from Chronic Joint Disorders*

Published: Aust J Physiother. 2003;49(2):107-16.

<https://www.ncbi.nlm.nih.gov/pubmed/12775206>

### OBJECTIVE:

We investigated if low level laser therapy (LLLT) of the joint capsule can reduce pain in chronic joint disorders.

### CONCLUSIONS:

Low level laser therapy with the suggested dose range significantly reduces pain and improves health status in chronic joint disorders, but the heterogeneity in patient samples, treatment procedures and trial design calls for cautious interpretation of the results.



## Musculoskeletal Disorders



*Effectiveness of High Intensity Laser Therapy in the Treatment of Musculoskeletal Disorders*

Published: *Medicine (Baltimore)*. 2018 Dec;97(51):e13126. doi: 10.1097/MD.00000000000013126.

<https://www.ncbi.nlm.nih.gov/pubmed/30572425>

### **BACKGROUND DATA:**

Although high-intensity laser therapy (HILT) has been used for the management of musculoskeletal disorders (MSD), studies examining the effectiveness of HILT have been limited.

### **OBJECTIVE:**

We investigated the effectiveness of HILT in MSD using a systematic review and meta-analysis.

### **CONCLUSIONS:**

The results of this study show that HILT treatment for back and neck pain significantly improved pain and disability scores compared with controls. The ROB of the included studies was moderate; however, significant heterogeneity existed. Thus, additional well-designed studies involving larger samples with long-term follow-up are needed to further assess each laser application, treatment region, and comparator.

## Neck Pain



*Efficacy of Low-Level Laser Therapy in the Management of Neck Pain: A Systematic Review and Meta-Analysis of Randomized Placebo or Active-Treatment Controlled Trials*

Published: Lancet. 2009 Dec 5;374(9705):1897-908. doi: 10.1016/S0140-6736(09)61522-1. Epub 2009 Nov 13.

<https://www.ncbi.nlm.nih.gov/pubmed/19913903>

### **BACKGROUND DATA:**

Neck pain is a common and costly condition for which pharmacological management has limited evidence of efficacy and side-effects. Low-level laser therapy (LLLT) is a relatively uncommon, non-invasive treatment for neck pain, in which non-thermal laser irradiation is applied to sites of pain.

### **OBJECTIVE:**

We did a systematic review and meta-analysis of randomised controlled trials to assess the efficacy of LLLT in neck pain.

### **CONCLUSIONS:**

We show that LLLT reduces pain immediately after treatment in acute neck pain and up to 22 weeks after completion of treatment in patients with chronic neck pain.

## Neuropathy



*Sensory Small Fiber Function Differentially Assessed with Diode Laser (DL) Quantitative Sensory Testing (QST) in Painful Neuropathy (PN)*

Published: Pain Med. 2013 Mar;14(3):417-21. doi: 10.1111/pme.12049. Epub 2013 Feb 22.

<https://www.ncbi.nlm.nih.gov/pubmed/23433028>

### **BACKGROUND DATA:**

Based on previous research work using DL stimulation, parameters that demonstrated safe and specific activation of A-delta, which were distinct from stimulation parameters for the activation of C-fibers, were utilized in this study.

### **OBJECTIVE:**

Sensory function of small peripheral nerve fiber was assessed by means of quantitative sensory testing (QST) during which sensory stimulation was provided using diode laser (DL) in patients suffering from painful neuropathy (PN) and compared with symptom-free healthy controls (HC).

### **CONCLUSIONS:**

Parameters used in this study were demonstrated in previous preclinical rodent study identical differential effect on activation of A-delta and C-fibers, and as such, DL is an ideal tool for translational pain research where specific activation of A-delta or C-fibers, or both, is required.

## Diabetic Peripheral Neuropathy

*Effect of Low Level Laser Therapy on Neurovascular Function of Diabetic Peripheral Neuropathy*

Published: DOI: 10.1016/j.jare.2011.02.009

<https://www.sciencedirect.com/science/article/pii/S2090123211000361>

S2090123211000361



### BACKGROUND DATA:

Diabetic neuropathy is the most common complication and greatest source of morbidity and mortality in diabetic patients. The efficacy of most conservative treatment options for painful diabetic neuropathy is still little known. Among the different options for treatment, low-level laser therapy (LLLT) may have the potential to induce a biostimulational effect on the nervous system.

### OBJECTIVE:

The purpose of this study is to evaluate the effect of LLLT on pain intensity, motor and sensory nerve conduction velocity (NCV), and foot skin microcirculation, in patients with painful diabetic neuropathy.

### CONCLUSIONS:

The study findings indicate that LLLT could be an effective therapeutic modality in the treatment of painful diabetic neuropathy in that it is able to modify pain, foot skin microcirculation and some electrophysiological parameters of peripheral nerve function.



## Osteoarthritis



*High-intensity Versus Low-Level Laser Therapy in the Treatment of Patients with Knee Osteoarthritis: A Randomized Controlled Trial*

Published: *Lasers Med Sci.* 2014 Jul;29(4):1371-6. doi: 10.1007/s10103-014-1529-0. Epub 2014 Feb 1.

<https://www.ncbi.nlm.nih.gov/pubmed/24487957>

### **OBJECTIVE:**

The aim of this randomized controlled study was to compare the effects of low-level laser therapy (LLLT) and high-intensity laser therapy (HILT) on pain relief and functional improvement in patients with knee osteoarthritis (KOA).

### **CONCLUSIONS:**

The result showed that HILT and LLLT combined with exercise were effective treatment modalities in decreasing the VAS and WOMAC scores after 6 weeks of treatment. HILT combined with exercises was more effective than LLLT combined with exercises, and both treatment modalities were better than exercises alone in the treatment of patients with KOA.



## Plantar Fasciitis



*The Effect of High-Intensity Versus Low-Level Therapy in the Management of Plantar Fasciitis: A Randomized Clinical Trial.*

Published: *Lasers Med Sci.* 2018 Aug;33(6):1363-1369. doi:

10.1007/s10103-018-2497-6. Epub 2018 Apr 7.

<https://www.ncbi.nlm.nih.gov/pubmed/29627888>

### **OBJECTIVE:**

We aimed to compare the efficacy of low-level laser therapy (LLLT) and high-intensity laser therapy (HILT) in the treatment of plantar fasciitis (PF).

### **CONCLUSIONS:**

At the study onset, there were no statistically significant differences between the two groups in the Visual Analog Scale, Heel Tenderness Index, and Foot And Ankle Outcome Scores. Three weeks later, both groups showed significant improvement in all parameters ( $p < 0.05$ ). The HILT group demonstrated better improvement in all parameters than the LLLT group. Although both treatments improved the pain levels, function, and quality of life in patients with PF, HILT had a more significant effect than LLLT.

## Subacromial Impingement Syndrome



*Low-Level Laser and Local Corticosteroid Injection in the Treatment of Subacromial Impingement Syndrome: A Controlled Clinical Trial*  
Published: Clin Rehabil. 2014 Aug;28(8):762-771. Epub 2014 Feb 11. <https://www.ncbi.nlm.nih.gov/pubmed/24519921>

### **OBJECTIVE:**

To investigate the effectiveness of low-level laser treatment and local corticosteroid injection in patients with subacromial impingement syndrome.

### **CONCLUSIONS:**

The effectiveness of low-level laser treatment was similar to that of local corticosteroid injection in patients with subacromial impingement syndrome. We concluded that both low-level laser treatment and corticosteroid injection were more effective than sham laser treatment.



*Short-Term Effects of High-Intensity Laser Therapy Versus  
Ultrasound Therapy in the Treatment of People with Subacromial  
Impingement Syndrome: A Randomized Clinical Trial*

Published: Phys Ther. 2009 Jul;89(7):643-52. doi: 10.2522/ptj.20080139. Epub 2009 May 29.

<https://www.ncbi.nlm.nih.gov/pubmed/19482902>



**BACKGROUND DATA:**

Subacromial impingement syndrome (SAIS) is a painful condition resulting from the entrapment of anatomical structures between the anteroinferior corner of the acromion and the greater tuberosity of the humerus.

**OBJECTIVE:**

The aim of this study was to evaluate the short-term effectiveness of high-intensity laser therapy (HILT) versus ultrasound (US) therapy in the treatment of SAIS.

**CONCLUSIONS:**

Participants diagnosed with SAIS showed greater reduction in pain and improvement in articular movement functionality and muscle strength of the affected shoulder after 10 treatment sessions of HILT than did participants receiving US therapy over a period of 2 consecutive weeks.

## Tendinopathy



*Low Level Laser Treatment of Tendinopathy: A Systematic Review with Meta-Analysis*

Published: Photomed Laser Surg. 2010 Feb;28(1):3-16. doi:

10.1089/pho.2008.2470.

<https://www.ncbi.nlm.nih.gov/pubmed/19708800>

### **BACKGROUND DATA:**

LLLT is proposed as a possible treatment for tendon injuries. However, the clinical effectiveness of this modality remains controversial, with limited agreement on the most efficacious dosage and parameter choices.

### **OBJECTIVE:**

To assess the clinical effectiveness of Low Level Laser Therapy (LLLT) in the treatment of tendinopathy. Secondary objectives were to determine the relevance of irradiation parameters to outcomes, and the validity of current dosage recommendations for the treatment of tendinopathy.

### **CONCLUSIONS:**

LLLT can potentially be effective in treating tendinopathy when recommended dosages are used. The 12 positive studies provide strong evidence that positive outcomes are associated with the use of current dosage recommendations for the treatment of tendinopathy.

## Temporomandibular Joint (TMJ)



*A Meta-Analysis of Clinical Effects of Low-Level Laser Therapy on Temporomandibular Joint Pain*

Published: J Phys Ther Sci. 2014 Aug; 26(8): 1297–1300. doi:

10.1589/jpts.26.1297

<https://www.ncbi.nlm.nih.gov/pmc/articles/PMC4155240/>

### **BACKGROUND DATA:**

Temporomandibular joint (TMJ) pain is a symptom of TMJ disease. Low-level laser therapy (LLLT) is often used in the clinical treatment of TMJ pain.

### **OBJECTIVE:**

The aim of this systematic review study was to investigate the analgesic effect of applying LLLT for TMJ pain. The research results may serve as references for clinical physicians when treating patients with TMJ pain.

### **CONCLUSIONS:**

Use of LLLT on the masticatory muscle or joint capsule for TMJ pain had a moderate analgesic effect. The optimal parameters for LLLT to treat TMJ pain have not been confirmed. However, our results can be a vital clinical reference for clinical physicians in treatment of patients with TMJ pain.



# *OUTCOMES*

We provide evidence-based,

scientifically proven

***TREATMENT SOLUTIONS***

that produce

***RESULTS.***



# ***TREATMENT SOLUTIONS***

Laser therapy is used to treat acute and chronic conditions as well as post-activity recovery. It is also used as another option to prescription drugs, a tool to prolong the need for some surgeries, as well as pre and post surgery treatment to help control pain and swelling.

## ***ACUTE CONDITIONS***

When treating acute conditions with laser therapy, it is particularly effective when it is administered as soon as possible following injury (assuming there is no active hemorrhaging). The faster the inflammation is reduced and the healing process can begin, the better the outcome. In the case of acute injury, laser therapy helps restore the body to normal function quicker.

## ***CHRONIC CONDITIONS***

With chronic conditions, laser therapy is used most often to help combat persistent pain and inflammation. As a non-pharmaceutical solution, laser therapy quickly reduces inflammation and pain without the side effects of medication.

***DRUG-FREE. SURGERY-FREE.***

Pain treatment that works.

## POST-ACTIVITY RECOVERY

LightForce® lasers can be found on the sidelines of many pro, college, and Olympic sports teams across the United States and many parts of Europe and East Asia. Laser therapy is proven effective at improving post-activity recovery times and reducing inflammation.



OUTCOMES

“Our outcomes have significantly improved since using Deep Tissue Laser Therapy™. We get a better result sooner- meaning that patients feel better faster. I think they like it, so they come in more often, and they ask for it.”

***Kevin Wilk, PT, DPT***

**Associate Clinical Director of Champion Sports Medicine in  
Birmingham, AL**

# CLINICAL APPLICATIONS

## Head

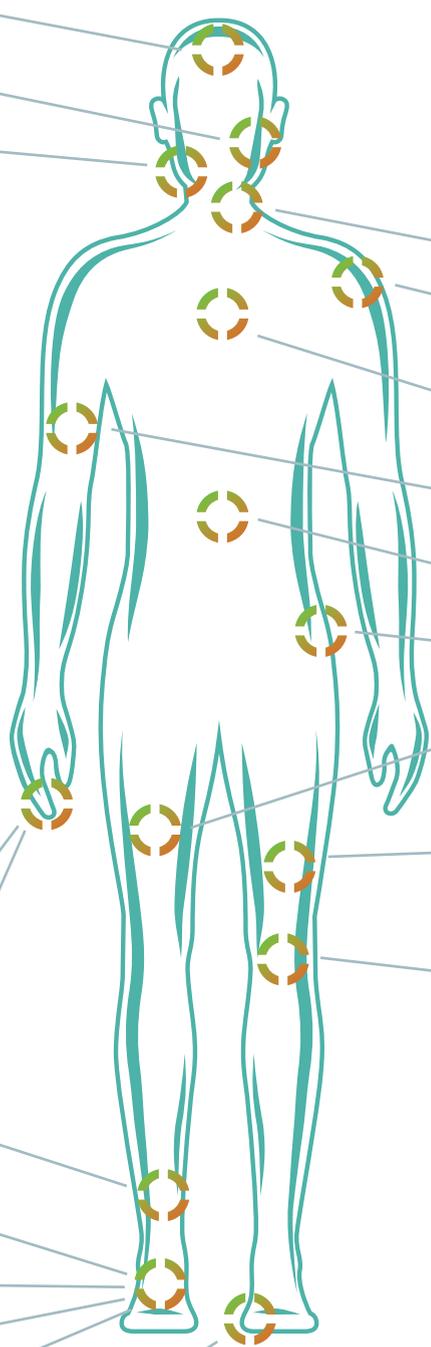
- Headaches
- TMJ pain
- Tissue healing post tooth extraction

## Full Body

- Myofascial pain
- Tendinopathy
- Neck and back pain (chronic and acute)
- Lymphedema
- Muscle strain/pain
- Joint Swelling
- DOMS (Delayed Onset Muscle Soreness)
- Optimizing muscle performance (ergogenic aid)
- Osteoarthritis related pain

## Hands & Feet

- Achilles tendon pathology
- Diabetic Neuropathy
- Morton's neuroma
- Neuropathy
- Plantar fasciitis
- Osteoarthritis related foot and ankle pain



# RESULTS

LightForce® Therapy Lasers are cleared by the FDA and adhere to strict ISO standards in order to provide you with the safest non-invasive treatment option on the market. **Laser therapy provides a safe and effective alternative to drugs and surgery.**

**Most patients see results within 3 to 5 short treatments.** LightForce® therapy lasers work by flooding the tissue with photons, which increases circulation as well as the cellular activity within the injured area. This will ultimately help reduce pain via a number of different mechanisms and spur on tissue repair.

“Clinicians should consider the use of low-level laser therapy to decrease pain and stiffness in patients with Achilles tendinopathy.”  
– American Physical Therapy Association (APTA)

“Laser therapy is beneficial in treatment of neck pain.”  
– World Health Organization (WHO)

“Laser therapy shows strong evidence of effectiveness for pain relief.”  
– International Association for the Study of Pain (IASP)



### Patients in Pain Find Relief with Deep Tissue Laser Therapy™

Hear the stories of patients who have found pain relief through Deep Tissue Laser Therapy™. Learn more about how laser therapy has helped patients reduce pain and inflammation caused by a variety of injuries and conditions.

<https://www.youtube.com/user/LiteCureMedical>

# ***PATIENT FAQS***

## ***WHAT DOES IT FEEL LIKE?***

Laser therapy treatments must be administered directly to skin, as clothing or topical dressings interfere with delivering light to tissues beneath the skin. Patients will feel a soothing warmth as the therapy is administered. Many patients receiving LightForce® Therapy Laser treatments report enjoying the experience, especially when the massage ball treatment head is used to deliver what is often referred to as a “laser massage.”

Patients receiving treatments with higher-power lasers also frequently report a rapid decrease in pain. For someone suffering from chronic pain, this effect can be particularly pronounced.

## ***HOW LONG DO TREATMENTS LAST?***

With LightForce® lasers, treatments are quick, usually 4-7 minutes, depending on the size, depth, and chronicity of the condition being treated. High-power lasers are able to deliver a lot of energy in a small amount of time, allowing therapeutic dosages to be achieved quickly, which is a plus for any busy clinical setting.

## ***HOW MANY TREATMENTS WILL A PATIENT NEED?***

Patients generally see results after 3 to 5 treatments. Clinicians will develop specific plans of care based on the diagnosis and the tissues that are involved. Chronic conditions often require more therapy than acute.

# ***RELIABILITY***

We offer unparalleled

***RESEARCH***

***CUSTOMER SUPPORT***

***INVESTMENT PROTECTION***

***PERFORMANCE***





# ***RESEARCH***

LightForce® believes that everything we do should start with and stand on research. Our in-house team of Ph.D's in the field of lasers, photobiomodulation, and physical therapy are committed to ensuring the efficacy of our products. With over 100 years of combined laser design and development experience, our team is blazing the path into new design and applications for therapy lasers.

LightForce® has participated in multiple peer reviewed, double blind studies to help verify our dosing recommendation and treatment techniques. We believe in having our equipment field tested by outside researchers to validate its clinical efficacy in an unbiased environment.

# ***CUSTOMER SUPPORT***

## ***CUSTOMER CARE***

LightForce®'s in-house customer care team sets us apart in individualized service. You can speak with a customer care representative located in our home office in Delaware between the hours of 8 am- 6 pm EST on Monday-Friday. Our customer care team is trained in troubleshooting questions regarding your laser's hardware or software. These team members are here to serve our customers and help them to have the best experience using their LightForce® lasers.

If a LightForce® laser needs to be serviced or repaired, LightForce® offers a laser loaner program to keep our customers treating and minimize treatment down time. LightForce® services and repairs our products in-house, allowing for a faster return of your laser to your practice.

## CLINICAL SUPPORT

LightForce®'s in-house clinical staff are available to customers as a resource to answer specific treatment questions. Our clinical team oversees the built-in protocol recommendations included in our products. If you should have questions on specific indications, dosing, or best practices, our Customer Care team will connect you with our clinical team to provide you with evidence-based treatment solutions.



RELIABILITY

# ***INVESTMENT PROTECTION***

LightForce®'s reputation for providing upgrades and updates is unmatched. Repairs, parts, and warranties are always available on all of our platforms. Our longevity is a testament to the loyalty we demonstrate to our customers.

Our first-class protection program includes:

- 🔄 Manufacturer's Warranty
- 🔄 Repair and Replacement Services
- 🔄 In-House Service and Repair
- 🔄 Laser Loaner During Repair
- 🔄 Continual Service on Previous Platforms
- 🔄 24 Hour Turn Around Service

# ***PERFORMANCE***

LightForce® Therapy Lasers are built specifically for rehabilitation and pain practices and are tested thoroughly to meet certified U.S., Canadian, and European safety standards. Our performance history is second to none and is exemplified by our support for all our platforms.

LightForce® stands behind each of our therapy laser products. LightForce®, as a division of LiteCure, LLC, is a FDA Cleared, U.S. based manufacturer. We are ISO certified to design, develop, produce, distribute, and service laser therapy products.

“Product support is best in the industry.”

*Stephen Heilman, DC*

**Heilman Chiropractic and Spinal  
Decompression in Escondido, CA**







***SUCCESS***

We implement

***CUSTOMER TRAINING***

***MARKETING SUPPORT***

and clearly defined

***PROFIT PLANS***

# ***CUSTOMER TRAINING***

Every LightForce® customer receives in-person training from a LightForce® representative at their location as well as web based training to further their knowledge base if continuing education is desired. Our LightForce® representatives train customers on the science behind laser therapy in the process of photobiomodulation. After learning about the science, customers will be trained on how to safely use and care for their laser.

All clinicians will be certified by a LightForce® representative on the basics of safety, application of techniques, dosing, and maintenance of their specific laser platform.

After training is complete, there is no need to worry if a question arises down the road. LightForce®'s in-house clinical team is always available to answer your questions.

# ***MARKETING SUPPORT***

LightForce® offers practice marketing tools and support to help implement an exciting, successful laser program. Every laser program comes with a marketing toolkit of assets to help promote and tell your laser story to patients. As your laser program develops, you can reorder and purchase new marketing tools from our online store. Customers can also take advantage of online marketing resources that are continually being added to LightForce®'s Facebook, Instagram, Twitter, LinkedIn, and YouTube platforms.

# PROFIT PLANS

Having helped thousands of customers institute laser therapy programs into their practices, **LightForce®'s team of practice building experts is available to help every customer with their individual success plan.** We offer recommendations on how to make laser therapy successful in your practice and offer in-person options for launching laser therapy in your office.

Our 'Outcomes = Income' profit plan breaks down suggested pricing, defines ideal patients, and provides tools to help predict the profitability of a well-run laser program. As patients experience the quick pain relief and lasting results, the demand for laser therapy will provide a cash-based revenue service you can count on.

For more information about our Profit Plans and Day 1 Revenue Guarantee, our sales team is available to speak with you in greater depth by contacting [Sales@LightForceMedical.com](mailto:Sales@LightForceMedical.com) or **1.877.627.3858**.

## ASK US ABOUT OUR DAY 1 REVENUE GUARANTEE

LightForce® is committed to making your laser therapy program profitable beginning on the very first day.

SUCCESS



### The Business Impact of Laser Therapy on Practice

Hear from LightForce® customer and physical therapist, Bob Bacci, about the financial benefits of having a LightForce® laser therapy program in his practice.

<https://www.youtube.com/user/LiteCureMedical>





**SUCCESS**



# PRODUCTS

Find the laser that's **RIGHT** for your practice.

LightForce® Therapy Lasers are developed from our team of researchers and Ph.D's in the field of laser therapy. All of our laser products are manufactured by LightForce® in the United States and are **rigorously tested for safety and consistency**. Over the years, LightForce® continues to provide service to **ALL** of our products, living up to our company **promise of reliability** through providing product backing and investment protection for our customers. LightForce®'s unparalleled customer support and customer success programs ensure that **your laser and your practice are set up to help you win**.

# FEATURED PRODUCTS

The latest advancements in LightForce® Deep Tissue Laser Therapy™.



Treat larger, deeper areas and provide faster pain relief with real time dosing feedback.

**Ideal for:** The busiest practices treating the most challenging cases.

## FEATURES:

Where Power Meets Intelligence.

Our most powerful laser ever, the LightForce® 40W XLi impacts deep tissue faster for quick pain relief. The LightForce® intelligent handpiece and on-screen recommendations increase dosing accuracy and help technicians treat with confidence.

- Industry-leading high-power performance
- Immediate impact on pain
- Accurate dosing
- Larger head to treat a larger surface area
- Built-in assistant through in-use recommendations on dosing and handpiece
- Technician confidence through visual and sensory feedback on dosing technique in real time
- NEW Empower IQ™ Delivery System
- Influence® Technology
- High Definition Touch Screen Interface
- Built-in training resources
- Instant Replay Your Favorite Protocols
- Flexible Architecture for Future Upgrades
- Perfect Protocol Software
- Comprehensive 2-year Warranty
- Comprehensive Training Resources including On-site Installation Training
- 0.5 – 40 Watts of Therapeutic Power



### **NEW EMPOWER IQ™ DELIVERY SYSTEM:**

Our NEW Empower IQ™ Delivery System provides on-screen and in hand recommendations to increase the accuracy of treatment.

- 🔄 Smart Handpiece that provides guidance based on treatment head selection and treatment pacing
- 🔄 On-screen recommendations for which head is ideal, acceptable, and not recommended for selected power settings.
- 🔄 Extra Large (XL) Cone that provides our largest spot size ever, allowing for large areas to be treated quickly and efficiently.
- 🔄 Quick release attachments provide for ease in changing treatment heads (5 multipurpose heads)
- 🔄 Easy to use finger switch operation
- 🔄 On-Contact and Non-Contact delivery heads
- 🔄 Ultra-durable, extra long fiber optic cable with built-in winder for simple storage between uses

### **INFLUENCE® TECHNOLOGY:**

Influence® Technology harnesses software and hardware advancements to enhance treatment applications.

#### **Customized**

Take into account patient-specific considerations to deliver the most appropriate treatments. Customize your treatments based on condition, skin type, body type, and acuity.

## Consistent

Deliver the same effective treatment every time. Easily save and repeat treatments with confidence.

## On-Contact

Treat like no other therapy laser can with patented on-contact application technology. Benefits of on-contact laser therapy treatments include:

-  **Compression**, helps get the light source closer to target tissues
-  **Collimation**, tighter beam helps focus light on deeper tissues
-  **Reflection**, significantly reduced in contact mode
-  **Soft Tissue**, manually work tissue while delivering energy
-  **Refractive Index**, minimize light loss due to similar index of skin and lens composition

## SPECIFICATIONS:

Laser Type: Class IV, Solid State

Laser Wavelength: 980/810 nm

Laser Power: 0.5W – 40W

Operating Modes: CW or Pulsed

Aiming Beam: 650 nm, 4.5 mW

Dimensions: 17" x 10.5" x 11" | 43 cm x 28 cm x 26 cm

Weight: 19.6 lbs. | 9 kg





Customize your treatments based on condition, skin type, body type, and acuity.

**Ideal for:** Practices desiring versatility through patient-specific technology and delivery methods.

### FEATURES:

The LightForce® 25W EXPi provides customized treatments and consistent results.

- ⦿ Fast impact on pain
- ⦿ Empower™ Delivery System
- ⦿ Influence® Technology
- ⦿ High Definition Touch Screen Interface
- ⦿ Built-in training resources
- ⦿ Instant Replay Your Favorite Protocols
- ⦿ Flexible Architecture for Future Upgrades
- ⦿ Perfect Protocol Software
- ⦿ Comprehensive 2-year Warranty
- ⦿ Comprehensive Training Resources including On-site Installation Training
- ⦿ 0.5 – 25 Watts of Therapeutic Power

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Aiming Beam: 650 nm, 4.5 mW

Dimensions: 17" x 10.5" x 11"

43 cm x 28 cm x 26 cm

Weight: 19 lbs. | 8.6 kg 

## EASE OF USE

LightForce® believes in making our products easy for the technician to use and to accurately dose. We provide built-in protocols, multiple head attachments, and a patented on-contact massage ball to create the best treatment options to produce outcomes.



Treat quickly and consistently on the go.

**Ideal for:** Practices needing to treat in multiple locations in or out of the office.

### FEATURES:

The LightForce® 15W FXi provides the results you need, wherever you are.

- ⦿ Lightweight
- ⦿ Fast impact on pain
- ⦿ Empower™ Delivery System
- ⦿ Influence® Technology
- ⦿ High Definition Touch Screen Interface
- ⦿ Built-in training resources
- ⦿ Instant Replay Your Favorite Protocols
- ⦿ Flexible Architecture for Future Upgrades
- ⦿ Perfect Protocol Software
- ⦿ Comprehensive 2-year Warranty
- ⦿ Comprehensive Training Resources including On-site Installation Training
- ⦿ 0.5 – 15 Watts of Therapeutic Power

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Influence® Technology harnesses software and hardware advancements to enhance treatment applications.

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-  **Soft Tissue**, manually work tissue while delivering energy
-  **Refractive Index**, minimize light loss due to similar index of skin and lens composition

## SPECIFICATIONS:

Laser Type: Class IV, Solid State

Laser Wavelength: 980/810 nm

Laser Power: 0.5W – 15W

Operating Modes: CW or Pulsed

Aiming Beam: 650 nm, 4.5 mW

Dimensions: 15" x 11" x 8" | 38 cm x 28 cm x 20 cm

Weight: 7 lbs. | 3.2 kg



# LEGACY PRODUCTS

The reliable products that have made LightForce® the trusted name in laser therapy.

**Ideal for:** Smaller practices looking to add laser treatment on a modest budget.

## EX

### FEATURES:

The classic LightForce® 15W offers:

-  Impact on pain
-  Empower™ Delivery System
-  Comprehensive 2-year Warranty
-  Comprehensive Training Resources including On-site Installation Training
-  0.5 – 15 Watts of Therapeutic Power

### SPECIFICATIONS:

Laser Type: Class IV, Solid State

Laser Wavelength: 980/810 nm

Laser Power: 0.5W – 15W

Operating Modes: CW or Pulsed

Aiming Beam: 650 nm, 4.5 mW

Dimensions: 15.5" x 9.75" x 10.5" | 41.2 cm x 26.4 cm x 25.7 cm

Weight: 17 lbs. | 7.7 kg



## PRO

### FEATURES:

The classic LightForce® 9W offers:

- ⦿ Our lightest weight laser provides functional portability
- ⦿ Impact on pain
- ⦿ Empower™ Delivery System
- ⦿ Comprehensive 2-year Warranty
- ⦿ Comprehensive Training Resources including On-site Installation Training
- ⦿ 0.5 – 9 Watts of Therapeutic Power

### SPECIFICATIONS:

Laser Type: Class IV, Solid State

Laser Wavelength: 980/810 nm

Laser Power: 0.5W – 9W

Operating Modes: CW or Pulsed

Aiming Beam: 650 nm, 4.5 mW

Dimensions: 7" x 5.5" x 11" | 17.8 cm x 14 cm x 27.9 cm

Weight: 4 lbs. | 1.8 kg



## LCT-1000

### FEATURES:

One of the longest-lived therapy lasers in the industry, the LCT-1000 offers:

- Patented laser massage ball head
- Impact on pain
- 0.5 – 10 Watts of Therapeutic Power

### SPECIFICATIONS:

Laser Type: Class IV, Solid State

Laser Wavelength: 980/810 nm

Laser Power: 0.5W – 10W

Operating Modes: CW or Pulsed

Aiming Beam: 650 nm, 4.5 mW

Dimensions: 12.5" x 9.5" x 6.5" | 31.8 cm x 24.1 cm x 16.5 cm

Weight: 12 lbs. | 5.5 kg



# *RE-CERTIFIED & PRE-OWNED PRODUCTS*

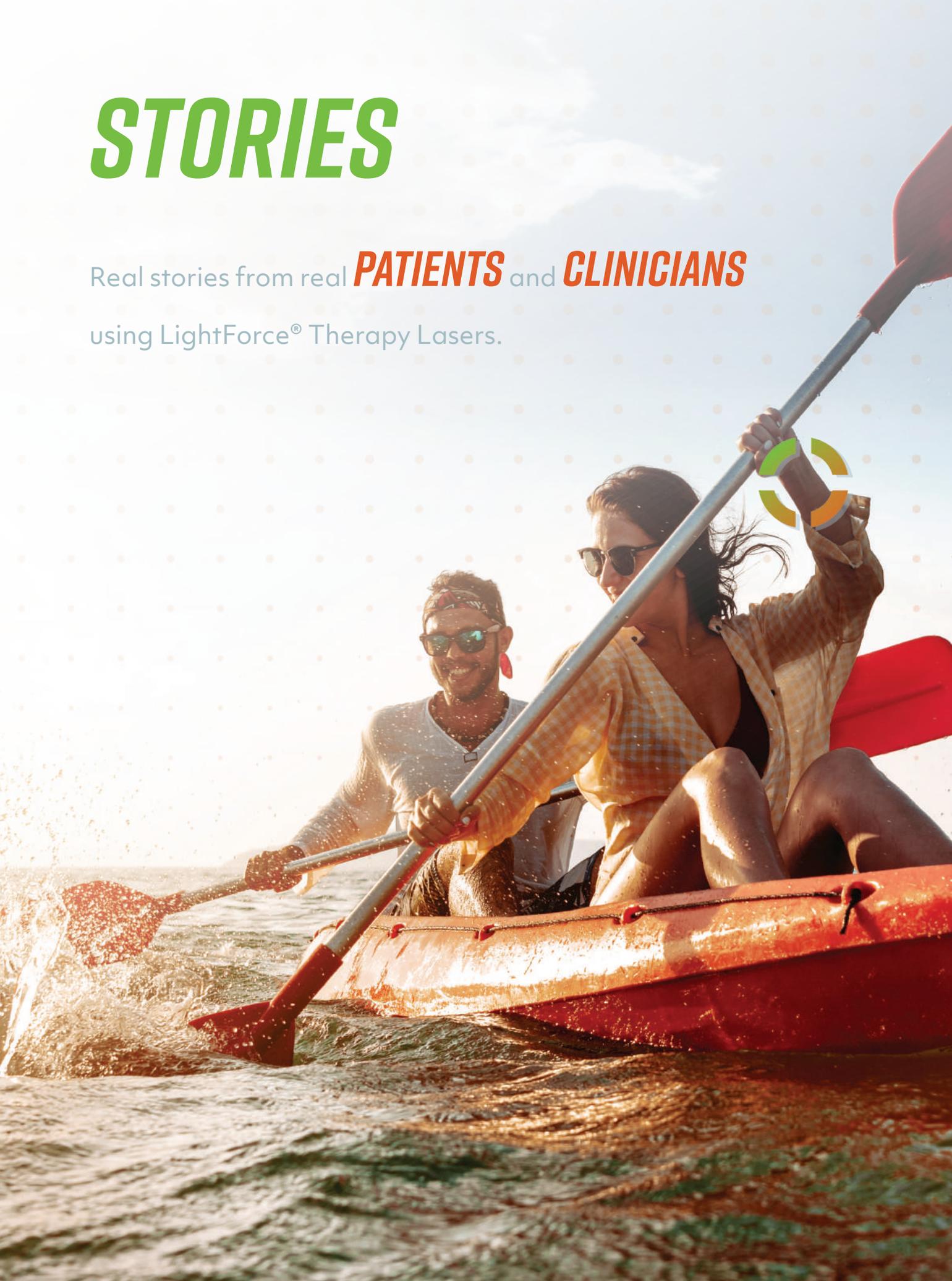
LightForce® lasers that have been used in the field and are available for purchase. Re-certified lasers undergo an extensive certification process and come with an extended warranty. Pre-owned lasers are quality tested and confirmed to work to specification.

**Ideal for:** Practices wanting to use the best lasers for reduced pricing.



# STORIES

Real stories from real **PATIENTS** and **CLINICIANS**  
using LightForce® Therapy Lasers.





# ***SPORTS MEDICINE***

>>Athletic Training + International



## **SUMMARY:**

Luke Anthony, Clinical Director at GoPerform, reveals how he is bringing the same expertise and advanced rehabilitation technology used on professional athletes to the public. From a state-of-the-art rehabilitation facility to laser therapy treatments, Luke shares how he and his team are leveraging the expertise and tools at their disposal to help their patients recover faster.

## **PUBLISHED:**

This article was originally published by Football Medicine and Performance. Spring 2019, Pgs 32-33.

## **LightForce® Helping People to GoPerform**

With over 20 years of experience at the highest level of professional sport, working in various roles with Watford, Reading and Norwich City among others, Luke Anthony broke away to establish GoPerform with a key aim in mind: to provide the services regularly on offer to top-level professional sports people to members of the general public.

Now Clinical Director at GoPerform, a sports injury and performance center based in Reading, Luke is taking the knowledge and expertise obtained by both him and his team to provide a range of services to people at all levels of sport and physical activity.

“Over the years, you accumulate a lot of experience and you start to think about all of the work you’re doing with Premier League footballers, players at Championship level or Premiership rugby players,” explained Luke. “That level of sports medicine, rehabilitation and sports science isn’t something that is readily offered to the public. There’s no reason why these services can’t be offered in a public setting. If you have the knowhow and the equipment to do it, you have the ability to deliver it.

“We still have Premier League players coming to us, but we’re now treating people ranging from a Saturday park player to people at high levels of completely different sports, in addition to people with relatively low levels of fitness who want to get fit. We wanted to offer our expertise, equipment and technology – something that’s not commonly available – to the general public. GoPerform offers professional physiotherapy, in terms of professional hands-on treatment, but a lot more in the way of rehabilitation,” added Luke.

“I think that’s what makes GoPerform different to other practices out there. We’re not just a traditional clinic where diagnosis is carried out and hands-on treatment is delivered. We have a huge space available to carry out rehabilitation, from early stages through to late-stage rehab. You can then also combine that with the other disciplines, whether that is strength and conditioning or sports science. There is a performance link. Everything dovetails together rather than there being a harder transition when you leave.”

Alongside the knowledge and experience possessed by Luke and his team, technology plays a huge role in what GoPerform offer clients. Over the past eight months, that technology has included the use of LightForce® laser therapy – and Luke reveals that his team is seeing impressive results.

For the uninitiated, LightForce® laser therapy is the non-invasive use of near-infrared laser energy to generate a photochemical response in damaged or dysfunctional tissue; a process called PhotoBioModulation. Laser therapy has been

shown to alleviate pain, reduce inflammation and accelerate recovery from a wide range of acute and chronic clinical conditions.

As rehabilitation specialists will testify, the main goal of treatment for many when treating painful, debilitating conditions is to facilitate improved function and mobility. Laser therapy is a drug-free, surgery-free technique to help make that goal a reality.

“As with a couple of other types of treatment, laser therapy wasn’t something that I’d used a lot in the past,” explained Luke. “However we have been able to use it every day for a variety of conditions. We have genuinely found it to be very useful. Of course, with the LightForce® laser treatment, we’re talking about a very modern type of technology, something that is very different to what was used in the past. The LightForce® system produces a lot more power and the therapy has been valued by patients a lot more as a result.

“Broadly speaking, there are two main areas that the LightForce® laser helps us with,” Luke explained. “The first is tissue healing and tissue regeneration. If somebody has an acute injury to their tissue, for example a sprain to the ligament in the ankle, the laser will provide energy to the tissue and help stimulate the cell regeneration and recovery process. We feel that, by applying it on a regular basis to healing tissue, it will improve the recovery of that tissue.

“The second is from a pain point of view. There is evidence to suggest that it will reduce some of the pain mediators around tissue, particularly nerves. Back pain, neuropathic pain, tendon pain; we have seen a transient improvement in the pain endured, which enables us to move the rehabilitation on that bit quicker. The laser treatment is part of a package that provides a gain for our patients. We believe that we are able to speed up the recovery process by utilizing LightForce® laser treatment as just one part of our overall services.”

For more information on LightForce® laser therapy, please visit [www.LightForceMedical.com](http://www.LightForceMedical.com). Meanwhile, for further details on the services provided at GoPerform, please visit [www.go-perform.co.uk](http://www.go-perform.co.uk).

# PATIENT STORY

## Christie Patricia Pearce

**Professional Soccer Defender, Former Captain of the US Women's National Soccer team, 3-time Olympic Gold Medalist, 2-time FIFA Women's Cup Champion**



As a professional soccer player, I am constantly managing aches, strains and pain. Since Dr. Santiago has started treating my hamstring injury with the [LightForce®] laser, my recovery time has been really fast. I was skeptical at first, my time is valuable and I cannot be messing with some new-fangled toy. However, the results were truly dramatic. I like the fact that it is non-invasive and drug free. It has helped me get back in the game post injury in record time and allowed me to perform at my peak, as I am typically pain free after one or two sessions with the laser. I would recommend this treatment to any athlete looking to optimize healing time. The [LightForce®] laser is my go to modality for serious pain relief.

# CLINICIAN TESTIMONIAL

>>Physical Therapy

Kevin Wilk, PT, DPT

**Associate Clinical Director of Champion Sports Medicine in Birmingham, AL**



We believe that Deep Tissue Laser Therapy™ the dosage is very, very important. More and more studies are proving that the higher the dose, the more energy that you get per square area in the tissue, the better affects you get both from a cellular standpoint but also from a metabolic standpoint as well.

At our center, we are pretty aggressive. We get you moving right away. We want to expedite your recovery. We don't believe in immobilization. Deep Tissue Laser Therapy™ we use on just about every one of our patients. We use it on everything from the bones to the ligaments to the tendon to muscle to disk and nerve root irritation.

We had a great effect on bone bruises in football players called hip pointers. People weren't able to walk then after about 4-5 treatments, they're walking and getting back to practice and playing. If we were going to skip something (sometimes patients come in and say I only have 20 minutes) and we have to cut out some things, the Deep Tissue Laser Therapy™ is not one of them. What Deep Tissue Laser Therapy™ allows us to do is not only treat the pathology but also treat at the cellular level.

## **WORKING WITH LIGHTFORCE® THERAPY LASERS**

Great to work with! I'm very impressed with their approach to things. I think the support is excellent. There are studies coming out on a regular basis proving the efficacy of Deep Tissue Laser Therapy™, and I think it's just a matter of time before it's a modality or treatment approach that's used by everyone.

# CLINICAL TESTIMONIAL

>>Physical Therapy

Tara Schwartz, PT

Fyzical Therapy & Balance Center in Clearwater, FL

I can tell you that 90% of the people I use the LightForce® laser on have positive results. Even our difficult cases like RA; I've seen results that have amazed me with my RA patients especially, and we see a lot of them.

## PATIENT STORY

Ian Poulter

Ryder Cup Legend

Professional Golfer in the PGA  
Tour and the European Tour

I have various different issues on my body. Like most golfers, L4 and L5 in my lower back gets very tight. We've used it [LightForce® laser] pre-round, before a round

of golf as a warm up method, and also after a round of golf on some fatigue in that area and on the areas that are sore for a few minutes afterwards. I've used it on my shoulder. I had a labrum tear a couple of years ago. I find it great to get any kind of pain relief and to know that we're getting the healing process speeded up. For me that means as a golfer... to be back out the following day in action, using something like this is absolutely key.



# CASE SUMMARY

>>Chiropractic

Ross Kees, DC

Kees Chiropractic in Franklin, TN

## PATIENT SYMPTOMS:

18 year-old male with right knee pain in the musculotendinous junction and tendinous insertion of rectus femoris. Symptoms began during a baseball game on 2/19/2018 (patient is the catcher on his high school team). Pain was the worst when he would try standing up from his squatting position. As the week progressed, the pain intensity decreased from 6-7/10 (VAS) to 4-5/10, mainly with squatting/lunging movements.

## MEDICAL HISTORY:

Past/current medical history is quite unremarkable; mainly dealing with minor musculoskeletal injuries as a result of high level athletics and overuse.



## INITIAL ASSESSMENT:

-  **AROM:** Right knee flexion -10 degrees from normal, all others WNL and symmetrical.
-  **PROM:** Right knee flexion -5 degrees from normal, all others WNL and symmetrical.
-  **MSR:** WNL and symmetrical.
-  **Deep Squat:** Visual discomfort in the eccentric phase with pain during initial concentric phase. The patient was unable to go below 90 degrees of knee flexion due to pain.

 **Palpation:** Point tenderness noted at musculotendinous junction and tendinous insertion of rectus femoris. Hypertension (+1/4) of rectus femoris muscle body.

 No evidence of ecchymosis or swelling.

### **MEDICAL HISTORY:**

Strain of distal tendon of rectus femoris as a direct result of an acute increase in intensity, frequency, and volume of lower body resistance training, which began 2 weeks prior.

### **LASER TREATMENT:**

 **Treatment Region:** Distal musculotendinous junction and insertion of rectus femoris

 **Treatment Frequency:** 2 treatments per week for 1 week, then 1 treatment per week for 4 weeks

 **Treatment Attachment:** Large massage ball

 **Power Setting:** 15 W

 **Dosage:** 5,200 J/cm<sup>2</sup>

 **Treatment Area Size:** 400 cm<sup>2</sup> (200 cm<sup>2</sup> x 2)

 **Treatment Time:** 2 min 53 sec x 2

### **OTHER TREATMENT:**

After laser therapy, instrument assisted soft tissue mobilization was performed on distal musculotendinous junction and insertion of rectus femoris, with active knee flexion/extension. Isometric contraction of quadriceps muscles: 5 x 5 seconds.

### **COMMENTS:**

Following treatment, the patient noted immediate relief of symptoms (1/10 VAS). Reassessment of deep squat revealed the patient was able to achieve a "below parallel" squat position and rise out of it with no pain.

As it would appear during clinical evaluation following laser therapy, the patient expressed an improvement in perceived functionality and a decrease in perceived pain with movement. Having a tool that allows us to provide the patient with a "less threatening" environment (one in which they experience less pain) allows us to place

the affected tissues/joints into normal physiological positions which were restricted in their prior state. When the patient's perception of pain is decreased we are able to drive adaptation processes quicker due to an earlier prescription of resistance-based rehabilitation exercises <sup>1,2</sup>, when compared to those with a similar diagnosis who did not receive laser therapy.

In the case of this patient, he is an elite high school baseball player with a full-ride scholarship to play collegiate division 1 baseball, having the ability to heal (within safe parameters) quicker is crucial for his ability to properly perform at his position.

“ I was excited starting my baseball season this year, but worked out in the weight room and practiced way too much on my knee the first week, causing severe pain from over-usage. I called Dr. Kees and he got me right in and laser treated me as well and scraped and taped me. I went from not being able to squat without pain to catching in a scrimmage in less than a week, pain-free.”

–Patient Response

## REFERENCES:

1. Kongsgaard, M., Kovanen, V., & Aagaard, P. (2009). Corticosteroid Injections, Eccentric Decline Squat Training and Heavy Slow Resistance Training in Patellar Tendinopathy. *Scand J Med Sci Sports*, 19, 790-802. doi:10.1111/j.1600-0838.2009.00949.x
2. Fibril Morphology and Tendon Mechanical Properties in Patellar Tendinopathy: Effects of Heavy Slow Resistance Training. Mads Kongsgaard, PhD, , Klaus Qvortrup, MD, PhD, Jytte Larsen, PhD, Per Aagaard, PhD, Simon Doessing, MD, PhD, Philip Hansen, MD, Michael Kjaer, MD, DSc, S. Peter Magnusson, DSc. *The American Journal of Sports Medicine* Vol 38, Issue 4, pp. 749 - 756. First Published August 30, 2017. <https://doi.org/10.1177/0363546509350915>

# PATIENT STORY



## Connor's Story

8-year-old Connor, who suffers from a debilitating spine condition, finds relief in his struggle with pain and mobility.

<https://www.youtube.com/user/LiteCureMedical>

### FROM CONNOR'S MOTHER:

My son is only 8 years old, and he has a terrible spinal condition that causes him a tremendous amount of pain. Essentially his spine collapses upon itself, and he needs titanium rods to hold up his spine, and surgery every 4-6 months. Just the condition is painful, and the therapy and treatment for that condition is even more painful.

We had taken Connor to see every type of pain specialist in the state of Colorado and many specialists around the country. Basically, they only had one solution and that was narcotic drugs.

When I heard about Dr. Richardson and his laser therapy that was an alternative, I was really anxious to bring Connor in to see Dr. Richardson. The first day we saw

Dr. Richardson, Connor got a [LightForce®] treatment, and for the first time in 6 years, Connor slept through the night. So, I knew we were on to something.

Over the time period that Connor has had his treatments with the laser therapy, he's come 75% off his narcotic drug use, and we believe that very shortly Connor will be drug free.

To have found the light therapy and Dr. Richardson, every day I'm grateful and every day I wake up and feel optimistic instead of pessimistic about Connor's future. It brings me such great joy to see Connor happy again and living without pain.





**STORIES**

# ***THE LIGHTFORCE<sup>®</sup> DIFFERENCE***

LightForce<sup>®</sup> is committed to our customers and providing them with the best products and results. Customers can count on LightForce<sup>®</sup> to follow our proven process for customer success called

***'THE LIGHTFORCE<sup>®</sup> DIFFERENCE.'***





***DISCOVERY***



***EVALUATION***

***COMMITMENT***

***CERTIFICATION***

***IMPLEMENTATION***

***CUSTOMERS FOR LIFE***

Ask us about our Day 1 Revenue Guarantee!\*

*\*Guarantee restrictions and conditions are clearly outlined before purchase.*

# ***DISCOVERY***

## ***ARE WE A FIT?***

LightForce® customers are progressive, outcomes driven, and interested in cash/revenue growth.

## ***PRACTICE GOALS & INFORMATION SHARING***

We learn about your goals for your practice to determine if a LightForce® laser therapy program is what you are looking for. During this phase, we listen to you and get to know your practice.

## ***SOLUTIONS OVERVIEW***

LightForce® will offer laser therapy solutions to fit your needs and your practice.



# ***EVALUATION***

## ***RESEARCH OVERVIEW***

LightForce® bases our product innovations and solutions on the evidence. Upon request, LightForce® can provide current, independent research on topics or diagnoses to help you better understand how laser therapy can help your patient population.

## ***OVERCOME MISINFORMATION***

Are you informed on the science and evidence behind Deep Tissue Laser Therapy™? During the misinformation stage, LightForce® will explain the Facts vs. Fiction behind evidence-based laser therapy.

## ***MARKET DISCUSSION***

LightForce® is the only laser therapy program of its kind. No other laser company will be more committed to you and your success. We continue to prove our value to our customers moving forward through our loyalty programs and our company's longevity in service and product support.

## ***EXCLUSIVE COMPANY***

LightForce® is a U.S. based manufacturer with a singular focus in rehabilitation and pain management. With nearly 8,000 customers worldwide, LightForce® knows how to generate results. Trusted by the pros, you can find LightForce® lasers in over 250 professional and college training rooms.

## ***FEEL THE DIFFERENCE!***

LightForce® offers in-office demonstrations to allow you to feel the difference a LightForce® laser makes for yourself.

## ***COMMITMENT***

### ***PROPOSALS & FINANCING***

LightForce® will present you with a proposal based on your needs and goals for a laser therapy program in your practice. Through our financing partners, LightForce® offers exclusive financing packages to make your laser therapy program work for you.

### ***CONTRACT PURCHASE***

LightForce® will walk you through the signing process to bring transparency and clear communication to the purchasing process.

### ***30-DAY QUICK START REVIEW***

LightForce®'s 30-Day Quick Start program ensures that your laser therapy program is up and running within 30 days of signing.

# ***CERTIFICATION***

## ***IN-PERSON & HANDS-ON TRAINING***

During the first 30 days after signing, LightForce® provides in-person training to our customers and their staff. During this hands-on training, clinicians will be certified in laser therapy and for utilization of the particular laser model that was purchased.

## ***ONLINE COURSES***

LightForce® provides online courses for continuing education on the science behind laser therapy and treatment solutions.



# IMPLEMENTATION

## INCORPORATE PROGRAM

LightForce® will provide best-practice examples and marketing collateral to help you incorporate laser therapy into your practice.

## OPEN HOUSE

LightForce® gives you the tools to successfully set up an open house to launch your laser therapy program and let your clients know about this service.

## REVENUE GENERATION

Our Day 1 Revenue Guarantee\* ensures that your laser therapy program will be set up for success from the first day.

*\*Guarantee restrictions and conditions are clearly outlined before purchase.*

**Ask us about  
our Day 1  
Revenue  
Guarantee!\***

# ***CUSTOMERS FOR LIFE***

## ***CLINICAL SUPPORT***

LightForce®'s in-house clinical team are available to customers as a resource to answer specific treatment questions and provide evidence-based solutions.

## ***CUSTOMER CARE BY REAL PEOPLE LOCATED IN THE US***

LightForce®'s in-house customer care team sets us apart in individualized service. You can speak with a customer care representative located in our home office in Delaware between the hours of 8 am- 6 pm EST on Monday-Friday. Our customer care team is trained in troubleshooting questions regarding your laser's hardware or software. These team members are here to serve our customers and help them to have the best experience using their LightForce® lasers.

## ***LOYALTY UPGRADE PROGRAMS***

Because we value customers for life, LightForce® offers loyalty upgrade programs that allow you to upgrade your laser model to a newer laser model as we develop and release new products or as you are ready to expand your laser therapy program.

## ***INVESTMENT PROTECTION***

LightForce® provides investment protection programs to ensure the longevity of your laser therapy program. From needed repairs to part warranties, LightForce® offers protection solutions that allow you to get the most from your device for years to come.

## LASER LOANER PROGRAM

If a LightForce® laser needs to be serviced or repaired, LightForce® offers a laser loaner program to keep our customers treating and minimize treatment down time. LightForce® services and repairs our products in-house, allowing for a faster return of your laser to your practice.



# WHY WAIT?

Speak with a LightForce® representative today.

877.627.3858

Sales@LightForceMedical.com

Find us online at:

**LightForceMedical.com**

 @LightForceLasers

 @LightForceLaser

 @LightForceTherapyLasers

 Youtube.com/user/LiteCureMedical





**[LightForceMedical.com](http://LightForceMedical.com)**

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