

FREQUENTLY ASKED QUESTIONS FOR HEALTHCARE PROFESSIONALS



Why Should I Add High Intensity Laser Therapy To My Practice?

High Intensity Laser Therapy is recognized by the FDA as a safe and effective treatment for a multitude of conditions and injuries. Unlike injections and prescriptions which just mask the symptoms and do nothing to treat the injury, High Intensity Laser Therapy reduces inflammation, increases blood flow, stimulates tissue growth, and helps aid the body's own healing process without drugs or invasive procedures.



Is High Intensity Laser Therapy Safe For My Patients?

Injections and surgery are painful and require long periods of recovery time and physical therapy. In contrast High Intensity Laser Therapy is non-invasive with no recovery time and zero side effects. The treatments are completely safe, and can be administered to almost every patient.



What Is the Difference between High Intensity Laser Therapy and Other Therapy Lasers?

All lasers are not the same and there are significant differences. Our laser is a Class IV rated laser with the CDRH division of the FDA. Cleared for power levels from 1-60 watts, it is up to 1,200 times more powerful than other lasers. Our experience has found that more power, when combined with other technology features provides more treatment options and more positive outcomes. In summary, our lasers can provide the higher dosage levels often required for success at much faster rates for quick results.



Which Aspen Laser Model is the Best for My Practice?

The Company has uniquely developed Multiple Laser Models to match any need or budget. Having a choice of laser size, power levels and wavelengths is a smart choice and protects your overall investment. Some doctors add the highest power level lasers immediately to their practice, while others start out with a lower cost laser model, and upgrade to the higher power laser models as their laser program grows and is successful. Many doctors expand their Laser Pain Relief Center with 3-6 lasers.



Can Any Health Care Practice Add High Intensity Laser Therapy?

There are specific state regulations regarding the use of Class IV therapy lasers and the scope of practice. In general, most states allow any licensed health care professional to own and operate a Class IV therapy laser. (Check with your state for current regulations).



Who Can Administer the High Intensity Laser Therapy Treatments in My Practice?

Administering High Intensity Laser Therapy does not require college degrees or advanced training. Every practice can appoint one or more staff members to be trained specifically on the proper and safe use of the laser. These individuals can participate in a variety of training methods and programs to become proficient in administering the High Intensity Laser Therapy treatments. These may be offered by the Company or in conjunction with other educational venues.

ASPEN LASER



What Training Is Provided?

The Company provides training through printed guides, videos and online courses. Skype training is available upon request. Onsite training is often possible, as well as attendance at a Company sponsored High Intensity Laser Therapy seminar or workshop that are scheduled throughout the year in various locations.



How Long Does It Take to Get Started?

High Intensity Laser Therapy can be started the first day your laser arrives. After installation, set up and initial training, which may take from 1-2 hours, patients can start receiving treatments in your practice that same day.



What Patient Marketing Is Provided?

Patient Marketing is key to letting current and prospective patients know about your new therapy service. The Company provides a number of marketing items that are uniquely customized with your practice contact information, logo, colors and even photos. These include brochures, posters, banners, website materials and even an educational video. Additional resources are also available.



What Financial Options are There to Purchase My High Intensity Therapy Laser?

The Company accepts many types of payments including checks, bank wire transfer and credit cards. The Company is also an approved vendor with a number of financial institutions that include banks and leasing companies. There are programs in place for practices with excellent credit (A, B, C) and also poor credit (D). On a regular basis, these financial companies provide special offers and terms on a limited basis.



Does The High Intensity Therapy Laser Qualify for the IRS Section 179 Tax Incentive?

Yes, our laser qualifies under the IRS Section 170 tax incentive program. This lowers the true cost of purchasing the laser and provides an even faster Return on Investment (ROI) for the practice. (check with your accountant for current status)



What Is the Warranty?

The High Intensity Therapy Laser is protected by a 2 year warranty. Additional years of warranty coverage are available. Each laser model has been designed to offer multiple years of successful use and operations for your practice.



Will Insurance Cover High Intensity Laser Therapy Treatments?

Some insurance companies may cover the cost of treatments, but require extensive documentation showing the improvements gained from the High Intensity Laser Therapy treatments and may offer only very low reimbursement rates. Many practices elect to use this as a cash modality service and avoid all the costs and delays of insurance billing. Since High Intensity Laser Therapy treatments can be physically felt (soothing warmth) and the results are quick, patients are more than willing to pay cash for the treatments.



Who is Currently Using High Intensity Laser Therapy?

Healthcare professionals from all specialties have successfully added High Intensity Laser Therapy to their practice, including: sports medicine, pain medicine (MD, DO), physical therapists (PT), chiropractors (DC) and athletic trainers. Additional practices include podiatrists (DPM), massage therapists, acupuncturists and veterinarians (DVM). Our lasers can be found in most states of the USA, and also a growing number of countries around the world.