



## LightSheer Duet Provides Speed, Comfort and Flexibility

By James Tager, Contributing Editor

While the efficacy of laser hair removal technology has improved significantly since its inception, there are still major stumbling blocks that prevent patients from seeking laser treatment for hair removal, particularly for larger areas such as legs and backs. Concerns include excessive pain and extensive time spent in the treatment room. These patient concerns can also translate into headaches for treatment providers. The result is that many practitioners dislike providing, and many potential patients dread receiving, long and painful laser hair removal procedures.

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*“We are now able to perform a treatment on the back in 25 to 30 minutes instead of two hours, achieving the same efficacy that we did with the previous LightSheer device.”*

To address these problems, Lumenis Ltd. unveiled the new High Speed LightSheer® Duet™ earlier this year. As Lumenis CEO Dov Ofer explained, “The development of this product is due in large part to the feedback we continually receive from our customers all over the world. They asked us to provide a faster solution for the effective treatment of larger body areas and the LightSheer Duet is our response. Furthermore, the LightSheer Duet offers a considerable reduction in time required per treatment and significantly improves patient comfort during each treatment.”

Utilizing two different handpieces, the LightSheer Duet enables efficacious treatments on any part of the body. One handpiece utilizes the widely published and highly regarded 9x9 mm LightSheer ET handpiece, which can be used to treat smaller or bony areas, while the new high speed handpiece, LightSheer HS, is ideal for treating larger areas. Featuring a 22x35 mm spot size, it is able to treat large areas such as the back and legs up to 75% faster than previous laser hair removal platforms. The high speed handpiece also utilizes fully integrated vacuum assist technology which enables the system to more efficiently deliver energy to the treated area.

Editor’s Note: In the following clinical roundtable, practitioners who have established their experience with the new LightSheer Duet share their thoughts on how the system works, and what role this new device can play in today’s aesthetic practice.



Full back before Tx



Full back after two LightSheer Duet (HS hp) treatments

Photos courtesy of Mitchel P. Goldman, M.D.

What are the major advantages of the LightSheer Duet, as compared to other hair removal devices?

**Dore J. Gilbert, M.D.** – There are many reasons why the LightSheer Duet is a better device. The first has to do with the speed; we are now able to perform a treatment on the back in 25 to 30 minutes instead of two hours, achieving the same efficacy that we did with the previous LightSheer device. This represents a huge improvement. There is also less pain with the LightSheer Duet compared to the other LightSheer devices that we have, so it’s much more comfortable for the patient.



**Dore J. Gilbert, M.D.**  
Medical Director  
Newport Dermatology and Laser  
Associates  
Newport Beach, CA, USA

**Mitchel P. Goldman, M.D.** – The LightSheer Duet is faster, less painful and more effective. It’s at least four to six times faster than other systems so you can easily treat an entire back in 15 to 20 minutes. It’s the only laser hair removal technology that does not require topical anesthetics. Although we have not performed detailed clinical studies at this time, it appears to me that it is at least twice as effective as all other forms of laser hair removal devices.



**Mitchel P. Goldman, M.D.**  
Medical Director  
Dermatology/Cosmetic Laser  
Associates of La Jolla, Inc.  
La Jolla, CA, USA

*“The LightSheer Duet allows you to treat body parts such as the back, chest and arms in a much shorter time when using the high speed handpiece. For me, flexibility is a big reason why I like it.”*

**Beth Haney, FNP-C** – The high speed LightSheer HS handpiece, in particular, is faster and more comfortable. It’s also less messy; you don’t use gel and you don’t need numbing cream. I treat 100% of my hair removal patients with the LightSheer Duet and about 95% with the high speed system. The only reason I can’t treat everyone with the high speed handpiece is simply because some people want their upper lip treated or their chin treated, and we can’t use it on those areas. I use the LightSheer HS handpiece on everyone else, even when treating the bikini line.

**Girish Munavalli, M.D.** – The LightSheer Duet is very flexible; you’re already starting with proven LightSheer technology. I still use the diode

laser for a lot of hair removal on the face and for a variety of skin types, but the spot size available, and the time it takes to perform a treatment, has vastly improved with the newer handpiece. The LightSheer Duet allows you to treat body parts such as the back, chest and arms in a much shorter time when using the high speed handpiece. For me, flexibility is a big reason why I like it.

What is the learning curve of LightSheer Duet for new users?

**Dr. Gilbert** – The LightSheer Duet has a very quick learning curve, especially if you have any experience with laser hair removal. You can gain an understanding of the device within a couple days.

**Dr. Goldman** – It is basically see one, do one, teach one. This is a particularly easy machine to use, and it requires very little additional training. If you have experience with any form of laser hair removal, this should be a no brainer.

**Dr. Munavalli** – Lumenis spent a lot of time developing the touch screen interface which includes physician recommended settings in terms of matching your pulse width to the

Treatment Times Reduced Up to 75%...		'Tx Speed'	
Before & After High Speed LightSheer Duet			
Treatment Area	Avg. Tx Time Before?	Tx Time Now w/HS LSD?	%Time Reduction
Back*	60 min	15-20 min	67-75%
Chest	40 min	15 min	67%
Shoulders	20 min	10 min	50%
Underarms	10 min	4 min	60%
Full Legs	60 min	20 min	67%
Lower Legs	45 min	15 min	67%
Bikini Area	15 min	5 min	67%

\*Note: Chest data provided by Beth Haney, NP; Back data by NP Haney, Dr Dierickx, Dr Goldman.

**Treatment Comfort and Speed Comparison**

In a side-by-side treatment comparison using the High Speed LightSheer Duet and 755nm Alexandrite (on a man’s back), the pain scale illustrated above shows patient rating of relative comfort and in the center also illustrates relative treatment speed.



**Girish Munavalli, M.D., M.H.S., F.A.A.D.**  
 Medical Director  
 Dermatology, Laser and Vein  
 Specialists of the Carolinas, PLLC  
 Charlotte, NC, USA

*“The vacuum assist has two effects. First, it improves the efficacy of treatment, and second, it reduces patient discomfort.”*

patient’s hair and skin type. This is an advantage for people who are newer users. In addition, the LightSheer Duet also allows customized settings, which means that as you become a more advanced user, you can try different pulse widths for people who have more problematic hair removal issues. For these reasons, the LightSheer Duet is a good device for both beginning and advanced users.

Do the LightSheer ET and LightSheer HS handpieces work well together?

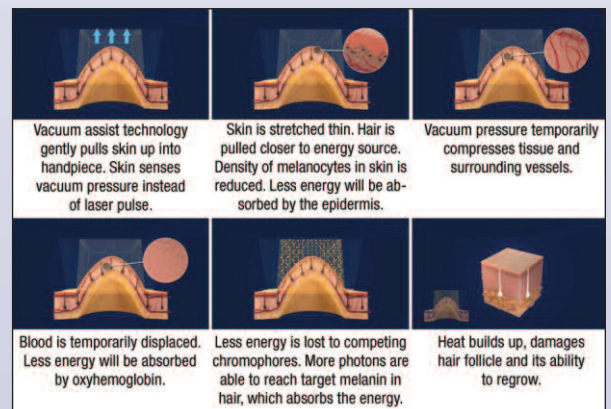
**Ms. Haney** – The novelty of the two treatment heads comes in when treating more than one area. If you are using the LightSheer HS for high speed and need to treat a smaller area, you simply lift the smaller LightSheer ET handpiece out of its holster, and you are ready to go. You don’t have to wait for the device to turn on and get calibrated. You can easily switch back and forth between either handpiece as needed.

For example, when we are treating women’s legs, we will treat as much as we can with the LightSheer HS and then switch over to the LightSheer ET to treat the ankles and toes.

**Dr. Munavalli** – You can use the older, more established handpiece for smaller areas where it might be difficult to achieve suction, such as the upper lip, sideburn areas or the chin. These are all areas where it is too small to employ the HS handpiece. In other areas that you’re treating it is very easy to switch back and forth between handpieces. You can treat a patient’s chin and upper lip, and then turn right around and treat their back and legs. It’s all there in the same device. Furthermore, you don’t have to move the patient to a different room or turn on a different handpiece. This saves time and space, and depending on your practice, your room space may be somewhat limited.

How does the LightSheer Duet’s vacuum assist mechanism contribute to the device?

**Dr. Gilbert** – The vacuum assist has two effects. First, it improves the efficacy of treatment, and second, it reduces patient discomfort. When the vacuum assist goes into action, it gently pulls the skin into the handpiece. Not only does this decrease the amount of discomfort the patient perceives, it also brings those hair follicles closer to the skin’s surface, making it an easier target to reach with the diode laser.



Axilla before Tx



Axilla eight months after six LightSheer Duet (HS hp) treatments

Photos courtesy of Girish Munavalli, M.D.

*“All of our patients have appreciated the shorter treatment time, especially the men. They appreciate being in and out of the office in twenty minutes and they appreciate the increased comfort.”*

**Dr. Goldman** – The vacuum assist is an integral part of the LightSheer Duet. It has a number of key functions. One important function is that, by producing suction, the vacuum decreases competing chromophores so that the laser light interacts more efficiently with the desired target – melanin in the hair follicle – and less energy is lost to pigment in the skin or blood flow in surrounding tissue. The vacuum also stimulates nerve endings using the Gate Theory, so that it fools the body into perceiving less pain. Finally, the vacuum helps to stretch the skin and pull the hair follicles closer to the diode surface to allow for deeper penetration.

**Ms. Haney** – The vacuum system is a built-in safety feature because the laser will not fire unless it has a good seal on the skin, so there is less risk of burning injuries, eye injuries or other injuries. The patient feels the vacuum sensation, or a slight amount of pressure, right before the diode fires. By feeling this pressure, the brain is already aware of sensation in the treated area, so the laser pulse doesn't come as such a shock. The laser delivers the pulse and it is much more comfortable for the patient.

**Dr. Munavalli** – Vacuum technology has been one of the bigger advantages in laser technology in the past five years. It doesn't change the laser itself; instead, it changes the way the skin interacts with the laser. The fact that you don't have to use as much energy to get the same effect is always a good thing, for both patient tolerance and for the preservation of the epidermis. The vacuum hand-piece essentially allows for the use of less energy to accomplish the same effect.

#### How have men, in particular, responded to the high speed LightSheer Duet?

**Dr. Gilbert** – Men love this device, because instead of being in our office for two hours, they are only being treated for approximately thirty minutes. From the standpoint of convenience, this is a wonderful thing. They can get back to work quickly and have a productive day; it's not an entire day spent in the physician's office.

**Dr. Goldman** – We have observed an increase in the number of men we treat, especially in the number of male backs. Men typically do not respond well to pain. So, this being a far more comfortable procedure, it elicits a far more positive response from men.

**Ms. Haney** – All of our patients have appreciated the shorter treatment time, especially the men. Instead of spending an hour and a half, or an hour and forty five minutes getting their back treated (very painfully, I might add), they appreciate being in and out of the office in twenty minutes and they appreciate the increased comfort. Wives send their husbands in to get hair removal. Next thing you know, the wife has scheduled an appointment for hair removal, as well.



Axilla before Tx



Axilla eight months after six LightSheer Duet (HS hp) treatments

Photos courtesy of Girish Munavalli, M.D.

*“Patients who have received the treatment tell their friends. At our practice, we have developed an incredible referral base for hair removal treatments because of the LightSheer Duet.”*

**Dr. Munavalli** – In a six foot male, with a full back treatment, we can now perform a laser hair removal procedure in about 20 to 25 minutes. That’s compared to the older LightSheer device where it would take, on average, about an hour or more. This compares very favorably to other 10 to 12 mm spot laser handpieces. In fact, I would argue that the LightSheer Duet is even faster, given the spot size is much bigger.

[How do patients who previously received hair removal treatments respond to the LightSheer Duet?](#)

**Dr. Gilbert** – Patients often point out that the amount of discomfort is greatly diminished. In addition, patients who have received previous hair removal treatments often comment on the faster treatment time; especially women when we’re treating larger areas such as the legs because we are now able to cover these large areas in a very short period of time.

**Ms. Haney** – Our patients who received hair removal treatments with different devices have really appreciated the speed and comfort of the high speed handpiece. As for patients who previously never had hair removal treatment, the reason they hadn’t received the procedure was because they heard about the disadvantages of traditional hair removal technology. These new patients come in because they have either heard of the advantages that the LightSheer Duet offers, or because they’ve decided they can no longer tolerate their situation. When they do receive a treatment with the LightSheer Duet, they wonder why they waited so long to come in.

**Dr. Munavalli** – I had a situation the other day where a patient of ours who is a large gentleman came back into the office for laser hair removal. He had been treated on the back with the older LightSheer and he suspended his treatments for a time. When he came back to the office, we offered him a treatment with the new high speed handpiece. He was raving about the difference between the two.

[How do you publicize the availability of the LightSheer Duet in your practice?](#)

**Dr. Goldman** – In our practice we promote the LightSheer Duet primarily through word-of-mouth. Patients share their positive experience receiving LightSheer Duet hair removal treatments with friends, family or other patients.

**Ms. Haney** – Many patients come in having already heard about the LightSheer Duet. Once you start treating your office staff and new patients with the device, the word spreads. Patients who have received the treatment tell their friends. At our practice, we have developed an incredible referral base for hair removal treatments because of the LightSheer Duet.

**Dr. Munavalli** – While the LightSheer Duet itself is still fairly new, the LightSheer name is pretty well known and established as proven technology. We have patients who ask us about receiving treatments with LightSheer because they know



Lower abdomen before Tx



Lower abdomen eight months after six LightSheer Duet (HS hp) treatments

Photos courtesy of Girish Munavalli, M.D.

*“LightSheer Duet meets a need in the practice because practitioners can maintain their price while at the same time fitting more patients into the daily schedule.”*

and recognize the name and associate it with hair removal. At that point, we can inform these prospective patients that we have the most cutting edge version of LightSheer technology currently available.

For other patients, we promote the LightSheer Duet as a less painful and more rapid treatment option for hair removal; it's exactly what patients want. The idea of a more rapid option for laser hair removal builds up a good reputation for the practice. Patients commit their time to visiting your practice for these treatments; you want to make the experience as pleasant as possible. Reducing discomfort is one aspect of that, which the LightSheer Duet accomplishes. Creating a pleasant experience for the patient also means reducing treatment time. So when you offer a new technology that reduces discomfort and also reduces time spent in the treatment room, you don't need to sell patients on the procedure. They understand the benefits; it speaks for itself.

#### How does the LightSheer Duet contribute to the practice?

**Dr. Gilbert** – With this device, we are able to decrease our prices as a result of the faster treatment times. In our practice we are essentially charging about half of what we had previously charged for backs and legs. Patients understandably appreciate the reduced costs. Not only do the patients appreciate it, but it also allows us to be more competitive with some of these fly-by-night clinics that pop up all over the country and lowball the established practices.

A major advantage with the LightSheer Duet involves practitioners being able to consider what it can do for their practice in one of two ways depending on how busy they are. If they have an exceptionally busy practice then the high speed LightSheer Duet meets a need in the practice because practitioners can maintain their price while at the same time fitting more patients into the daily schedule. This has the obvious effect of increasing income.

On the other hand, if their practice isn't at full capacity because they are competing against small clinics, then instead of maintaining their price structure, they can lower their price. They can do this because, with the LightSheer Duet, they are moving the patients in and out much more quickly. The laser room is not tied up for as long and the staff does not need to devote as much time to each patient.

So, if you have patient volume, you can keep prices the same and fill in your schedule more effectively. If you don't have the volume due to competition, then you can lower your prices and make your practice more attractive to patients who might otherwise consider another clinic. You're competing for a larger patient base.

**Dr. Goldman** – The LightSheer Duet does not change the way we approach hair removal; it just makes it a more enjoyable procedure to perform. Whenever a treatment is painful, the person doing the treatment always has an empathetic reaction and feels that person's pain. Our patients aren't feeling the pain anymore, so we don't feel the pain anymore.



Axilla before Tx



Axilla three months after five LightSheer Duet (HS hp) treatments

Photos courtesy of Moshe Lapidoth, M.D. and Shlomit Halachmi, M.D.

*"The LightSheer is a clinically proven laser for hair removal and the new High Speed LightSheer Duet maintains efficacy and improves the speed and comfort, which makes it more appealing for both the patient and the provider. We assessed this in a head-to-head evaluation of the two handpieces in our first group of LightSheer Duet patients. We treated the right axilla with the ET and the left with the HS. After five treatments, the efficacy was nearly equivalent, and patients strongly preferred the LightSheer HS citing less discomfort with the HS handpiece. Furthermore, the ability to pick up either the ET or HS handpieces during treatment provides great flexibility."*

– Moshe Lapidoth, M.D. MPH (Director)  
Shlomit Halachmi, M.D., Ph.D.  
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Center, Israel

*"We have been very impressed with the results, both in a clinical trial setting and in using it on our normal patient population."*

**Ms. Haney** – It cuts down my scheduling time for treatment so much that I can see twice or even three times as many hair removal patients in the same amount of time. It's much faster and easier, with no mess. My nurse loves the LightSheer Duet for the same reasons. We previously would look at the schedule and think: oh no, I have another 90 minute hair removal treatment, and by the end of it the room will smell like singed hair. Now, we think, this is just another twenty minute, in-and-out procedure.

We have had an incredible referral base because of the LightSheer Duet. I am also directly rewarded by increased patient comfort. Nobody likes hurting people. The LightSheer Duet is just so much more comfortable for patients and provides the same results.

What kind of results have you been achieving with the LightSheer Duet?

**Dr. Gilbert** – We have seen excellent results. With the parameters we have, we are getting optimal results with the LightSheer Duet at this time.

**Dr. Goldman** – The results have been outstanding. I have even had the treatment performed on my own back.

**Ms. Haney** – Results are long lasting. The results with the high speed handpiece have been very comparable to the ET handpiece. The LightSheer diode laser is a gold standard in hair removal, and with the HS handpiece, we are obtaining very similar results. Depending on the character, amount and location of the hair, you can get anywhere from 70% to 90% permanent hair reduction.

**Dr. Munavalli** – We have been very impressed with the results, both in a clinical trial setting and in using it on our normal patient population. I know that there are probably thirty devices or more that are cleared for hair removal, but I find it nice to stick with a name that has a proven track record. Furthermore, there are a lot of new technologies that try to increase the efficacy of laser treatment, vacuum technology is one that has really proven itself. With this new vacuum technology fully integrated into the LightSheer Duet, it helps to make a tried-and-true platform even better.

For additional information:

[www.lightsheerduet.com](http://www.lightsheerduet.com)  
[www.highspeedlightsheer-challenge.com](http://www.highspeedlightsheer-challenge.com)  
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