



## Pagani Cryo T-Shock Treatment Protocols

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The Pagani CRYO T-SHOCK is the only device in the esthetics world that employs Thermal Shock technology. Depending on the desired effect the T Shock alternates hot and cold at varying times, temperatures and sequences to: kill fat cells; reduce the signs of cellulite; tighten loose crepey skin; stimulate skin which has lost its elasticity, and: reduce the overall signs of aging.

- The T Shock hyper stimulates the skin and tissue, greatly speeding up all cellular activities.
- The results that thermal shock achieves also applies to the skin. It immediately improves appearance by tightening skin and causing a healthy glow.
- Multiple sessions result in increased collagen and elastin.
- This technology causes blood vessels and capillaries to expand by up to 400% which greatly improves the skins permeability and consequential product absorption ability.

# What is the Cryo TShock

## Front Desk Elevator Pitch

The Cryo T Shock is a non-invasive, all natural approach to body contouring. Warm and cold are modulated at varying times and temperatures according to the desired effect. So, if you're looking to remove unwanted fat or cellulite, reinvigorate loose, aging skin or turn back the clock on your face, neck and decolette, the T Shock can deliver. It comes with an array of pre-programmed protocols so all you do is sit back and let one of our estheticians or massage therapists do the work. It's safe, painless and invigorating.

## Cryo T Shock - T Stands for Thermal

The Cryo T Shock is the only body contouring device which can perform a myriad of functions, including: fat cell necrosis; cellulite reduction; skin tightening and toning, plus facials.

The T Shock is a gas free and non invasive treatment. It is a healthy approach to skin rejuvenation, fat and cellulite reduction, sports recovery and lymphatic drainage. The Cryo TShock employs a unique technique not utilized by any other piece of equipment in the marketplace today, where warm and cold are used in conjunction and applied directly to the clients skin.

**T Shock Facial, Neck and Décolleté Functions & When To Use Them:** All skin rejuvenation treatments should be performed a minimum of 5 treatments in a cluster of every 2 to 3 days nonstop. Once desired results are achieved a 2 to 3x a month maintenance schedule is recommended. If you perform skin rejuvenation treatments once a week, desired results will never be achieved.

- **Facial Applications**

- **Anti Aging** - To be used on anyone who wants to reduce the aging process. Prevention and recovery from the signs of aging (wrinkles, lines, skin laxity, skin spots, etc)
- **Face Lift** - Designed for anyone who wants to quickly obtain a smoother, radiant, luminous, toned skin. The “Red Carpet” facial before a special event.
- **Cuperous** - For the treatment of Rosacea
- **Brightness / Blending or Clearing** - For the treatment of Acne
- **Toning** - Combine with anti-age for treatment on advanced signs of aging. Run anti-age, coupler work, toning then repeat on the other side.
- **Coupler Use** - Use adjunct following anti-aging or face lift facial to fine tune areas, reduce fine lines. Area of focus; frown lines on forehead, elevens, crow’s feet, smile line, under eye puffiness, upper lip aging. Suggested coupler temperature range of 4C to -6C on fine line work.

- **Neck and Décolleté Applications**

- **Double Chin** - Cold Setting used to contract the skin giving the appearance of a smaller more tailored under chin area. This is not a fat reduction.
- **Wrinkles** - 2 min heat, 10 min of cold, 2 min of heat use to reduce severe wrinkles and crepey skin on the neck. Focus on tone of the skin while slight tightening effect.
- **Tissue Stimulation:** 2 min heat, 5 min cold, 2 min heat - a faster switch of temperatures using thermal shock to tighten loose hanging skin. Turkey neck reduction. Focus is on tightening skin.
- **Décolleté** - Cold setting focusing on tone and texture of the skin while reducing wrinkles.
- **Coupler use** - Can be used on wrinkles or to contour around jawline. Suggested coupler temperature of 0C for this area.

## T Shock Functions & When To Use Them:

All skin rejuvenation treatments should be performed a minimum of 5 treatments in a cluster of every 2 to 3 days nonstop. Once desired results are achieved a 2 to 3x a month maintenance schedule is recommended. **If you preform skin rejuvenation treatments once a week, desired results will never be achieved.**

- **Body Definitions**

- **Muscle Relaxing** - For tight muscles in legs or back.
- **Slimming** - Used for clients who are undergoing rapid weight loss or gastric bypass surgery. It contracts the skin proportional to the weight loss. Not a fat reduction protocol.
- **Toning / Tissue Stimulation / Definition**
  - **Toning** - To tighten and renew loose, crepey skin. Focus is on toning and tightening of skin.
  - **Tissue Stimulation** - To be used if you have a client with loose skin and good underlying muscle tissue. Should also be used for a Turkey Neck (loose skin on the neck). Focus is to tighten loose hanging skin.
  - **Definition** - Used following a series of Toning Sessions as a finishing touch. Can also be used by fitness competitors or anyone with minimal fat to accentuate muscle tone.
- **Drainage**
  - Valuable for clients suffering from Edema, Heavy Legs, Slow Metabolism.
- **Fat Removal**
  - Reduce fat when diet and exercise isn't enough. All fat reduction treatments should be completed once every 2 weeks in the same area until desired results are achieved.
- **Cellulite**
  - All cellulite reduction treatments should be completed once a week nonstop until desired results are achieved.

# Cryo T-Shock **Facial / Neck / Décolleté** Treatment Protocols

Body Part	Program	Frequency	Minimum Sessions	Session Time Minutes	Maintenance
Face / Neck	Face Lift	1-3x/week	1-2	11' /side	
	Anti-Aging	2-3x/week	5-8	13' /side*	2x/month
	Brightness (acne)	2x/week	2-3	15' /side	
	Couperose (Rosacea)	1x/week	3	8' /side	
	Décolleté	1-3x/week	3-5	14'	2x/month
	Double Chin	2-3x/week	3-5	10' /side	
	Wrinkles	2-3x/week	5 to 6	12'	2x/month

\* Session time increased by 4 minutes per side of face with coupling detailer. Use at -6C.

# Anti-Aging Facial Treatment Modification and Coupler Usage

- This is an addendum to both the male and female Anti-Aging facial which will help address problem areas. Anti-aging treatment time increases from 18 to 28 minutes.
  - Perform pre-programmed procedure on one side of face at 7 C.
    - If client handles temperature without discomfort, modify to 4 C for subsequent treatments.
  - **Attach facial coupler**
  - Go to F1 setting and select cold (snowflake) or you can program it to be in F2 under memory folder.
  - Adjust time appropriate to amount of aging from 3-5 minutes
  - Adjust temperature to 4 to -6C (this is necessary as with the additional metal you lose the temperature)
  - **Use coupler to address** (crows feet, upper lip aging, smile line, forehead wrinkles, under eye puffiness). Coupler should be used in a similar fashion to an iron, moving back and forth 3 to 5 swipes (if they handle cold well you can do 10 to 15 swipes) on each section before moving on to the next area.
  - Repeat process on other side of face following Anti-Aging treatment
  - Can also be used following Face Lift treatment to reduce fine lines and signs of aging

## Cryo T-Shock **Arm** Treatment Protocols

<b>Body Part</b>	<b>Program</b>	<b>Frequency</b>	<b>Minimum Sessions</b>	<b>Maintenance</b>
<b>Arms</b>	Fat Removal	1x/every 2 weeks	5	None
	All Cellulite	1x/week	5	2x/month
	Toning / Slimming	2-3x/week	5	2x/month
	Definition	2-3x/week	5	2x/month
	Drainage	2x/week	2	2x/month
	Tissue Stimulation	2-3x/week	5	2x/month



## Cryo T-Shock **Legs** Treatment Protocols

<b>Body Part</b>	<b>Program</b>	<b>Frequency</b>	<b>Minimum Sessions</b>	<b>Maintenance</b>
<b>Legs</b>	Fat Removal	1x/every 2 weeks	5	None
	All Cellulite	1x/week	5	2x/month
	Toning	2-3x/week	5	2x/month
	Drainage	2x/week	2	2x/month
	Tissue Stimulation	2-3x/week	5	2x/month
	Muscle Relaxing	2x/week	1	As needed
	Slimming	2-3x/week	5	As needed

## Cryo T-Shock **Abdomen** Treatment Protocols

Body Part	Program	Frequency	Minimum Sessions	Maintenance
Abdomen	Fat Removal	1x/every 2 weeks	5	None
	Toning / Slimming	2-3x/week	5	2x/month
	Definition	2-3x/week	5	2x/month
	Drainage	2x/week	2	2x/month

## Cryo T-Shock **Hip** Treatment Protocols

<b>Body Part</b>	<b>Program</b>	<b>Frequency</b>	<b>Minimum Sessions</b>	<b>Maintenance</b>
<b>Hips</b>	Fat Removal	1x/every 2 weeks	5	None
	Toning / Slimming	2-3x/week	5	2x/month
	Definition	2-3x/week	3	2x/month

## Cryo T-Shock **Gluteus** Treatment Protocols

Body Part	Program	Frequency	Minimum Sessions	Maintenance
Gluteus	Fat Removal	1x/every 2 weeks	5	None
	All Cellulite	1x/week	5	2x/month
	Toning / Slimming	2-3x/week	5	2x/month
	Definition	2-3x/week	5	2x/month
	Drainage	2x/week	2	2x/month
	Tissue Stimulation	2-3x/week	5	2x/month

## Cryo T-Shock **Back** Treatment Protocols

<b>Body Part</b>	<b>Program</b>	<b>Frequency</b>	<b>Minimum Sessions</b>	<b>Maintenance</b>
<b>Back</b>	Fat Removal	1x/every 2 weeks	5	None
	Toning / Slimming	2-3x/week	5	2x/month
	Definition	2-3x/week	5	2x/month
	Muscle Relaxing	2x/week	1	As Needed

# Fat / Cellulite Reduction Optimization

For larger clients with higher BMI or those with dense hard fat you may need to adjust Fat Removal / Cellulite setting on cooling phase for the abdomen, legs, gluteus and back to achieve the applicator range of 0C to -4C. Be ready to make adjustments if needed on the cooling phase from -3C to -10C.

- Manually adjust the temperature setting from the pre-programmed. This step can be performed prior to or during the treatment.
- During this and any fat or cellulite treatment cycle you should be shooting for the **temperature applicator display to read between 0 and -4C**. The longer you can maintain those temperatures the better the fat cell reduction.. (your treatment temp on the applicator read out should not go below -5 for any length of time)
- Do not reduce the working temp on cooling phase below -8C for fat removal on the arms as it's too cold. It's best to use the pre-programmed setting. (your treatment temp on the applicator read out should not go below -4 for arms)
- You should also counter the colder temperatures by increasing the temperature on the third and final leg of the cycle to 41C and the time to 4-5 minutes.
- The exception to this adjustment is for people with low BMI who you can run treatments on at the current settings.

## \* Following Each Fat Removal or Cellulite Treatment

- For Fat Removal and Cellulite treatments to be successful it is essential that the client take steps to facilitate lymphatic drainage following each session. Several methods to fulfill this requirement:
  - A vigorous 30 minute aerobic workout the same day as the treatment
  - 30 minutes of compression
  - 15 minutes on a vibration plate
  - A dry heat sauna
  - A massage
  - Dry brushing
  - Cryo T Shock drainage
- **It is important your client be an active participant.** If the BMI is above 24.9, they should be following a weight reduction diet and on a regular exercise program. If they are consuming more calories than being burned in a day, it is possible to gain weight during treatments.

## **Contraindications:**

- Kidney Disease
- Active Chemotherapy or chemotherapy within the last 12 months
- Pregnancy
- Dialysis
- Severe Diabetes where sensation has been lost in the extremities
- Polyneuropathy
- Do not treat over Varicose Veins
- Untreated abdominal hernias
- No Botox within 2 weeks
- No Fillers within 4 weeks

## **Combining Treatments**

- Never combine more than one large and one small body part for fat freezing as you do not want to overburden the lymphatic system with too many lipids.
  - Acceptable: arms/legs, arms/stomach, arms/back, buttocks/legs
  - Not Acceptable: legs/stomach, legs/back



## Combining Cryo T Shock Treatments With Other Services

### With WBC

It's beneficial to combine whole body cryotherapy with body firming, cellulite reduction and fat freezing as it will accelerate the effectiveness of the treatment. The T Shock treatment triggers the fluids that bind fat cells together to crystallize. This crystallization destroys the fat cells and releases the bonds that hold them together. The sub freezing temperatures of whole body cryotherapy following the T Shock session will accelerate this process.

Here's the sequential protocol:

- Cryo T Shock Fat Freeze or Cellulite treatment
- 20-30 minutes in Norma Tech boots, vibration plate or massage to facilitate lymphatic drainage.
- One three minute WBC treatment

# Combining Cryo T Shock Treatments With Other Services

## With CryoFacial

- Incorporating the Cryo T Shock Anti-Aging facial protocols 2x/week with 2-3x/week Cryo Facials will greatly accelerate results. Visible improvement in skin tone is evident from a single Cryo T Shock facial.
- To prevent drying the skin, each treatment should be followed by the application of an anti-aging moisturizer.
- Following each Anti-aging facial with light therapy will accelerate results

# Cellulite Types

Stage	Type of Cellulite	Comments
I	Edematous Cellulite	This type is caused by water retention due to poor blood and lymphatic circulation. It is important to drain toxins and reactivate circulatory exchanges.
II	Fibrous Cellulite	This type of cellulite is often associated with excess weight. It is necessary to stimulate natural fat release.
III	Sclerotic Cellulite	This type is harder to get rid of because it has been present for a long time, is compact and often painful. The tissues must first be softened before sclerotic cellulite can be removed.

The Cryo T Shock stimulates the skin and fatty tissue to soften them and make them less fibrous. At the same time, this stimulation helps to release fat and to activate blood and lymphatic circulation. Simultaneously, the hot/cold action of the head shocks the cells to stimulate natural fat release and firms skin to give it back its tonality and a dimple-free aspect.

# What Is Cellulite?

Cellulite is a popular term to describe fat deposits under the skin. It is characterized by a dimpled or orange-peel appearance due to structural changes underneath the skin's top layer. Cellulite is a perfectly normal and harmless condition, however, it is a cosmetic concern of many people.

- Cellulite is a normal occurrence resulting from uneven fatty deposits, mostly below the waistline. In women, fat is arranged in large chambers underneath a fairly thin layer of skin. These chambers are separated by columns of collagen fibers. In obese (overweight) people, too much fat is being stuffed into these chambers, causing the pitting and bulging of the skin. In addition, as women age, the fibers shrink and thicken, pulling the skin downward. This results in a quilt-like appearance on the skin surface, especially in areas such as the buttocks, thighs, or hips. Most women develop cellulite as they age, regardless of their race. According to some studies, as many as 95% of women over age 30 develop some form of cellulite in their body
- Female hormones (estrogen, and to a lesser extent, progesterone) play important roles in the formation of cellulite. Estrogen stimulates the storage of fat, which is needed for menstruation, pregnancy, and lactation. In addition, during the later phases of pregnancy, estrogen also causes the breakdown of collagen fibers to relax the cervix, making it possible for a woman to deliver her baby. This collagen breakdown sets the stage for the formation of cellulite. Progesterone may also contribute to the cellulite problem by weakening veins and causing water retention



## Suggested Pricing

- Most locations employing the Cryo T Shock are meeting little resistance in pricing their facial and body treatments at \$350 a session. When compared to Cool Sculpting, which is the standard by which T Shock treatments will be judged, \$350 is a bargain. Cool Sculpting treatments are priced by the number of pads used and can range between \$700 - \$1,500 per session. Multiple sessions are required. Cool Sculpting is usually only effective on individuals with a BMI of 35 or lower.
  - Cool Sculpting is only available for Fat Loss
  - Cool Sculpting cannot perform: Cellulite Reduction; Skin Tightening; Facials; Drainage
- Pricing is determined by your marketplace conditions so you are by no means bound to the pricing suggested above however, note that this pricing is being employed in both urban and suburban markets

## Suggested Single Session Pricing

- Facial / Neck / Decollette - \$150-175 single. \$699 - 799 five pack.
- Fat Freezing (any body part) - \$350 single. \$1,500 five. \$2,500 ten
- Cellulite (legs, gluteus, arms) - \$350 single. \$1,500 five. \$2,500 ten
- Toning / Tightening - \$250 single. \$1,199 five. \$2,100 ten
  
- Keep all fat and cellulite treatment to one hour.
  - If slender, toned frame then include hips with stomach treatment using 30 minutes on each half (1/2 of stomach and hip)
  - If larger frame or more fat then one hour for stomach alone
  
- Once a client has undergone an intensive series of consecutive treatments and they achieve the desired results it's suggested to charge reduced pricing for maintenance which is generally two remedial treatments a month (cellulite, toning, facials). No maintenance for fat reduction once the desired result is achieved.