

Frequently Asked Questions

By Those Considering Low Level Laser Therapy

What's The Difference Between The QSeries Lasers & _____?

This is a very common question, and the answer is essentially the same regardless of which competing laser you insert into the blank area of the question. The major difference between our products and every other product available is, **We Provide You With A Low Level Laser Therapy SYSTEM The Competition Sells You An Individual Tool.**

Why is having a system important? Simply because no individual laser tool can possibly do everything you need it to do. Think about all the tools required just to change a faucet or fix a leaky sink. You might try to “fix” a leaky pipe with duct tape ... but we all know that it wouldn't be the best tool for the job.

In the same respect, trying to use a single laser device ... for all the problems you see on a daily basis ... is similar to the duct tape example. Many, many times, you will be forced into trying to use the wrong tool for the job.

Your results (and the patient's health) will suffer, because there is simply no way you can be effective using the wrong tool.

Our entire system (which is priced less than or equal to many competing companies individual tools) is comprised of: the Q1000 to be used for soft tissue and organ problems; the 808 Enhancer; to be used for hard tissue (cartilage, tendon, ligament, bone & nerve) problems; the 660 Enhancer to be used for trigger point release and non-invasive laser acupuncture.

Don't try to force a “duct tape” solution on your patients – get a system which provides the right tool for every problem!

_____’s Laser Is Programmable With Custom Frequencies...Is Yours?

Yes. Yes, you can have custom frequencies programmed into the Q1000.

One “frequency” benefit of our Q1000 that most competitors can't match is that 31 pre-programmed frequencies come standard on the unit. You have pre-programmed frequencies for (1) pain and inflammation, (2) the heart and brain, (3) the body's organ system. And most professionals find that these pre-programmed modes will handle around 85% of their daily patient needs.

Another confusing aspect of this programmability question has to do with what you actually get when you program competitor's products.

For example, when you program the Erchonia PL5™ unit, you can enter up to four unique frequencies at a time. All four frequencies you just entered are delivered across their single 635 nm wavelength, give you a total of four (4) combinations of wavelength and frequency.

Compare that to Mode 3 of the Q1000 (Organ mode) that consists of 29 unique frequencies. The Q1000 cycles through each of these 29 frequencies, delivering them simultaneously across all seven (7) of the Q1000's unique wavelengths ... for a results skyrocketing 203 combinations of wavelength and frequency.

4 unique combinations (with the PL5) for the body to choose what it needs from versus 203 unique combinations (with the Q1000) – which would you want to provide to your patients ... yourself ... your spouse?

To produce the same results as the Q1000, you'd literally have to re-program the PL5 ... and re-treat the patient ... 51 times! And you still wouldn't get the same results because with the PL5 you would still be delivering every new frequency across the same wavelength.

Understanding what you are getting – and what it can/will do for you – is crucial before making an investment in low level laser therapy equipment.

_____ Says 635 (or 830, 904, etc.) Is The Most Beneficial Wavelength. Who Is Right?

Actually, and this may surprise you ... they ALL are right to a certain degree! What?

It's true. All wavelengths utilized by the major low level laser manufacturers have been shown in clinical research to produce results. For a pretty comprehensive listing of clinical research studies you can visit www.laser.nu.

Unfortunately most of the major manufacturers ... except one ... have chosen to only offer one wavelength in their products. Why? Who knows? But let me ask you a question. ...

If you were charged with marketing and selling a low level laser therapy device that had been engineered with only one wavelength – wouldn't you probably make the same statement as is made in the question for this section?

If you said anything other than “635 is the most beneficial wavelength” you’d be out of business pretty quickly right. So, if the research shows that more than one wavelength is beneficial (and it does), why have the majority of these competing manufacturers chosen to limit their possible results and benefits by only using one wavelength?

Doesn’t make any sense does it. Which is exactly why the Q1000 has been engineered with seven (7) of the wavelengths shown to be most beneficial in the clinical research studies.

While I can’t give you the exact wavelengths ... they are proprietary and a trade secret ... I can give you the range they fall within ... the high 400’s to the low 900’s. So the Q1000 effectively presents the body with the full spectrum of healing wavelengths.

In laser therapy, as you’ll see in an upcoming FAQ, more isn’t always better. But this is one case where you would be a fool to settle for only one wavelength when you can have seven!

I’m Worried About What Will Happen After I Buy Your Product. What If I Need Help?

This is an excellent question, and one that you should ask of every manufacturer you are considering ... before making your final decision.

Post-sale support is crucial to your success and there are simply too many fly-by-night companies operating in this field. You must be careful about who you decide to work with.

One of the ABSOLUTE CONDITIONS of doing business with us is that you must agree to call us whenever you have questions. Period. No excuses allowed.

We don’t want you sitting around trying to figure out how to solve a problem yourself. That’s what we are here for – and with over ten years of experience, we’ve likely heard your question hundreds of times before – and can provide you with a quick and easy answer.

I’m Confused About The “Depth Of Penetration” Issue. A Couple Of Major Manufacturers Say That Nothing But A Class IV Laser Will Achieve The Penetration Necessary For Success, But I’m Concerned About Safety?

And you should be concerned about the safety of the Class IV products. Some of these devices can emit up to 7.5 WATTS – which definitely IS NOT low level laser therapy – and, if used incorrectly ... even for a second ... could have devastating consequences.

Low level laser therapy is defined as devices that produce below 1 watt of power. And most low level lasers that stay within these boundaries are completely safe.

I think you’ll find the following excerpt from a well respected journal interesting with regards to the potential penetration of regular low level laser therapy products.

“In particular, red and near-infrared wavelengths have been proven to have extensive biostimulatory effect. Near-infrared light can penetrate up to 25 cm into biological tissues. Journal of Clinical Laser Medicine and Surgery, August 2003, Pg. 233.”

And they’re not talking about potentially dangerous Class IV laser devices – which weren’t readily available at the time of the article. They are referring to Class III devices like our 808 Enhancer.

25 cm is 10 ½ inches! How much deeper do you need to go?

In addition, the Q1000’s twelve (12) true laser diodes are constructed and engineered so that the energy from this SAFE Class I laser device will go to any point in the body.

Do Your Lasers Require Eye Protection?

The Q10 and Q1000 products are Class I (non-significant risk) laser devices and do not require eye protection.

The 660 and 808 Enhancers are Class IIIa and Class IIIb devices respectively, and technically, the FDA requires us to tell you that eye protection is required for this laser classification.

However, because of the way the Enhancers are engineered, there is virtually no risk of eye damage from their use. A simple demonstration proves this point.

When you turn on a “normal” Class III laser device – like a common \$35 laser pointer (yes, they are Class III devices!) and shine it on a wall from a distance of one foot, you get a pinpoint of light approximately the size of the point below.

Common Laser Pointer 1 foot Wall = •

The output circle is the well-known, intense and bright dot. But, when you perform the same experiment with either the 660 Enhancer or the 808 Enhancer, you get dramatically different results ...

660 Enhancer 1 foot Wall = • = 14 inches!

That’s right, at one foot, the output circle of the 660 Enhancer is a soft, safe 14 inches!

How can this be?

For reasons having to do with how well the body best accepts the laser energy, the laser beam has been slightly defocused (making it safer) and the beam passes through two inches of high-quality quartz crystal before leaving the unit. The quartz crystal imparts a benefit-enhancing left-hand spin on the energy and helps to further soften (i.e., more safety) the beam.

The result is a Class IIIa device that presents little if any actual risk to the eye!

Please note that while it is more difficult to see, this experiment performed with the 808 Enhancer would produce virtually identical results, meaning that you also have a Class IIIb device that presents virtually zero risk to the eye.

Some Of The Products I've Reviewed Are Contra-Indicated For Some Uses ... Are Yours?

The Q Series Lasers were studied in vitro by Stoneybrook University who concluded: *“These results strongly suggest that the lasers are truly safe for human use and do not induce cytotoxicity when employed at the maximum recommended exposure period. Although this data was not requested to be specifically designed for applications to Federal agencies for use with human volunteers, it is fully consistent with the type of results frequently sought by such agencies as evidence of safety and tolerance when the devices are used as recommended.”*

The Q1000 is safe to use on any part of the body and has no contra-indications.

Can Low Level Laser Therapy Stimulate Cancer Cells?

The research that has been done has indicated no possibility of promoting cancer growth when using our type of non-stimulating laser. The following is directly from Turner & Hode's book *“Laser Therapy”*, and might help your understanding ...

1.1.7. Can Electromagnetic Radiation Cause Cancer? Whether ER can inure depends on whether it: (1) is of sufficient intensity to burn (many watts) and/or, (2) contains high-energy photons (short wavelength). There is a fairly clear wavelength limit at which photon energy becomes so high that the photons can ionize matter which they hit. This limit is 320 nm, so that photons with a shorter wavelength than this are capable of ionizing molecules or atoms in tissue and hence can cause cancer. The risk factor depends on both the dose and the power density of the radiation.

Pg. 60, 3.1.2. There are many advantages with LLLT. First of all – it is risk free. It is non-invasive. It is painless. It cannot cause cancer. It does not enhance tumor growth. It can be combined with other treatments. Side effects are rare.

Pg. 99, 3.6.2 Cancer. Can LLLT cause cancer? The answer is no. No mutational effects have been observed resulting from light with wavelengths in the red or infrared range in doses used within LLLT. What happens if I treat someone who has cancer and is unaware of it? Can the cancer's growth be stimulated? The effects of LLLT on cancer cells in vitro (test tube) have been studied, and it was observed that they can be stimulated by laser light. However, with respect to a cancer in vivo (in the body), the situation is rather different. Experiments on rats have shown that small tumors treated with LLLT may recede and completely disappear... The situation is the same for bacteria and virus in culture. These are stimulated by laser light in certain doses, while a bacterial or viral infection in vivo is cured much quicker after the right treatment with LLLT.

Pg. 116, 4.1.5. Cancer. As explained previously, LLLT does not cause cancer. There are, on the contrary, indications that cancer tumors in their initial stage can be positively influenced (i.e., to the patients benefit) by LLLT.

Will Laser Therapy Work For _____?

As I'm sure you can imagine, this is one of the most frequently asked questions we get. The nice thing is that when you better understand just how low level laser therapy appears to work, you can insert nearly any problem or condition into the blank and the answer will be the same.

Because the government might construe the answer that follows to be a medical treatment claim, I want to make it perfectly clear before continuing this answer that **Other Than For Pain Resulting From Osteoarthritis of the Hand, We Do Not Make Medical Treatment Claims Regarding Our Products Or Low Level Laser Therapy.**

The answer that follows is based on clinical research that has been performed around the world – your results will likely vary.

Ok, with all the legal mumbo-jumbo out of the way, the answer to the question, *“Will laser therapy work for _____?”* appears to be a resounding YES!, because ... **Laser Therapy Appears To Work At The Cellular Level To ...**

1. Reduce Pain by causing the damaged cells to produce endorphins – our body's natural pain-killer. Users of our products regularly report reduction in pain levels from 25% to 85%.

2. Reduce Inflammation by counter-acting some of the major inflammation causing enzymes.

3. Increase Micro-Circulation. When you have less inflammation, you can have increased circulation. Increased circulation in turn leads to faster healing.

4. Increase Cellular Energy Levels. Research has shown that low level laser therapy can increase cellular ATP (the cell's energy blocks) by as much as 150%. A cell with more available energy has the raw materials to heal faster.

5. Make Osmosis Of Nutrients Into The Cell Possible. All of you who take vitamins or nutraceutical products should pay attention to this!

A basic fact of science is that you cannot osmos (transfer) nutrients across a de-polarized (damaged) cell membrane. And we all know and understand that a damaged cell must have nutrients to heal.

But what some people don't put together is that this also means that if you have an injury that has damaged the cell wall, it doesn't really matter what expensive vitamins or nutraceutical products you are taking ... they aren't getting into the cell ... unless ... you somehow repolarize the damaged cell wall by adding electrons. Which is exactly what low level laser therapy does!

The laser provides the damaged cell wall with the electrons needed to become whole again so those vital nutrients can osmos to the inside of the cell where they are needed for healing.

6. Help Correct Faulty DNA! Finally, there is even research available which suggests that low level laser therapy can actually help to correct faulty DNA

The end result of these six cellular actions is that laser therapy appears to assist the damaged cells to function like they did when they were healthy!

Whew. That's a lot to digest isn't it. Now let me ask you a question ... "*Where Does EVERY Health Problem Start?*" If you said, "at the cellular level", go to the head of the class – you're an "A" student! Because, yes, every health problem does in fact start at the cellular level. So ...

If every health problem starts at the cellular level ... and ...Laser therapy works at the cellular level to help cells function like they are supposed to when they are healthy ... then ...Shouldn't Laser Therapy Be Able To Help Nearly Every Problem We Experience? Again, while we can't make medical treatment claims, we think the answer is ... ABSOLUTELY!

I Don't Want To Make This Kind Of Investment With A Company That Isn't Stable. How Long Have You Been In Business?

We have been in business for over 12 years, and provide you with a stable, responsible, business partner you can trust and rely on.

Are Your Lasers FDA Approved? Yes! QLasers are approved for treating pain resulting from osteoarthritis of the hand.

_____ Offers A One-Year Manufacturers Warranty. What Is Yours?

Our standard warranty against manufacturing defects is for two years from the date of purchase. **For only an additional \$250 per laser device, the standard warranty can be upgraded to a Five-Year Warranty against manufacturing defects!** Another thing you may find interesting is that as of the end of 2008, out of all lasers produced over the last 12 years, we've had less than 1% come back for repairs related to manufacturing defects.

What About Training – How Do I Learn to Use Your Equipment?

Our products are the most user-friendly low level lasers on the market today. If you can read ... and push a couple of buttons ... you can use our equipment. In fact, the Q10 and Q1000 are so easy to use that my son has been using our home Q1000 by himself whenever he needs it ... since he was 8!

What's more, Dr. Lytle has written a protocol manual "*The Laser Users Manual*" that lists more than 200 common health problems and provides laser therapy protocols for each. And, if you want to get even deeper into the "how's" and "why's" of low level laser therapy you can check out Dr. Lytle's book "*Healing Light*" and his 8-hour "*Healing Light DVD Seminar*".

Finally, as you read above, part of our agreement when we decide to work with you is that you **MUST** call when you have questions or problems ... and as the old saying goes, **the only stupid question is the one you don't call to ask!**

I'm A Health Care Professional And Would Like To Implement Your Equipment Into My Practice, But Don't Know Where To Start – Can You Help Me?

Yes! When you purchase a QLaser system, you will receive the direct benefit of all my years of training in our \$1500 copyrighted ***Professional Laser Marketing Support Package***.

The PLMSP includes:

1. An initial “how to set up and use your equipment” telephone walk-through designed to get you up-to-speed and running within just a couple hours of the product actually arriving.
2. A professional marketing implementation plan includes marketing components for:
 - A. Existing patients – your easiest and most likely sale.
 - B. In-Active patients – a gold mine most professionals miss.
 - C. Referrals – the “best” marketing you can ever do.
 - D. Condition-specific lead generation system.
 - E. A unique technique for generating the all-important testimonials you need to prove your expertise and the benefits you bring to your patients.
3. A complete set of fully customizable templates for:
 - A. Patient letters
 - B. Lead generation ads
 - C. Telephone hotline scripts
 - D. Special reports
 - E. Front office laser brochures
 - F. Front office laser information/education pieces
 - G. Yellow pages
4. Three different videos about low level laser therapy that can be used in dozens of different ways to attract and educate your patients and prospects.
5. The opportunity to buy Dr. Lytle’s book *Healing Light* at wholesale prices.
6. Plus, information on systems providers that can help you to automate a great deal of your marketing.
7. And, a monthly newsletter designed to help keep you up-to-date on new trends and ideas in marketing plus laser questions and answers with Dr. Lytle, new testimonials and more!

Past clients tell me that the **Professional Laser Marketing Support Package** was incredibly valuable in helping them set up their laser marketing systems.

And Dr. Todd Austin of Virden, IL actually used the PLMSP to completely pay for his laser system ... in only 6 weeks!

The **Professional Laser Marketing Support Package** provides you with everything you need (except the actual implementation) to create 100-400% annual returns on your laser investment!

I've Been Told That A 5mw Laser Diode Like Those In Your Q1000 Won't Penetrate More Than Just A Few Centimeters?

This statement for a “normal” laser is correct ... **but in the case of the patented Q1000 ... it is very, very wrong!**

How can it be both right and wrong ...? Engineering!

It is correct that an individual 5 mw laser diode, operating by itself will only penetrate a few centimeters. This, in fact, is one of the major problems with many of our competitor’s products --- they use individual laser diodes that by themselves are very limited in their penetration capabilities.

But as you should be realizing by now, The Q1000 is different ... SUPERIOR ... in nearly every way imaginable. You see, the Q1000 uses twelve 5 mw laser diodes that are configured and engineered in a very special way that creates at least six ... **Soliton Waves!**

A what?

A Soliton Wave. According to Dr. James Oschman, (author - *Energy Medicine: The Scientific Basis & Energy Medicine In Therapeutics and Human Performance*; degrees in Biophysics & Biology; and, member of the Scientific Advisory Board for the National Foundation For Alternative Medicine):

“When two solitary energy waves meet, they form what is called a Soliton Wave, a special type of non-linear light wave that never changes shape or speed as it travels. A soliton can trap an electric charge and carry it along. Once the soliton is formed, this charge transfer does not require further input of energy; thus a sort of super conductor is created. A soliton wave is very robust, continuing undistorted through objects such as fiber optics, water, air and the human body. Japanese scientists doing fiber optic research found that soliton data can travel the equivalent of 4500 times around the earth without any loss of information. Soliton waves have been observed in nature since before the twentieth century. A striking example is the tsunami wave. In recent years, scientists have discovered solitons in many other contexts; they are involved in processes that extend from the cosmic level to the subatomic level. They are also of central importance in many diverse biological processes. Solitons resemble nerve impulses in the body. Various therapist have noted that waves resembling solitons appear from time to time in the body and seem to have beneficial effects.”

That paragraph is so important that I want you to go back and read it again.

Back already? Ok good!

So, while individual 5 mw laser diodes might only penetrate a few centimeters, because of superior engineering that creates at least six soliton waves, the energy from the twelve 5 mw laser diodes in the Q1000 will literally **Penetrate To Any Point Needed In The Body!**

Virtually unlimited penetration capabilities from a Class I laser device that is safe enough to use anywhere on the body ... there literally isn't another laser IN THE WORLD that can make that statement!

Is Laser Therapy Covered By Insurance?

While there are a few insurance codes that you may be able to use (S8948, 97026, 97039, 97140, 96920, 97028), for the most part, the answer is no.

For reasons that aren't important to this discussion, the insurance industry has pretty much ignored the benefits of laser therapy.

Carpal Tunnel has been an FDA approved laser therapy treatment for at least four years, and as of the writing of this document (early 2007) I have not heard of a single insurance company covering laser therapy for CT.

What's The Difference Between Wavelength & Frequency?

Wavelength can be likened to computer hardware. The specific wavelength of a laser diode is determined and set in the manufacturing process and doesn't change.

What is interesting about wavelength is that certain companies will tell you that 635 nm or 830 nm is the "best" wavelength. But what they fail to tell you is that it is very UNLIKELY that their device outputting exactly 635 or 830 on every device with every use.

How can that be? It's simple really.

You see, every laser manufacturer uses standard industrial laser diodes in their products. And every standard industrial laser diode is manufactured within a wavelength "range."

The most commonly used laser diodes have a range of plus or minus (+/-) 3 ... which means that the 635 nm product could be operating at 632 or 638 nm ... kind of blows the statement that "635 is the most beneficial wavelength" out of the water doesn't it!

Frequency is the number of times per second that an individual wave is interrupted. This is a little confusing – it can be the same as the wave – i.e., 635 can be both the wavelength AND the frequency ... but it doesn't have to be – i.e., you can have a 635 nm wave that is being interrupted or pulsed 500 times per second. In that case, the wavelength would be 635 nm and the frequency 500 hertz.

Frequency is like the computer's software – in most laser products today, it is the number of times per second the fixed wavelength is interrupted. Another way of saying this is that frequency can be likened to movement.

Much is made of the importance of frequency, but the truth is that it is worthless if the energy isn't getting into the cell in the first place. Whether or not the energy gets into the cell can be affected by the design of the product ... and how one uses the product.

How Does The Body Respond When Presented With Laser Energy?

The body's first reaction is a protective mechanism called polarization – an attempt to protect against the incoming electro-magnetic radiation. It is our body's nature defense mechanism, and every laser must overcome it – or the benefits of laser therapy will be minimal.

Class IV manufacturers try to overcome polarization by "blasting" the body with HUGE power levels of laser energy. They literally try to force the energy into the body – with sometimes dangerous results.

The Russians with their Scenar equipment try to fool and confuse the body into accepting the energy by changing the size and shape of the waves generated.

Our Q1000 overcomes the body's polarization effect with superior engineering and design. The Q1000 is essentially a very sophisticated computer ... with 12 laser diodes and 8 LED's attached.

One thing that increases the polarization response is fluctuating energy sources.

But the Q1000's computer precisely controls the output of each of the 20 diodes so that their output remains constant and non-fluctuating – regardless of remaining battery levels. Thus, the body receives a constant, non-fluctuating, non-threatening energy source.

And, as you've read above, the Q1000 creates at least six Soliton Waves that ensure that the non-threatening energy will penetrate to any point in the body.

How Important Is Portability?

VERY! In cases of acute injury, the best time to benefit from laser therapy, and to produce the best results, is to use the laser immediately after the injury.

Since, most injuries don't happen in the comfy confines of your home or office; and the longer you delay laser therapy, the less likely you are to get amazing results; having a product that you can carry with you becomes very, very, very important.

My leg burn is a great example. One winter evening, my hot tub malfunctioned, and overnight the water temperature increased to a scalding hot 140 degrees.

Early the next morning, I slide my right leg into the tub for my morning wake up ritual (until this particular morning, I loved waking up on cold winter mornings with a hot cup of coffee and a soak in the hot tub!) ... and immediately ... but not soon enough ... realized that something was terribly wrong.

The 140 degree water caused 2nd degree burns from my right knee down to my toes. The emergency room told me that I wouldn't be able to put long pants back on for at least four weeks ... and that complete healing would take another couple of weeks after that.

Fortunately, I had my QLaser with me and within literally seconds of receiving the burn was lasering the injury.

Because of my quick action in getting the laser on this terrible injury, **the burn healed in only 9 days!** If you don't believe me, go to www.qlasersolutions.com and look at the pictures!

Had I been forced to wait for a few days in order to receive treatment, I seriously doubt that I would have received these results.

Sports injuries are another good example. The Q1000 and Enhancers are small enough to fit in nearly any purse or back pack and be taken with you to sporting events.

Lasering a sprain or strain immediately will result in similar benefits.

In fact, portability is so important that we tell our clients to **never leave home without your laser!**

More Questions?

You undoubtedly have questions that are specific to you ... or that haven't covered here.

And your QLaser Distributor would love to hear them and have the chance to chat personally with you!

So, if you do have additional questions, please, please, please don't hesitate to call your local QLaser Distributor – their contact information is included below.

They'll do their best to answer any questions you might have, and will help you decide if it makes sense for us to work together or not.

Looking forward to hearing from you!

Sincerely,

Kip Lytle

President, QLaser Solutions

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