



SKIN SOLUTIONS®

Where Science Meets Skin Care

TRAINING MANUAL



# Table of Contents

|           |                                                              |
|-----------|--------------------------------------------------------------|
| <b>5</b>  | <b>Where Science Meets Skincare</b>                          |
| <b>7</b>  | <b>AQ Skin Solutions Growth Factor Cosmeceuticals</b>        |
| <b>8</b>  | Active and Eye Serum                                         |
| <b>10</b> | Recovery Serum                                               |
| <b>12</b> | Advanced Hair Complex+                                       |
| <b>14</b> | Lash                                                         |
| <b>16</b> | Vaginal Rejuvenation System (VRS)                            |
| <b>18</b> | <b>Growth Factor Inducted Therapy (GFIT®) Protocols</b>      |
| <b>19</b> | Recovery Serum: Comparison of Modalities                     |
| <b>21</b> | Dermastamp: Recovery Serum (SOP #1)                          |
| <b>24</b> | Dermastamp: Advanced Hair Complex+ (SOP #2)                  |
| <b>27</b> | Laser Skin Resurfacing: Recovery Serum (SOP #3)              |
| <b>31</b> | Laser Skin Resurfacing: Vaginal Rejuvenation System (SOP #4) |
| <b>33</b> | GFIT Pre- and Post-Procedure Guidelines                      |
| <b>34</b> | <b>Guidelines and Forms</b>                                  |
| <b>35</b> | Photo Guidelines                                             |
| <b>36</b> | Photo Release Form                                           |
| <b>37</b> | Patient Consent Form                                         |
| <b>40</b> | Training and Certification Form                              |
| <b>41</b> | Frequently Asked Questions                                   |
| <b>46</b> | Features and Benefits of Active Ingredients                  |
| <b>50</b> | Notes                                                        |



01.

# Where Science Meets Skincare

AQ Skin Solutions'  
**patented Growth Factor Technology**  
used by doctors worldwide





## Skin Damage and Premature Aging

Negative elements like the sun's UV light, chemicals found in food, and pollution in the air can all generate free radicals within our skin leading to premature aging. Researchers have found that these free radicals caused by the environmental factors, account for 90% of the skin's perceived aging—including wrinkles, dryness, pigmentation, and loss of elasticity. As we age, the body produces less GFs and other cell signaling molecules and the damage does not naturally heal easily, prompting the need for a natural rejuvenation supplement to repair our skin to a more youthful state.

(GFIT®) has proven that AQ pharmaceutical-grade serums best supplement conventional rejuvenation therapies such as **lasers** or **microneedling**, to reduce the appearance of fine lines, wrinkles, photo damage, scars and acne.

- AQ Skin Solutions products trigger the body's own response to improving the skin renewal mechanism, and building collagen and the extracellular matrix.
- Formulated to maintain the fragile conformational structure of GFs, AQ's serums are stable and selective in their combinations and concentrations.
- Reference lists + benefits of GFs increasing circulation on [page 46](#).



## Why AQ Skin Solutions' Human Growth Factors?

Growth factors are proteins naturally produced by the body's fibroblast cells that promote the growth, organization, and maintenance of cells and tissues. Supplementing the diminished production of growth factors with AQ's patented Human Growth Factor Technology has clinically proven to unleash the potential of reversing the cell aging process and boost the body's natural repair process regarding **skin, hair follicles, and vaginal walls**. (U.S. Pat 8,518,879)

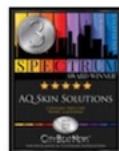
AQ Skin Solutions GF Technology was originally discovered through wound healing and cell regeneration therapy in 3rd degree burn victims. GFs were isolated and purified by employing advanced cell sorting technology within stem cell research. These screened and immortalized cell lines produce

**high purity, stable, selective**, human growth factors.

- AQ Skin Solutions **Growth Factor Induced Therapy**

# 02. AQ Skin Solutions Growth Factor Cosmeceuticals

Introducing  
the most awarded  
cosmeceutical products.



AQ Skin Solutions

# Active Serum & Eye Serum



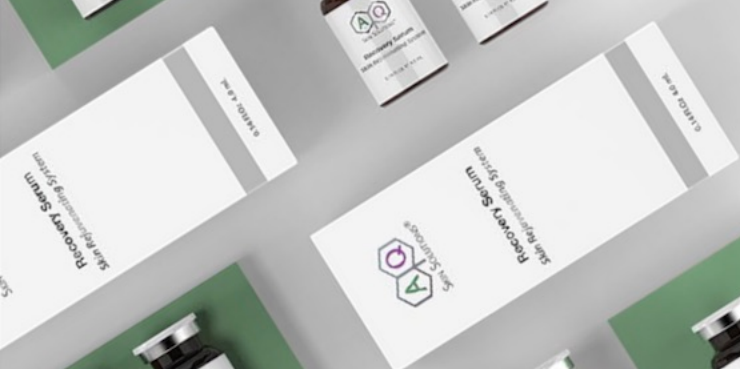
## The Topical Approach to Harness Healing for Skin Rejuvenation

**AQ Active Serum** is a highly concentrated blend of active proteins and peptides, including growth factors, cytokines, interleukins, antioxidants, and plant extracts. Topically applied to the entire face and neck, AQ Active Serum supports the skin's ability to repair damage to achieve a more youthful appearance.

**AQ Eye Serum** is a sensitive eye gel with active growth factor proteins, cytokines, interleukins, antioxidants and plant extracts, designed to rejuvenate the appearance of the delicate periorbital area and target bilirubin responsible for dark circles.

Healthy Patients seeking to enhance their body's potential to heal itself and rejuvenate the skin should employ patented Growth Factor Technology ([U.S. Pat 8,518,879](#)). Seek professional advice on what products you can and can't use with AQ Active Serum or Eye Serum. Do not blend or use in conjunction with any other products to avoid irritation and produce optimum results. Caution should be taken with any known allergies to the formula. Serums may be used on sensitive skin types and all textures and Fitzpatrick types, but should only be applied to clean, dry skin. The key active ingredient is Human Fibroblast Conditioned media, which contains multiple growth factors found in young, healthy skin.

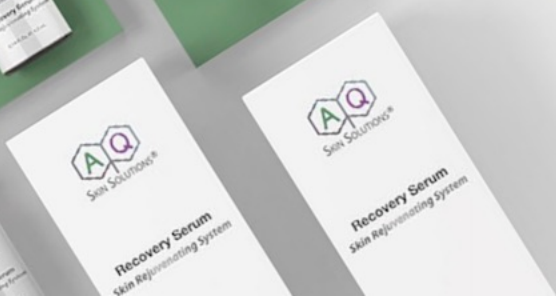
| Product                                                                             | Benefits                                                                                                                                                                                                                                                                                                                        | Directions for Home Use                                                                                                                                                                                                                                                                                                                                                                        | Notes                                                                                                                                                                                                                                                                                                                                                                                              |
|-------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|   | <ul style="list-style-type: none"> <li>Preventing and restoring photoaged skin</li> <li>Increasing skin firmness and elasticity</li> <li>Reducing the appearance of fine lines and wrinkles</li> <li>Balancing skin coloration</li> <li>Increasing skin moisturization and vibrancy</li> <li>Prevents acne-breakouts</li> </ul> | <ul style="list-style-type: none"> <li>Home-use only and should not be used professionally in place of AQ Recovery Serum</li> <li>Can be used daily and will provide the best results by using day &amp; night for 30 days</li> <li>Pre-treatment should be a minimum of 2 weeks</li> <li>Post-treatment should be maintained for a min of 3 days but is dependent on the procedure</li> </ul> | <ul style="list-style-type: none"> <li>Correctives and moisturizers should only be applied after Active Serum has dried</li> <li>Skin will take on a more rejuvenated look in three to four weeks without other therapy.</li> <li>A topical daily system for pre/post-procedure such as for lasering, micro needling, or chemical peels, to increase results and decrease healing time.</li> </ul> |
|  | <ul style="list-style-type: none"> <li>Safe for sensitive eyes</li> <li>Reduces the appearance of dark circles</li> <li>Reduces the appearance of crow's feet around the eyes</li> <li>Reduces the appearance of fine lines and wrinkles</li> <li>Helps to brighten, lighten, and tighten the areas around the eyes</li> </ul>  | <ul style="list-style-type: none"> <li>Home-use only and should not be used professionally in place of AQ Recovery Serum</li> <li>Use nightly for first 2 weeks, slowly building tolerance before using day and night</li> </ul>                                                                                                                                                               | <ul style="list-style-type: none"> <li>Moisturizers and eye creams should only be applied after the Eye Serum has dried</li> <li>Will enhance professional treatment results and maintain a youthful eye appearance</li> </ul>                                                                                                                                                                     |



# AQ Skin Solutions

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# Recovery Serum



## AQ Recovery Serum: Pharmaceutical Formula

*(only accessible to licensed professionals)*



The **AQ Skin Solutions Recovery Serum** is a pharmaceutical grade product containing the highest concentration of natural human growth factors, cytokines, and interleukins, on the market. Using patented GF technology (**U.S. Pat 8,518,879**), the Recovery Serum is designed to enhance the skin's natural process of regeneration and repair by stimulating collagen production, promoting healthy circulation, and increasing cellular renewal. The serum is a clinically administered treatment that can be used to:

**IMPROVE**

- Healing
- Skin rejuvenation results
- Antioxidants
- Nutrients and Circulation
- Collagen
- Elastin Synthesis
- Skin Renewal Mechanism

**REDUCE**

- Appearance of scarring
- Post-op downtime
- Wrinkles
- Fine Lines
- Inflammation
- Irritation
- Broken Capillaries

## Growth Factor Induced Therapy (GFIT®) Post-Operative Topical Care:

**Harness Healing in Conjunction with:**

- Microneedling
- Laser Skin Resurfacing

**Achieve Better Results Post Medical Spa Procedures:**

- Chemical Peels
- Microdermabrasion
- Facials
- Light Therapy

**Improving General Wound Healing:**

- Burns
- Acne Scarring
- General Scarring
- Stretch Marks

**Serum Versatility:**

- Used in cosmetic procedures
- Used on burn patients
- Used on patients seeking to prevent scarring after total knee replacement surgery
- Used on wound beds stuck in a chronic inflammatory state

**\*See Patient Compliance Guidelines on page 33 for best results.**

**\*The Recovery Serum is for *topical use only*. Not intended for injection.**

AQ Skin Solutions

# Advanced Hair Complex +



## Hair Loss and Thinning Hair



Hair loss occurs when the hair follicle shrinks and weakens at the root of the hair shaft. Factors influencing hair loss:

- genetics
- hormonal changes
- stress
- illness
- auto-immune disease
- certain drugs
- malnutrition
- environmental factors

A build up of hormones and a loss of nutrients can cause the follicle to harden and thin, which may lead to the thinning and shrinking of the hair shaft. Eventually, the hair can no longer grow out of the scalp, causing the scalp to become exposed. The hair loss then spreads, leading to male or female-pattern baldness. When hair follicles are still present, even in a dormant state, it is possible to prevent and reverse hair loss.

Traditional hormonal treatments target only one gender and often result in unwanted side effects during use. The AQ Hair Complex+ is formulated for both genders using patented natural human growth factors and aims to rejuvenate the natural hair cycle without the side effects (U.S. Pat 8,518,879).

## Targeting the Root: AQ Skin Solutions Hair Complex+ Hormone-Free Treatment

AQ Skin Solutions Hair Complex+ is a pharmaceutical grade serum. It is designed to restore healthy hair matrix production by nourishing hair follicles with **selective natural human growth factors** that are present in healthy hair. These factors may promote a normal growth cycle that may lead to healthier, thicker, and more fuller-looking hair. The formula aids in delivering nutrition onto the scalp, which can **increase circulation** around the hair roots. It also contains protective flower extracts to help **maintain cellular health**. The AQ Hair Complex+ has a **dual functionality** and can be used at home or with a professional employing clinical therapies like dermastamping or CO<sub>2</sub> lasers.

### Directions (for home use):

1. Wash hair and scalp with shampoo (preferably in the morning).
2. Dry hair and scalp and apply serum in small doses to the area(s) of the scalp you wish to treat.
3. Massage the area(s) of application for a minimum of five minutes. **Leave hair unwashed for a minimum of 8 hours** (preferably overnight).
4. Repeat steps 1-3 **every other day** until all five vials have been used. May be used with various cosmetic topical delivery systems designed to increase penetration or lower wave length lasers (635-670 nm). **See pages 24-26.**

**\*The Advanced Hair Complex+ is for topical use only. Not intended for injection.**

**\*See Patient Compliance Guidelines on page 33 for best results.**

**\*Reference Diagrams A and B on page 25:** Topical application of GFs to the root of the hair follicle acts as a supplement to help hair rejuvenate to the same hair cycle, promoting thickness and growth.

AQ Skin Solutions

# Lash Serum



***Achieve eyelashes and eyebrows that are naturally fuller, longer, & darker!***



Uniquely designed to promote longer, thicker, and darker lashes and brows, without the negative side effects, **AQ Lash** is formulated to restore the health and vitality of eyelashes and eyebrows by naturally encouraging hair matrix production. With regular daily use, AQ Lash helps to achieve maximum genetic potential with fuller, longer, and more youthful-looking lashes and brows with less breakage and without the undesirable side effects commonly associated with other lash enhancing products.

## Advantages of AQ Lash

- Formulated with patented Growth Factor technology (**U.S. Pat. 8,518,879**)
- Does not contain harsh chemicals or preservatives (such as phosphate, lead, etc.), which may cause adverse effects on the eyes or eyelids
- Contains NO prostaglandins (glaucoma drugs)
- Will not change the color of eyes or tint eyelid
- Will not cause unwanted hair growth around the eye
- Disposable applicators uniquely designed for AQ Lash

## Directions (for home use):

In order to prevent product contamination, AQ Lash contains 30 applicators, which are disposable and designed to avoid "multi-dipping," which is known to introduce unwanted microbes when re-inserted back into the product solution. AQ Lash disposable applicators are fashioned specifically to allow maximum exposure of the active ingredients to the lash and brow base.

1. Apply **one droplet** of AQ Lash onto new applicator.
2. Apply to the **eyelid** skin at the base of the upper and lower eyelashes in a single sweeping stroke, repeating two to three times, starting from the inner corner to the outer corner of the eye.
3. AQ Lash can also be applied to the **eyebrows** according to the desired eyebrow shape.
4. Apply one droplet to the eyebrows in sweeping strokes, but apply only after finishing with both eyelashes.
5. **Discard** applicator after use.
6. Wait for serum to dry before applying any other product to eye area.

\*Not intended for use on any other body region.

# AQ Skin Solutions

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## Vaginal Rejuvenation System



# AQ Skin Solutions VAGINAL REJUVENATION SYSTEM

## A Silent Condition

Despite the high number of women experiencing symptoms related to vaginal dryness, it is still a silent condition that many people feel embarrassed to share with their partners, friends, and even doctors. Vaginal dryness is a common symptom experienced during the perimenopausal and postmenopausal years of women. Although inadequate vaginal secretions can occur at any age, vaginal dryness is a hallmark sign of vaginal atrophy (atrophic vaginitis)—the thinning and inflammation of the vaginal walls due to a decline in estrogen. Along with vaginal dryness, women may also experience itching and stinging around the vaginal opening and in the lower third of the vagina.

## Prevalence

- 17% percent of women ages 18-50 experience problems with vaginal dryness
- Around 58% of post-menopausal women experience vaginal atrophy or dryness

\*Women's Health Organization 2006



## AQ Vaginal Rejuvenation System (VRS) may help to...

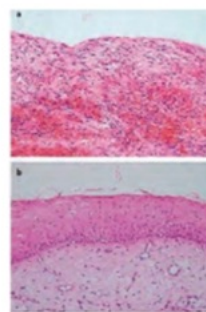
- Relieve vaginal dryness and soothe irritation
- May improve elasticity
- Can tighten and firm the vaginal walls
- Enhance female sexual arousal and intercourse
- Rejuvenate vaginal function utilizing AQ's Hormone-Free Growth Factor (GF) technology (U.S. Pat. 8,518,879)

## Directions (for home use):

1. Hold firmly at the thick end of the applicator, and gently insert the open end of the applicator to the affected area.
2. Squeeze the **thick end** of the tube firmly to deposit VRS serum.
3. Remove applicator and release to ensure minimal back-suction.

\*The **AQ Vaginal Rejuvenation System** can be used at home or with a professional using clinical modalities, like laser skin rejuvenation, for enhanced results.

Frequency of application largely depends on the woman's condition. Each woman can have her own experience with the VRS. Women in full throws of menopause who are experiencing dryness and discomfort may apply the VRS **twice weekly** until symptoms persist whereas women without symptoms chose to utilize the VRS **once a month** for maintenance purposes.



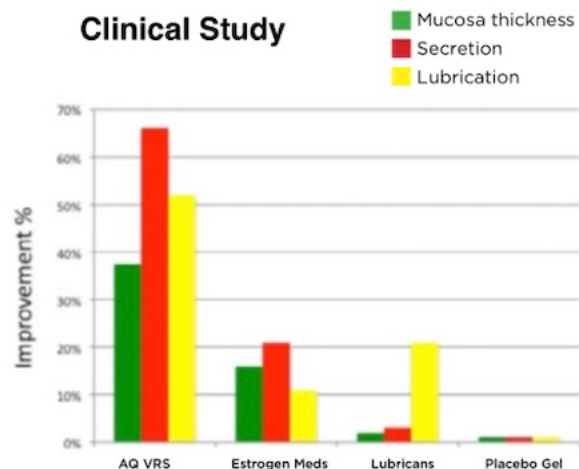
Biopsy tissue of vaginal walls:

a) Inflammation of the tissue

b) Healthy tissue, no inflammation of the vaginal tissue

Image source:  
R. Ayton et al., 2006

## Clinical Study



20 women between 25-71 year old

# 03. GFIT® Protocols

Standard procedures using  
AQ products with different  
treatment modalities.



# AQ RECOVERY SERUM: Comparison of Modalities

## Growth Factor Induced Therapy (GFIT®) Results

IMPROVE

- Appearance of aged, damaged, and post-procedure skin
- Skin's ability to repair damage
- Stimulation of collagen production
- Healthy Circulation
- Antioxidant activity
- Cellular renewal

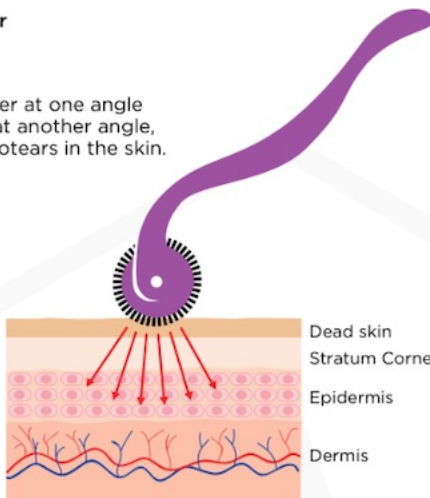
- Signs of aging
- Irritation from cosmetic procedures
- Appearance of broken capillaries
- Post-procedural inflammation
- Post-op downtime

REDUCE

| Derma Stamp                                       | Derma Pen                                           |
|---------------------------------------------------|-----------------------------------------------------|
| Slow                                              | Fast                                                |
| Fixed needle length                               | Adjustable needle length (0.5-0.8mm for GFIT®)      |
| Require training                                  | More training required—can target periorbital area  |
| Tiring after multiple use                         | Manageable                                          |
| Not good with stretch marks as it takes long time | Great for Stretch marks (2.1mm)                     |
| Much cheaper—one stamp per patient                | Expensive but cheaper in long run (disposable tips) |
| Less bleeding                                     | A bit more bleeding than stamping                   |

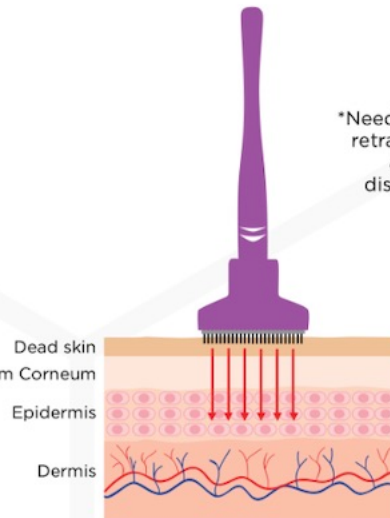
### Derma Roller

\*Needles enter at one angle and roll out at another angle, causing microtears in the skin.



### Derma Stamp

\*Needles punctured and retracted at 90 degree angle, giving equal distribution of serum.



### AVERAGE SKIN THICKNESS

| Area        | Epidermis(mm) | Dermis(mm) | Total Skin Thickness (mm) |
|-------------|---------------|------------|---------------------------|
| Forehead    | 0.1           | 0.8        | 0.9                       |
| Periorbital | 0.05          | 0.47       | 0.53                      |
| Cheeks      | 0.1           | 1.1        | 1.2                       |
| Chin        | 0.08          | 0.75       | 0.83                      |
| Neck        | 0.1           | 1.3        | 1.4                       |

| Modality Type                                        | Best Candidates                                                                                                                                                                                                                                                                                                                                                                                      | Benefits                                                                                                                                                                                                                                                                                                                                                                                                                                   | Series                                                                                                                                                                                                                                                                                                                                                                                                                                          | Comments                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
|------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Derma Stamp OR Vertical Microneedling Therapy</b> | <ul style="list-style-type: none"> <li>• Combats mild to moderate acne</li> <li>• Reduce the appearance of fine lines and wrinkles</li> <li>• Reduce the appearance of scars</li> <li>• OK for all Fitzpatrick skin types.</li> </ul>                                                                                                                                                                | <ul style="list-style-type: none"> <li>• Face: tightens, reduces fine lines and superficial wrinkles, can sometimes reduce epidermal hyper-pigmentation, excellent for all acne except cystic</li> <li>• Eyes: reduce appearance of "crow's feet," improves microcirculation</li> <li>• Neck: reduces look of neck rings, creates a gentle lift</li> <li>• Body: reduces striation "stretch" marks when still in the pink stage</li> </ul> | <ul style="list-style-type: none"> <li>• Apply before and after procedure, and in between every pass while stamping</li> <li>• Series 4-12 recommended, based on skin conditions, with procedures at least 7-14 days apart</li> <li>• 3 passes each treatment for face and eyes</li> <li>• 7-9 passes each treatment for neck</li> <li>• Acne: Recommend 5 weekly treatments, then non-ablative laser, then 5 more weekly treatments</li> </ul> | <ul style="list-style-type: none"> <li>• Does not require numbing agent</li> <li>• Best to pre-treat 1-2 weeks prior</li> <li>• Needle length is 0.8 mm, which stops just above nerves</li> <li>• Excellent for acne</li> <li>• May be used alternately with other modalities</li> </ul>                                                                                                                                                                                                              |
| <b>Derma Roller</b>                                  | <ul style="list-style-type: none"> <li>• Best used on thicker skin that is rough in texture and has active sebaceous glands</li> <li>• Okay for photo -damaged skin that is resistive to treatments</li> <li>• Lower Fitzpatrick types are generally great candidates</li> </ul>                                                                                                                     | <ul style="list-style-type: none"> <li>• Increased firmness</li> <li>• Healthier skin texture and tone</li> <li>• Decrease in fine lines and superficial wrinkles</li> <li>• More even skin tone</li> <li>• Smoother skin</li> </ul>                                                                                                                                                                                                       | <ul style="list-style-type: none"> <li>• Apply before and after procedure, and in between passes of roller</li> <li>• 3 passes each treatment</li> <li>• Series 4-8 recommended, with procedures 4 weeks apart</li> </ul>                                                                                                                                                                                                                       | <ul style="list-style-type: none"> <li>• Numbing agent should be used</li> <li>• Best needle length to use on face is 1.0-1.25 mm</li> <li>• Best needle length to use on body (stretch marks) is 2.0 mm</li> <li>• Do not use on areas of thin skin</li> <li>• Sensitive or acne skin should use Dermastamp</li> <li>• Be wary of causing too much damage with longer derma roller needles</li> <li>• Does not penetrate the skin at a 90 degree angle like better micro-needling devices</li> </ul> |
| <b>Laser (non-ablative)</b>                          | <p>Ideal for individuals who are exhibiting:</p> <ul style="list-style-type: none"> <li>• Fine lines</li> <li>• Uneven skin tone (mild to moderate hyper-pigmentation)</li> <li>• Mild to moderate acne, rosacea, and other conditions relating to early-middle ranges of aging: including sluggish skin and loss of elasticity</li> <li>• All Fitzpatrick types are excellent candidates</li> </ul> | <ul style="list-style-type: none"> <li>• Enhances benefits of laser by increasing the healing cycle and decreasing down time</li> </ul>                                                                                                                                                                                                                                                                                                    | <ul style="list-style-type: none"> <li>• Apply after procedure</li> <li>• Series 3-6 recommended, with procedures 3-4 weeks apart</li> <li>• 2-4 weeks of pre- and post-care is needed</li> </ul>                                                                                                                                                                                                                                               | <ul style="list-style-type: none"> <li>• Numbing agent should be used</li> <li>• Pre- and post-procedure instructions must be followed for optimum results</li> </ul>                                                                                                                                                                                                                                                                                                                                 |
| <b>Chemical Peel or Micro-dermabrasion</b>           | <ul style="list-style-type: none"> <li>• Intended to peel cell build-up on the outer layer of the skin and help dilate follicle openings</li> <li>• Removal of dry, dead surface cells</li> <li>• Facilitate the extraction of matter that clogs pores</li> <li>• Retain skin moisture</li> <li>• Take caution with lower Fitzpatrick types and sensitive skin</li> </ul>                            | <ul style="list-style-type: none"> <li>• Helps smoothen and tighten texture of the skin by removing the cell build-up</li> </ul>                                                                                                                                                                                                                                                                                                           | <ul style="list-style-type: none"> <li>• Apply after peel</li> <li>• Series 3-5 recommended, with procedures 3-4 weeks apart</li> <li>• Consultation after the first procedure to determine skin's reactivity</li> </ul>                                                                                                                                                                                                                        | <ul style="list-style-type: none"> <li>• Does not require a numbing agent</li> <li>• Take caution with sensitive or acne skin as inflammation can be caused by too much irritation from over-exfoliating</li> </ul>                                                                                                                                                                                                                                                                                   |

# AQ RECOVERY SERUM with Dermastamp (SOP #1)



## 1. Purpose

To provide a standardized protocol for using the topical delivery system AQ DermaStamp® in conjunction with the AQ Recovery Serum® to intensify the benefits and enhance the penetration of growth factors and other skin renewing/therapeutic ingredients into the dermis, so that patients will see faster, more dramatic results than when using the treatment or serum alone.

## 2. Scope

The AQ DermaStamp® is a tool that introduces vertical microscopic channels into the skin by using micro-fine needles that enhances the penetration of therapeutic active ingredients into the skin. It is combined with AQ Recovery Serum in a regimen called the AQ GFIT—Growth Factor Induced Therapy™. By introducing these channels into the skin, it aids in delivering products that help to achieve optimum results from topical application of growth factors. The AQ DermaStamp® may also be used on active acne. Results have shown effective improvement in skin texture, lightening hyper-pigmented skin, and reducing scar tissues and fine lines by stimulating the skin to produce new collagen formation, thus revealing fresher, younger, and more healthy looking skin.

The AQ DermaStamp® application creates punctures that are made at a 90-degree angle to the skin. This permits for even depth regardless of the region and does not pull or stretch the skin while “stamping.” It also minimizes tearing of the skin and scarring that can be caused by other methods such as derma-rolling.

## 3. Definitions

### AQ Recovery Serum® (Professional Use Only)

- Pharmaceutical grade product containing the highest concentration of natural growth factors, proteoglycans, and glycosaminoglycans
- Designed to enhance the skin's natural process of regeneration and repair by stimulating collagen production, promoting healthy circulation, and encouraging cellular renewal
- A clinically administered treatment ideal for post-operative care, post-spa procedures, and wrinkle-reduction treatment used in conjunction with skin resurfacing modalities like lasers and chemical peels

### Derma Stamp (0.8mm)

- A novel needle-based dermatological process that has 140 Micro-needles with a planar surface that creates micro-wounds and enables effective trans-dermal delivery of growth factors
- The micro-fine stainless steel needles create two beneficial effects:
  1. a controlled wound that stimulates skin renewal by creating punctures that are made at a 90-degree angle to the skin
  2. micro-channels into the skin to aid in the delivery of topical ingredients
- The DermaStamp® is classified as a handheld Class I medical device

### Growth Factor Induced Therapy (GFIT®)

- The topical delivery system of growth factors to the skin using enhanced modalities such as a microneedling device or lasers.

## 4. Responsibilities

Physicians, estheticians, and professionals - ensure the safety of the patients, the integrity of the product, and prevent contamination.

## 5. Procedure

### 5.1 Overview

Section the face in three and start with the least sensitive area first, maximizing comfort for the client. Apply the AQ Recovery Serum® on each section before “stamping.” Do not massage the AQ Recovery Serum® into the skin. After each region has completed the recommended passes with the same amount of pressure throughout the skin, apply the AQ Recovery Serum® again to the region. After 24 hours, follow with AQ Active Serum® or AQ Eye Serum® at home for optimum results. Administered as a single patient use per DermaStamp. The AQ DermaStamp should not be shared with another person.

### 5.2 Protocol

## AQ GFIT Schedule

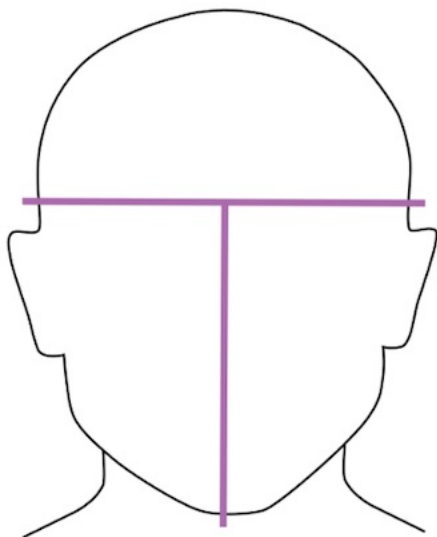
The following table shows information that is only a recommended guide and not an exact treatment regimen protocol because the number of required GFIT regimens to achieve desired results is largely dependent on an individual's skin behavior. It is the responsibility of the provider to assess the condition and response of the skin and adjust regimen schedule accordingly (*see schedule below*).

#### \*IMPORTANT:

- Patient should arrive with clean, non-oily skin
- Ensure that no other make-up or skin cream products are not applied prior to treatment
- If so, cleanse the skin to remove any products including make-up, lotions or creams
- Wear gloves while doing the GFIT - Growth Factor Induced Therapy™
- Section the face as shown in Figure. 1 on the next page, if applicable

| Type of Skin Treatment/Condition                                 | Initial Regimen                                                   | Maintenance Schedule                                            | Micro-needle Length                        |
|------------------------------------------------------------------|-------------------------------------------------------------------|-----------------------------------------------------------------|--------------------------------------------|
| Acne<br>(NOTE: Deep cleaning of skin is needed before treatment) | -Once every 7-10 days<br>-3 to 5 weekly GFIT or until acne clears | Every 1-3 months depending on clients' individual skin behavior | 0.8 mm or 2.1 mm contingent upon acne type |
| Hyperpigmentation                                                | -Every 2-4 weeks<br>-4 GFIT                                       | Every 3-4 months                                                | 0.8 mm                                     |
| Skin Rejuvenation                                                | -Every 3-4 weeks<br>-4 GFIT                                       | Every 3-4 months                                                | 0.8 mm                                     |
| Scar Tissue or Stretch Marks                                     | -Every 4 weeks<br>-Until desired results                          | None                                                            | 2.1 mm                                     |

Follow the guidelines below in Step #1-9 as shown:



**OPTIONAL:** Numbing agent/solution is optional depending on how hard the pressure is applied by the user.

Section the face as seen in figure above.

1. Fill syringe from vial with 0.5ml of AQ Recovery Serum.
2. Begin on the left cheek or forehead, but generally start in the section that is the least sensitive area of the skin, maximizing comfort for the client.
3. For the first section, apply the AQ Recovery Serum directly onto the skin while “stamping” and use fingers to lightly spread through the part line of the sectioned skin (do not massage into the skin).
4. Next, “stamp” with the DermaStamp for 3 passes while overlapping slightly with each pass of the stamp.
  - **NOTE:** Pressure is firm but light with the same amount of pressure throughout the skin.
5. (Repeatedly ask patient about discomfort and adjust pressure accordingly.)
6. After the section has completed the recommended passes of “stamping,” apply the AQ Recovery Serum again to the region. (Redness of the skin is normal).
7. Repeat this process (step #1-6) for the other sections of the face.
8. Apply any leftover serum after the entire procedure has been completed. (Serum will dry into a thin film—do not wash for 24 hours).
9. Follow afterwards with AQ Active Serum or AQ Eye Serum for at-home care.

\*See patient compliance guidelines on page 33.

## Disposing AQ DermaStamp

Follow these guidelines for disposing:

- Dispose the dermastamp in a biohazard or sharps container only
- **Note:** One-time use disposable dermastamp per patient

## 6. Applicable References

- AQ Skin Solutions **SOP #2**
- SOP for AQ Advanced Hair Complex+ with AQ DermaStamp
- For more information on how to perform this treatment please see:  
<https://youtu.be/jnzK7WD7jaw>

## 7. Equipment and Skills

AQ Skin Solutions Training Certification - Physicians, estheticians, and other professionals must fulfill the requirements of the GFIT—Growth Factor Induced Therapy™ & Micro Needling Procedure Training

### Materials Required:

1. Facial cleanser to clean the skin before beginning application
2. Examination Gloves
3. Sterile 1cc Syringes (for extracting the Serum)
4. AQ DermaStamp (0.8mm)
5. AQ Recovery Serum

\***OPTIONAL:** Numbing agent/solution

# AQ ADVANCED HAIR COMPLEX + with Dermastamp

## (SOP #2)



### 1. Purpose

The purpose of this is to provide a standardized protocol for using the topical delivery system AQ DermaStamp® in conjunction with the AQ Advanced Hair Complex+ to intensify the benefits and enhance the penetration of growth factors and other active ingredients into the scalp, so that patients will see faster, more dramatic results than when using the Advanced Hair Complex+ alone.

### 2. Scope

AQ Advanced Hair Complex+ is a natural, cutting-edge, **hormone-free** solution that targets the source of many hair loss conditions by rejuvenating the scalp and is designed to restore the normal growth cycle of hair follicles without side effects that is safe for both men and women with thinning hair conditions. The Growth Factors in the Hair Complex are specifically selected to achieve maximum penetration and benefits to the scalp. Treatment is more enhanced by clinical modalities such as with the DermaStamp.

### 3. Definitions

#### AQ Advanced Hair Complex +

- A natural growth factor serum that targets conditions of thinning hair, hardening of the scalp, and weakening of the hair follicles
- Contains human fibroblast conditioned media to accelerate DNA repair and restore the growth factors present in healthy, young hair follicles
- Aids to deliver nutrition to the scalp, which increase circulation around the hair shaft and encourages the restoration of damaged hair follicles
- Contains honeysuckle extract to provide protection against cellular injury and support for vascular homeostasis

#### AQ Dermastamp (0.8mm)

- Uses 140 stainless steel micro-needles
- Proven method for transdermal delivery of active ingredients
- Creates hundreds of micro-channels in the scalp
- Controlled wound that speeds up healing process

#### Growth Factor Induced Therapy (GFIT®)

- The topical delivery system of growth factors to the skin using enhanced modalities such as a microneedling device or lasers.

### 4. Responsibilities

Physicians, estheticians, and professionals - ensure the safety of the patients, the integrity of the product, and to prevent contamination.

### 5. Procedure

#### 5.1 Overview

Series of one treatment per week for first 5 weeks. Rest period of two weeks (optional). Repeat series of one treatment per week for 5 weeks. Re-assess condition and results. May be continued if needed. Recommended as a **single use per DermaStamp**. (NOTE: Some practices feel comfortable with reusing the stamp on the same client up to three times however that is the choice of the office). The AQ DermaStamp should not be shared with another person.

Table I: GFIT® Treatment Schedule Example

| GFIT® Treatment Schedule |             |                                                |              |             |
|--------------------------|-------------|------------------------------------------------|--------------|-------------|
| Series 1                 |             |                                                | Series 2     |             |
|                          |             | REVIEW                                         |              |             |
| Weeks 1-5                | Weeks 6-7   | Consultation                                   | Weeks 8-9    | Weeks 10-15 |
| Once weekly              | Rest period | Determine if second series should be performed | Twice weekly | Once weekly |

During the series and consultation, please be aware that an increase in shedding is normal as it proves the growth factors are pushing out the dead or damaged hair anchored to the follicle so the new youthful hair can thrive. The aim to get hair on a youthful hair growth cycle for maximum thickness.

Diagram A: Normal growth cycle and hair loss



Diagram B: Timeframe of each stage of hair growth



## 5.2 Protocol

- Patient should arrive with clean scalp and hair
- Ensure that no styling products are not applied prior to or directly after treatments
- Section the hair as shown in Figure 1, if applicable.
- Wear gloves while doing the Growth Factor Induced Therapy (GFIT®)

## Hair Complex & DermaStamp



**Figure 1.** For longer hair, the center part should be combed and secured forward toward face, and sides should be parted laterally from ear to ear.



**Figure 2.** Apply Hair Complex by section.



**Figure 3.** Hair Complex application.



**Figure 4.** Part each layer.

Follow figure guidelines and Step #1-5 shown in the next page:

1. Divide the head into three sections (Figure 1 & 2).
2. Fill syringe from vial with 0.3ml Hair Complex.
3. Begin in section 1 (see Figure 2). Parting each layer of hair or working by small sections of bare scalp, first apply Hair Complex directly onto the scalp and use thumbs for spreading through the part line (Figure 3).
4. Next, "stamp" with the Derma Stamp for two passes on the part, first outward from center part and then inward toward part. Overlap slightly with each stamp.
  - **NOTE:** Pressure is firm but light. (Repeatedly ask patient about discomfort and adjust pressure accordingly.)
5. Repeat this process for each layer of hair in section 1, parting each layer of hair as needed (Figure 4). Work all of section 1, then section 2, and lastly, section 3. Application of serum should only be in the affected areas and should partially overlap into the existing hairline.

6. Apply any leftover serum after the entire procedure has been completed.
7. **OPTIONAL:** Massage scalp for three minutes.
  - **NOTE:** Patient should not wash or use styling products during the first 24 hours following the procedure.
8. Patients should also not color, bleach, or permanently wave hair during the entire course of treatments.

\*See patient compliant guidelines on page 33.

## Disposing AQ DermaStamp

Follow these guidelines for disposing:

- Dispose the dermastamp in a biohazard or sharp container only.
- **Note: One-time use disposable dermastamp per patient**

## 6. Applicable References

AQ Skin Solutions **SOP #1**

- SOP for AQ Recovery Serum with AQ DermaStamp
- For more information on how to perform this treatment please see:

<https://youtu.be/jnzK7WD7jaw>

## 7. Equipment and Skills

AQ Skin Solutions Training Certification - Physicians, Estheticians, and other Professionals must fulfill the requirements of the GFIT - Growth Factor Induced Therapy™ & Micro Needling Procedure Training

### Materials Required

1. General disinfectant or sanitizer (optional) to clean, exposed scalp before beginning application
2. Examination gloves
3. Sterile 1cc Syringes (for extracting the AQ Hair Complex+ solution)
4. AQ DermaStamp (0.8mm)
5. AQ Advanced Hair Complex+

# AQ RECOVERY SERUM WITH LASER SKIN RESURFACING

## (SOP #3)

### 1. Purpose

To provide a standardized protocol for using laser skin resurfacing in conjunction with the AQ Recovery Serum® to intensify the benefits, as well as enhance the results of the laser treatments; this is due to the greater penetration of growth factors and other skin renewing/therapeutic ingredients into the dermis. Patients will see faster, more dramatic results with younger, healthier skin than when using the serum alone. Laser skin resurfacing used in conjunction with AQ Recovery Serum is ideal on aging, acne, and photodamaged skin that causes wrinkles, fine lines, scars, and discoloration. As the laser skin resurfacing removes skin layer by layer with precision, new skin cells form during the healing process giving tighter and younger looking skin. In addition to skin rejuvenation, AQ Recovery Serum helps to promote faster healing time and to generate healthier cells faster.

### 2. Scope

**Laser resurfacing** is a tool that uses a laser to send out brief pulses of high-energy light that are absorbed by water. As the light is changed into heat energy, the heat vaporizes thin sections of skin, layer by layer. This effect promotes collagen formation and retraction of the dermis and epidermis to tighten the skin. As the wounded area heals, new skin grows to replace the damaged skin that was removed during the laser treatment. Laser resurfacing can be combined with **AQ Recovery Serum** for a more effective treatment and faster healing time.

There are many different types of lasers used for laser skin resurfacing that have different recovery times, as well as benefits/complications. These lasers are under the categories of **Ablative Non-fractionated Lasers, Non-ablative Non-fractionated Lasers, Non-ablative Fractionated Lasers, and Ablative Fractionated Lasers.**

### 3. Definitions

#### AQ Recovery Serum® (Professional Use Only)

- Pharmaceutical grade product containing the highest concentration of natural growth factors, proteoglycans, and glycosaminoglycans.
- Designed to enhance the skin's natural process of regeneration and repair by stimulating collagen production, promoting healthy circulation, and encouraging cellular renewal.
- The serum is a clinically administered treatment ideal for post-operative care, post-spa procedures, and wrinkle-reduction treatment used in conjunction with skin resurfacing modalities like lasers and chemical peels.

#### Ablative Non-Fractionated Lasers

- Removes the epidermal layer, producing the most dramatic laser-treated results for skin resurfacing.
- Originally developed as a treatment for significantly improving photodamage and acne scarring.
- These lasers have remained the most effective treatment but have a higher risk of potentially severe damage in the form of scarring, discoloration, and difficult wound healing.
- Devices include: CO2 laser (i.e. Sandstone Medical NaturaLase ER, Sandstone Medical Technologies Whisper 3-G)

#### Non-Ablative Non-Fractionated Lasers

- Produces a gentler effect on the skin than ablative lasers, inducing controlled tissue injury in the dermis and stimulating dermal remodeling and collagen production.
- Results are also mild compared to ablative laser, but gradual improvement is seen with minimal recovery time and decreased side effects.
- Devices include: 1319-nm Pulsed Energy Laser (Sciton Thermascan), 1320-nm Nd:YAG Laser (Alma Harmony XL), and 140-nm Diode Laser (Candela Smoothbeam)

### Non-Ablative Fractionated Lasers

- This laser beam is broken up (fractionated) into uniform micro-beams treating microscopic columns of skin
- When these micro-beams penetrate skin, narrow micro-columns of tissue are heated and coagulate, and a natural healing process is initiated in the surrounding undamaged tissue, promoting collagen production and helping to plump the skin
- The stratum corneum and surrounding tissues are left intact. Coagulated, old cellular debris is replaced with new healthy tissue. This is called selective thermal coagulation
- Mild to moderate erythema and edema are usually apparent for several days post-treatment. Downtime for the patient is minimal. Several treatment courses are required, as with other non-ablative laser procedures
- Devices include: 1410-nm Laser (Solta Fraxel re:line), 1440 Nd:YAG Laser (Palomar Starlux), 1550-nm Erbium Glass Laser (Solta Fraxel re:store), and 1550 -nm (Sella True)

### Ablative Fractionated Lasers

- Used mainly for mild skin tightening but can also treat photodamage, atrophic acne scars, hypopigmented scars, and dyspigmentation
- Moderate downtime and risk of complications
- Devices include: CO2 laser (Alma Laser Harmony Platform Pixel CO2), Er: YAG laser (Alma Laser Harmony Platform Pixel 2940)

Serum or apply AQ Active Serum to prevent scabs from forming, promote a faster recovery time, and minimize the redness. Follow daily maintenance with at-home skin care protocol of AQ Active Serum and AQ Eye Serum for optimum results as well as apply a broad-spectrum sunscreen afterwards, especially when the skin is expected to be exposed to sunlight. Advise patient to limit time in the sun and wear protective clothing.

#### 5.2 Protocol

##### Beginning notes:

- Pre-procedure (Preparing for laser skin resurfacing)
- Patient should arrive with clean, non-oily, skin
- Ensure that no other makeup or skin cream products are applied prior to treatment
- If so, cleanse the skin to remove any products including make-up, lotions or creams
- Advise patient to not take any medications or supplements (i.e. aspirin, ibuprofen) that can affect clotting for 10 days before procedure
- If patient smokes, advise him/her to stop for 2 weeks before or after the procedure as smoking can prolong healing
- Wear protective eye goggles during the laser resurfacing procedure
- Wear gloves during application of the AQ Recovery Serum

## Treatment Schedule

The following information is only a recommended guide and not an exact treatment regimen protocol because the number of required treatments to achieve desired results is largely dependent on an individual's skin condition. In addition, the time needed for healing and recovery after laser resurfacing varies according to the size and depth of the treated area. Someone who has the full face resurfaced, for example, will have a longer recovery time than someone who has only a small area of skin treated. It is the responsibility of the provider to assess the condition and response of the skin and adjust regimen schedule accordingly.

Generally after one treatment, patients will notice a difference but most lasers as detailed below are designed to provide minimal downtime. To get the full effect, a series of 3-6 treatments is recommended, with procedures 3-4 weeks apart. The soonest to schedule the next treatment is about 2 or 3 weeks as 2-4 weeks of pre- and post-care is needed. However, it is also good to wait about 4 weeks or a month to do the next treatment. By then, the patient's skin will be ready for another session of laser skin resurfacing treatment. The following skin resurfacing lasers in conjunction with the AQ Recovery Serum results in youthful, refreshed skin tone.

## 4. Responsibilities

Physicians, Estheticians, & Professionals - ensure the safety of the patients, the integrity of the product, and to prevent contamination.

## 5. Procedure

### 5.1 Overview

Local anesthetic such as numbing agents are to be first applied in the areas to be treated with laser skin resurfacing. Depending on the laser used, customize the treatment accordingly to the patient's skin type by making adjustments to the pulse duration, depth power, % amount of fractionation, laser size beam, etc. Apply AQ Recovery Serum during the treatment and again after the final pass of the laser resurfacing procedure. Swelling and redness after this procedure is normal. After 24 hours, the treated areas need to be cleaned to then apply ointment such as petroleum jelly, apply any leftover AQ Recovery

## Non-Ablative Fractionated Lasers

| Laser                                                              | Usage                                                                                                                                 | Post-Treatment & Side Effects                                                                                                                                                                                                                                     | AQ Usage                                                                                                                           |
|--------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------|
| 1410-nm Laser                                                      | Reduced superficial rhytides                                                                                                          | Moderate amount of downtime with moderate results, may require more treatments in intervals to see results, mild to moderate erythema and edema are usually apparent for several days post-treatment, painful treatment but can be eased with topical anesthetics | Apply 1-2ml of AQ Recovery Serum on time only, if needed then apply 16 hrs after the procedure.                                    |
| 1440-nm Nd: YAG Laser                                              |                                                                                                                                       |                                                                                                                                                                                                                                                                   |                                                                                                                                    |
| 1540- & 1550-nm Erbium Glass Lasers                                | Improvement in epidermal pigmentation, photo-aging, melasma, rhytides, scarring (acne, atrophic and surgical), textural imperfections |                                                                                                                                                                                                                                                                   | 24 hrs after the procedure, apply AQ Active Serum twice a day. In the periorbital area around the eyes, AQ Eye Serum is preferred. |
| Combination of 1550-nm Erbium Glass & 1927-nm Thulium Fiber Lasers |                                                                                                                                       |                                                                                                                                                                                                                                                                   |                                                                                                                                    |

## Ablative Fractionated Lasers

| Laser                                      | Usage                                                              | Post-Treatment & Side Effects                                                                                                                                                       | AQ Usage                                                                                                                           |
|--------------------------------------------|--------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------|
| 10,600-nm fractional CO <sub>2</sub> Laser | Improvement in fine lines, actinic keratosis, deep rhytides, scars | Moderate downtime and moderate risk of complications, potential risk of scarring, discoloration, and skin infection, erythema post-treatment, minimal swelling                      | Preferably apply 1-2ml AQ Recovery Serum based on treatment.                                                                       |
| 2940-nm Fractional Er: YAG Laser           |                                                                    |                                                                                                                                                                                     | 16 hrs after the procedure, apply the remaining 1-2ml of AQ Recovery Serum.                                                        |
| 2790-nm Fractional Er: YSGG Laser          |                                                                    | Moderate downtime and moderate risk of complications, potential risk of scarring, discoloration, and skin infection, mild erythema post-treatment but can be treated with follow-up | 24 hrs after the procedure, apply AQ Active Serum twice a day. In the periorbital area around the eyes, AQ Eye Serum is preferred. |

## Ablative Non-Fractionated Lasers

| Laser                                                       | Usage                                                                                                                    | Post-Treatment & Side Effects                                                                                                                                                                             | AQ Usage                                                                                                                           |
|-------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------|
| 10,600-nm CO <sub>2</sub> Laser                             | Reduced fine lines and wrinkles, especially around eye and mouth area, photo-aged skin, reduced acne and atrophic scars. | Most effective treatment addressing photodamage, but effects include oozing, bleeding, crusting, hyperpigmentation, hypopigmentation, scarring, difficult wound healing, and longer downtime or recovery. | Preferably apply 1-2 ml AQ Recovery Serum based on treatment.                                                                      |
| 2940-nm Er: YAG Laser                                       |                                                                                                                          |                                                                                                                                                                                                           | 16 hrs after the procedure, apply the remaining 1-2ml of AQ Recovery Serum.                                                        |
| Combined CO <sub>2</sub> Er: YAG laser<br>10,600-nm/2940-nm |                                                                                                                          |                                                                                                                                                                                                           | 24 hrs after the procedure, apply AQ Active Serum twice a day. In the periorbital area around the eyes, AQ Eye Serum is preferred. |

## Non-Ablative Non-Fractionated Lasers

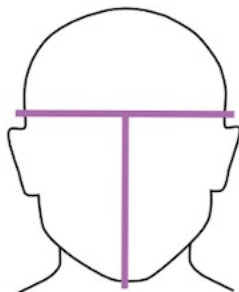
| Laser                       | Usage                                                                                     | Post-Treatment & Side Effects                                                                                                                                                                            | AQ Usage                                                                                                                           |
|-----------------------------|-------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------|
| 1319-nm Pulsed Energy Laser | Improvement in fine facial wrinkles, acne and related scarring, skin tone, and texture    | Most effective treatment addressing photodamage, but effects include oozing, bleeding, crusting, hyperpigmentation, hypopigmentation, scarring, difficult wound healing, and longer downtime or recovery | Preferably apply 1-2 ml AQ Recovery Serum based on treatment.                                                                      |
| 1320-nm Nd:YAG Laser        |                                                                                           |                                                                                                                                                                                                          | 16 hrs after the procedure, apply the remaining 1-2ml of AQ Recovery Serum.                                                        |
| 1450 Diode Laser            | Reduced acne and scarring, improves inflammatory facial acne by reducing sebum secretions | Mild results but minimal downtime and side effects, temporary erythema, edema, temporary hyperpigmentation post-treatment                                                                                | 24 hrs after the procedure, apply AQ Active Serum twice a day. In the periorbital area around the eyes, AQ Eye Serum is preferred. |

## Laser Skin Resurfacing & AQ Recovery Serum

The AQ Recovery Serum contains ingredients that when used in conjunction with the laser skin resurfacing procedure will help provide antioxidant relief, cooling effect of the skin, and overall nourishment for healthy skin and faster skin renewal.

Follow the guidelines below in Step #1-9 as shown:

Figure 1



1. Numb the targeted areas of treatment with a numbing agent.
2. Place corneal shield or protective eye gear on the patient to prevent eye damage by the laser.
3. Prior to applying AQ Recovery Serum to skin attempt to remove any excess or dead skin if possible.
4. After the first pass with the laser, fill syringe from vial with ~0.5ml of AQ Recovery Serum to apply onto face as sectioned in Figure 1 (Approximately 1.5 ml of AQ Recovery Serum is applied after the first laser pass with 0.5ml on the forehead, left, and right sections).
5. Apply the AQ Recovery Serum directly onto the skin by using fingers to lightly spread the serum throughout the sectioned skin (Do not massage into the skin).
6. A second pass with the laser may be done to the forehead and around the eyes to further target fine lines in those areas. **NOTE:** The number of passes required depends on how large the area is and what type of skin is being treated (i.e. thicker skin or skin with more severe fine lines or lesions requires a greater number of passes.)
7. Between passes with the laser, apply the AQ Recovery Serum as listed in Step #4.
8. (**OPTIONAL:** Throughout each treatment, a skin cooling system may be used to have the skin simultaneously cooled with cold air to make the treatment more tolerable for the patient)
9. Apply any leftover serum after the entire laser resurfacing procedure has been completed (Serum will dry into a thin film—do not wash for 24 hours.)

11. Post-procedure: After 24 hrs, follow afterwards with AQ Active Serum and AQ Eye Serum for at home care with a broad spectrum sunscreen.  
**NOTE:** Redness and tenderness is normal after the procedure, but daily use of the AQ Active Serum may reduce the healing time and redness of the wounded area.
12. Pre- and post-procedure instructions must be followed for optimum results.

\*See patient compliance guidelines on page 33

## 6. Applicable References

AQ Skin Solutions **SOP #1**

- SOP for AQ Recovery Serum with AQ DermaStamp

AQ Skin Solutions **SOP #4**

- SOP for VRS and Laser Skin Resurfacing

## 7. Equipment and Skills

Physicians and other professionals must be knowledgeable in Growth Factor (GF) technology and have had training in laser skin resurfacing

### • Materials required:

1. Facial cleanser to clean the skin before beginning application
2. Numbing agent/solution
3. Corneal shield/protective goggles
4. Examination Gloves
5. Sterile 1cc Syringe (for extracting the Serum)
6. AQ Recovery Serum (4.0 ml)

## 1. Purpose

To provide a standardized protocol for using vaginal laser treatment in conjunction with the AQ Vaginal Rejuvenation System (VRS) to enhance the results of laser treatments and intensify the benefits. Patients will see faster, more dramatic results than when using the serum alone. Vaginal laser treatment used in conjunction with AQ VRS is ideal on relieving dryness, soothing irritation, improving vaginal tightness, and enhancing sexual arousal. As the laser skin resurfacing removes skin layer by layer with precision, new skin cells form during the healing process and AQ VRS, with its growth factor technology, helps to promote improved healing time and faster generation of healthier cells.

## 2. Scope

**Vaginal laser treatment** uses a laser to send out brief pulses of high-energy light that are absorbed by water. As the light is changed into heat energy, the heat vaporizes thin sections of the vagina, layer by layer. This effect promotes collagen formation and retraction of the dermis and epidermis to tighten the skin. As the wounded area heals, new cells grow to replace the damaged cell lining that was removed during the laser treatment. Laser resurfacing can be combined with **AQ Vaginal Rejuvenation Serum** for a more effective treatment and faster healing time. The main type of laser used for vaginal laser treatment is the **non-ablative fractional CO<sub>2</sub> laser**.

## 3. Definitions

### AQ Vaginal Rejuvenation System (VRS)

- Natural growth factor serum that aims to restore natural vaginal functions
- Hydrates vaginal walls
- Soothes dryness and irritation
- Improves elasticity
- Tighten vaginal walls resulting in more comfort and an enhanced female sexual arousal and intercourse

### Non-Ablative Fractional CO<sub>2</sub> Laser

- A laser beam is broken up into uniform (fractioned) micro-beams
- These beams penetrate the skin, heating and coagulating micro-columns of tissue
- The fibers that exist will contract and collagen generation is stimulated
- Unaffected surrounding cells promote healing and lead to vaginal wall rejuvenation
- Little to no downtime needed

## 4. Responsibilities

Physicians, Estheticians, and Professionals – ensure the safety of the patients, the integrity of the product, and to prevent contamination.

## 5. Procedure

### 4.1 Overview

A local anesthetic, such as lidocaine, is to be applied at the vaginal opening. Patient is then to be treated with the vaginal laser. AQ VRS is to be applied at the time intervals mentioned below. AQ VRS applicators should not be shared with another person.

## AQ Vaginal Rejuvenation Serum (VRS) Schedule

The following information is only a recommended guide and not an exact treatment regimen protocol because the number of required VRS applicators treatment to achieve desired results is largely dependent on an individual's vaginal behavior. It is the responsibility of the doctor to assess the condition and response of the vagina and adjust regimen schedule accordingly before directing patient.

| Day                                                                       | Treatment Plan          |
|---------------------------------------------------------------------------|-------------------------|
| 1                                                                         | Vaginal Laser Treatment |
| 2                                                                         | AQ VRS Tube Application |
| 3                                                                         | Rest                    |
| 4                                                                         | Rest                    |
| 5                                                                         | AQ VRS Tube Application |
| 6                                                                         | Rest                    |
| 7                                                                         | Rest                    |
| 8                                                                         | AQ VRS Tube Application |
| 9                                                                         | Rest                    |
| 10                                                                        | Rest                    |
| 11                                                                        | Rest                    |
| 12                                                                        | AQ VRS Tube Application |
| The last 2 tubes are to be applied once a week for the following 2 weeks. |                         |

There are a total of 6 VRS applicator tubes, the VRS treatments at home can be up to 3-4 weeks depending on the application use. Rest period of one week during normal monthly menstruation flow. Treatment should be two (2) VRS maximum a week. However, the VRS may be use daily if in a crisis situation of experiencing extreme vaginosis involving the pH of the vaginal area. This product usage is all dependent on the user's situation. Please keep in mind that the VRS is not design to deal with infections and if infections are present, doctor consultation is recommended prior to any treatment or usage of the product.

### 4.2 Protocol

#### Beginning notes:

- Pre-procedure (preparing for laser skin resurfacing)
- Patient should arrive with the vaginal area clean
- Ensure that no other skin products are applied prior to the treatment
- Advise patient to not take any medication or

supplements (i.e. aspirin, ibuprofen) that can affect clotting for 10 days prior to procedure

- If patient smokes, advise her to stop for 2 weeks before and after the procedure as smoking can prolong healing.

### Vaginal Laser Treatment and AQ Vaginal Rejuvenation Serum (VRS):

The AQ VRS used in conjunction with vaginal laser treatment will help provide nourishment for faster vaginal wall renewal and allow the patient to achieve maximum benefit of the treatment.

#### Follow the treatment guidelines below:

1. Applying numbing agent around the vagina.
2. Insert laser into vaginal opening.
3. Shoot the laser once for every 1 cm for the whole vagina.
4. Post-procedure: Apply AQ VRS at intervals stated previously.

#### Application of AQ VRS:

1. Hold applicator at the thick end and shake down to ensure that the contents are at the thin end.
2. Gently insert open end of applicator into the vagina.
3. Squeeze the tube firmly to deposit the serum, ensuring that the serum contacts the walls encircling the vagina.
4. Remove tube and discard. Tube should not be shared with anyone or reused.

**\*NOTE:** If it is painful or uncomfortable to insert the VRS applicator tube into the vagina, to help alleviate some discomfort, using clean fingertips, dispense a small amount of the VRS serum to lubricate the area prior to inserting the tube. This should help, and it will also ensure the VRS serum is coating the outer vaginal area as well to help increase restoration and repair to the vaginal tissue.

## 5. Applicable References

AQ Skin Solutions **SOP #3**

SOP for AQ Recovery Serum with Laser Skin Resurfacing

## 6. Equipment and Skills

Physicians and other professionals must be knowledgeable in Growth Factor (GF) technology and vaginal laser treatment

- Materials Required:
  1. Cleanser to clean vaginal area before procedure
  2. Examination gloves
  3. Numbing agent
  4. Vaginal Laser
  5. AQ Vaginal Rejuvenation System



# PRE- & POST-PROCEDURE GUIDELINES FOR GFIT® PATIENT COMPLIANCE

## Please Read These Steps Carefully Regarding Pre- & Post-Procedure for GFIT® Patient Compliance

### Before Procedure:

- We strongly encourage the use of the AQ Active and Eye Serum as the pre- and post-daily topical system.
- This is to help your face heal properly and faster with better results
- Arrive to treatment with a clean, bare face with no moisturizers, sunscreen, make-up, or oils
- Face should be properly cleansed and prepped at clinic as well

### First 24 Hours Post Procedure:

- Avoid direct sunlight, if you absolutely must be outside, be cautious and wear a shaded hat
- Avoid making any direct contact to the face.
- Do not apply any products for the first 24 hours
- Avoid showering or washing face for 24 hours following your procedure
- Avoid hot baths or saunas during the first 24 hours following your procedure
- Avoid exposure to any harsh chemicals or sprays following your procedure
- Avoid smoking. Smoking delays healing and can increase the risk of complications
- Drink at least 64 ounces of water daily to help heal properly. Water does not mean tea, coffee, soda or juice

### 24-72 Hours Post Procedure:

- After 24 hours, wash face with a gentle wash after the first 24 hours
- We strongly encourage the use of the AQ Active and Eye Serum as a daily topical system following the first 24 hours
- After allowing the AQ Active and Eye to set after 10 minutes, begin incorporating products of your daily regimen - moisturizer, sunscreen, etc
- Minimize direct sunlight, if you absolutely must be outside, apply sunscreen and wear a shaded hat

### After 3 Days Post Procedure:

- Schedule your follow up appointment abiding by the treatment schedule.
- During the follow up, the doctor will assess your healing and determine the remaining sequence of your treatment
- Continue to use the AQ Active and Eye Serum as a daily topical system
- Avoid the use of any harsh chemicals, exfoliates or scrubs for at least 10 days

04.

# Guidelines & Forms

Photographic procedures, patient consent forms, and FAQs.



## Photo Guidelines for Release Form

### 1. Purpose

Standard photographic procedures are critical to achieve accurate and consistent images to be used for research, outcome review, and teaching purposes. Using proper equipment, lighting, and positioning can achieve homogeneous, high-quality images. Standardized photography is especially important for facial resurfacing procedures when fine details such as pore size, skin texture, and pigmentation need to be captured and accurately assessed. The purpose of this document is to educate the reader in how to capture general standardized, high-quality images of the skin and scalp surface, to be used in “before and after” comparisons.

### 2. Preparation

Whenever the face is photographed the hair must be set so as to not cover the face. Necklaces, earrings, glasses, hats, scarfs must be removed. Makeup is not allowed. The same length of hair, and facial hair for men, is key as well. It's also best that the person avoid tanning or be in the sun in between shots.

### 3. Capture

Although not every user has access to instruments made by Cansfield ([www.canfieldsci.com](http://www.canfieldsci.com)) or AccuView ([www.accuviewimaging.com](http://www.accuviewimaging.com)), following these guidelines with a regular camera and proper lighting will achieve a homogeneous and respectable “before and after.” When capturing the subject it is important to implement these four (4) objectives:

#### 1. Positioning

- Head position and camera angle and distance must be as close to the same position for the “before” and “after” picture
- Demeanor: must be stoic, no smiling or frowning

#### 2. Background

- “Before” and “after” picture must have the same background
- Preferable background colors are Black, Blue, Gray, White or anything in-between

#### 3. Lighting

- Lighting must be the same for the “before” and “after” picture
- Camera flash must be the same for the “before” and “after” picture

#### 4. Camera

- Must use the same camera with the same settings for the “before” and “after” picture

\*See next page for copy of Photo Release Form

# AQ SKIN SOLUTIONS PHOTO RELEASE FORM

(example copy only, please request for hard copy)



## Photo Release Form

I hereby grant permission to AQ Skin Solutions, Inc., its agent or employees, their successors and assigns, the use of photographs taken of me for use in their materials.

[ \_\_\_\_\_ ] Initial here if AQ may also use your name and biographic information (such as age, race, residence) as well as quotes or other information supplied by you. If you do not initial above we will not include personal information about you.

I hereby waive any right to inspect or approve the finished photographs, or printed or electronic matter or accompanying copy or text that may be used in conjunction with them now or in the future, whether that use is known to me or unknown, and I waive any right to royalties or other compensation arising from or related to the use of the photograph.

I hereby agree to release, defend and hold harmless AQ Skin Solutions, Inc. and its agents or employees, from and against any claims, damages for liability arising from or related to the use of the photographs, or production of the finished product, its publication or distribution.

I have read this release before signing below, and I fully understand the contents, meaning and impact of this release.

**Location of Photo:** \_\_\_\_\_

I represent that I am at least eighteen (18) years old and have full right, power, and authority to enter into this Agreement on my own behalf. [If you are under 18 years old, a parent or guardian must also sign below.]

\_\_\_\_\_  
**SIGNATURE**

\_\_\_\_\_  
**PRINT NAME**

\_\_\_\_\_  
**DATE**

## Additional Information

**Pre-existing Conditions:** \_\_\_\_\_  
\_\_\_\_\_

**Pre-care Regimen:** \_\_\_\_\_  
\_\_\_\_\_

**Weekly Alcohol Intake:** \_\_\_\_\_

**Age:** \_\_\_\_\_ **Smoker: Yes / No**

**Exercise:** \_\_\_\_\_  
\_\_\_\_\_

**Diet:** \_\_\_\_\_  
\_\_\_\_\_

If you are under eighteen (18) years old, a parent or legal guardian must also sign below:

I hereby represent and warrant that I am the parent or legal guardian of the minor who signed this agreement above, and I hereby agree that we both shall be bound by this Agreement.

\_\_\_\_\_  
**SIGNATURE of Parent/Legal Guardian**

\_\_\_\_\_  
**PRINT NAME**

\_\_\_\_\_  
**DATE**

# AQ SKIN SOLUTIONS INFORMED CONSENT FORM

(example copy only, please request for hard copy)

## AQ Skin Solutions Informed Consent Form

### Introduction

The purpose of this consent form is to inform you about the Growth Factor Induced Therapies (GFIT®) with AQ Skin Solution products and any potential side effects or risks associated with them. One or more of the following procedures may apply to you: AQ Recovery Serum with DermaStamp/Laser treatment, AQ Advanced Hair Complex with DermaStamp, and/or AQ Vaginal Rejuvenation with Laser Treatment. It is important that you read this information carefully and completely. If you do not understand or are unsure about any part of this consent form, you must ask for clarification before signing this document.

### AQ Growth Factor Induced Therapy (GFIT) Overview

AQ GFIT triggers skin rejuvenation through the introduction of active peptides, growth factors, and proteins into the skin. These proteins create a response to reduce the appearance of aging and result in skin that looks younger and is more resilient. It is utilized by both men and women to promote healthy skin and potentially reduce the appearance of fine lines, wrinkles, photo-damage, scars, and acne.

- **Benefits:** No downtime, very little discomfort, minimal preparation and restrictions, suitable for most skin types, faster recovery and healing. Please consult physician for specifics.
- **Drawbacks:** Achieving optimal change and improvements requires more than one treatment. The number of treatments and the schedule of sessions depend on skin/hair type and desired results.

### AQ Recovery Serum with DermaStamp or Laser Treatment

AQ GFIT incorporates the use of AQ Recovery Serum with AQ DermaStamp, a Class I medical device approved by the FDA. AQ Dermastamp allows the topically applied serum to enter into the skin by creating hundreds of temporary

microscopic channels within the target areas that result in the delivery of peptides and proteins into the Dermis of the skin.

### AQ Advanced Hair Complex with DermaStamp

AQ Advanced Hair Complex is a new approach to tackling the problem of hair loss by treating the condition of the scalp. It is utilized by both men and women to promote a healthy scalp that fosters healthy hair growth. AQ Advanced Hair Complex incorporates the use of several human-derived growth factors that are applied topically and allowed to penetrate deep within the hair follicles through the use of AQ DermaStamp, a medical device. AQ DermaStamp creates hundreds of temporary microscopic channels within the target areas that allow for the growth factors to be delivered to the deeper layers of the scalp. This procedure is not designed for alopecia but addresses the loss of hair due to stress, hormones, lifestyle, and chemical services such as hair coloring and/or bleaching, permanent wave, extensions, etc.

### AQ Vaginal Rejuvenation System with Laser Treatment

AQ Vaginal Rejuvenation System (VRS) is a growth factor serum that aims to restore natural vaginal functions by soothing dryness and irritation, improving vaginal wall elasticity, and tightening the vaginal walls. AQ VRS is used in conjunction to vaginal CO<sub>2</sub> lasers to provide maximum benefits. Vaginal CO<sub>2</sub> lasers promote collagen formation and skin tightening by removing damaged cell lines and overtime, generating new cells. Using AQ VRS can also help speed up the recovery process and generate healthier cells faster.

### Importance of Patient Follow-through

Patient follow-through before and after a treatment is imperative. Instructions must be followed in order to avoid possible complications and to ensure optimal results.

Review and clarify regimens with your doctor or technician before signing this document.

# AQ SKIN SOLUTIONS INFORMED CONSENT FORM

(example copy only, please request for hard copy)

## Risks of AQ GFIT

All procedures of the skin, scalp, and vagina have associated risks and complications. Risks involve both, items that specifically relate to the use of growth factors as a form of therapy and to the specific procedure performed with the DermaStamp or Laser.

- **Infection:** Although highly unlikely, bacterial, viral, and fungal infections can occur. Should any skin, scalp, or vaginal infection occur, additional treatment, including antibiotics, may be necessary.
- **Unsatisfactory Results:** There is a possibility of an unsatisfactory result from these procedures. Each individual is different, with different outcomes, success levels, and expectations.
- **Skin Cancer/Skin Disorders:** The AQ GFIT does not offer protection against developing skin cancer or skin disorders in the future.
- **Pain:** Some patients may feel some pain during treatment. Generally, this is very mild. Please speak to your physician about any concerns.
- **Allergic Reactions:** In rare cases, localized allergies to ingredients used in cosmetics or topical preparations have been reported. Systemic reactions, which are more serious, may result from drugs used during procedures and prescription medicines. Allergic reactions may require additional treatment.
- **Lack of Permanent Results:** Treatments and procedures may not completely improve or prevent skin condition, future hair loss or thinning, and/or vaginal wall elasticity and dryness. Additional series may be required to reach an optimal level of results. Please consult your physician for more details.
- **Unknown Risks:** There is a possibility that additional risk factors of this procedure may be discovered.

## Additional Treatments Necessary

There are many variable conditions that influence the long-term result of any procedure. Even though risks and complications occur rarely,

the risks cited are potentially associated with these procedures. Other complications and risks occur, but are even more uncommon. Should complications occur, additional types of treatments or procedures may be necessary. Performing cosmetic procedures is not an exact science. Though desired results are expected, there is no guarantee or warranty expressed or implied on the results that may be obtained.

## Disclaimer

Informed consent documents are used to communicate information about the proposed AQ GFIT, including AQ Recovery Serum with DermaStamp and Laser treatment, AQ Advanced Hair Complex with DermaStamp, and AQ Vaginal Rejuvenation System with Laser Treatment, along with disclosure of risks from the proposed procedure(s). The informed consent process attempts to define principles of risk disclosure that should generally meet the needs of most patients in most circumstances.

Informed consent documents should not be considered all inclusive in defining methods of care and risks encountered. Your doctor or technician may provide you with additional or different information that is based on all the facts in your particular case and the state of medical knowledge. Informed consent documents are not intended to define or serve as a standard of medical care.

**\*SIGN CONSENT ON THE FOLLOWING PAGE.**

# AQ SKIN SOLUTIONS INFORMED CONSENT FORM

(example copy only, please request for hard copy)

Patient name: \_\_\_\_\_ Date: \_\_\_\_\_

Clinic/Doctor's Office/Medical Spa: \_\_\_\_\_

Adminstrating Treatment: \_\_\_\_\_

Area(s) to be treated: \_\_\_\_\_

- ☐ Consent for AQ Recovery Serum with DermaStamp Procedure
- ☐ Consent for AQ Advanced Hair Complex with Dermastamp Procedure
- ☐ Consent for AQ Recovery Serum with Laser Treatment Procedure
- ☐ Consent for AQ Vaginal Rejuvenation System with Laser Treatment Procedure

I recognize that during the course of treatment, unforeseen conditions may necessitate different treatment(s) or a change in schedule. I authorize that the procedure will be performed under professional judgment, necessary and desirable. The authority granted under this paragraph shall include all conditions that require treatments and are not known at the time the procedure has commenced.

I understand that success of the procedure varies with each individual and the type of condition they are experiencing.

I voluntarily request this procedure by the physician or technician. This procedure has been explained to me, and my questions regarding such treatment, its alternative(s), its complications, and its risks have been answered. The information that I have been given has been in terms clear to me, and I understand the risks and complications. My questions have been fully and completely answered for me, and I have read this document and understand its contents. I hereby give my full and unrestricted informed consent for the procedure.

I acknowledge that no guarantee has been given by anyone as to the results that may be obtained.

I, \_\_\_\_\_ (initial), hereby give my permission to have my photograph be taken for diagnostic purposes and to accurately document the patient's records in the usual and customary manner, as well as to photograph and/or film all the procedures for educational, training, televising, and marketing purposes.

DO NOT SIGN THIS FORM UNLESS YOU HAVE READ IT AND FEEL THAT YOU UNDERSTAND IT. DO NOT SIGN THIS FORM IF YOU HAVE TAKEN MEDICATIONS THAT MAY HAVE IMPAIRED YOUR MENTAL ABILITIES OR IF YOU FEEL RUSHED OR UNDER PRESSURE.

\_\_\_\_\_  
PATIENT SIGNATURE

\_\_\_\_\_  
PATIENT NAME (PRINT)

\_\_\_\_\_  
DATE

# AQ SKIN SOLUTIONS TRAINING & CERTIFICATION

(example copy only, please request for hard copy)



## AQ Skin Solutions Training & Certification Form

Date: \_\_\_\_\_

Full Name (to appear on certificate): \_\_\_\_\_

Occupation: \_\_\_\_\_ License #: \_\_\_\_\_

Facility: \_\_\_\_\_

Website: \_\_\_\_\_

Address: \_\_\_\_\_ Suite: \_\_\_\_\_

City/State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Email: \_\_\_\_\_ Phone #: \_\_\_\_\_

Trainer (signature): \_\_\_\_\_

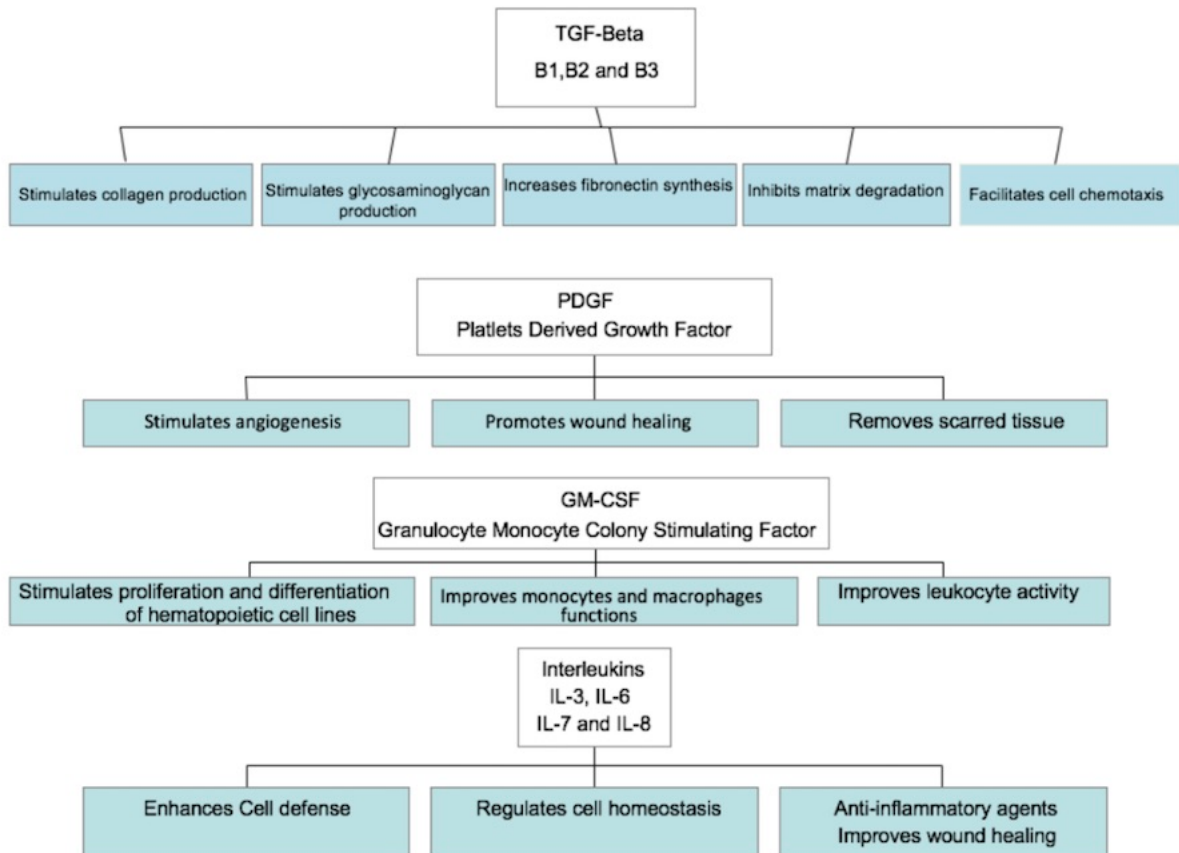
1. Did the training cover all applicable subjects regarding technology, products, and protocols?

2. What was the most valuable thing you learned during today's session (knowledge or skill) that you anticipate using in your work?

3. Was there anything that was not clearly articulated or explained? Please provide specific examples.

4. What other specific comments do you have?

## Technology Questions



### 1. Which growth factors are in AQ serums? (see flow chart above)

The entire list of the growth factors in AQ products are protected by AQ's patent. This is what differentiates us from the others. The concentrations and combinations are different in each product as each product targets a very specific part of the body – skin cells, hair follicles or the walls of the vagina. The patent protects the formulation that keeps the GFs stable since they are very fragile peptides that degrade easily.

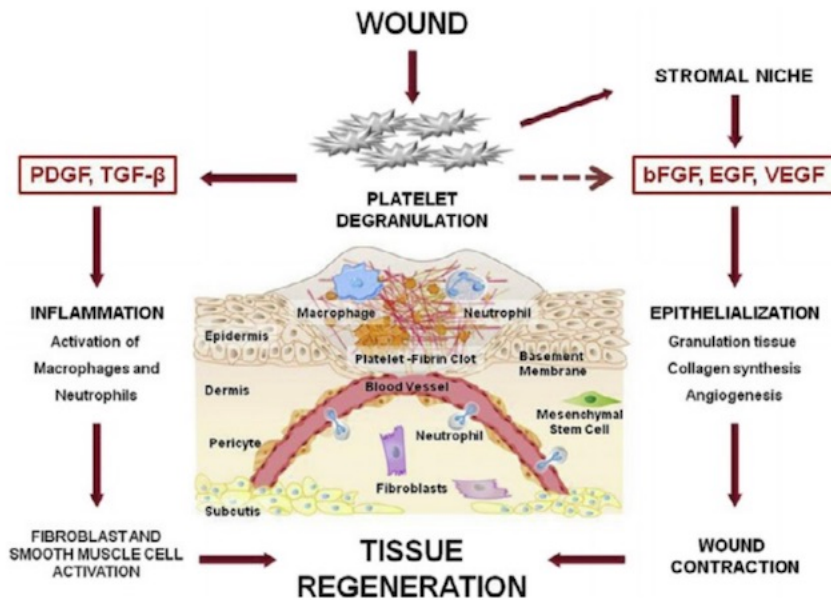
### 2. Where are AQ growth factors sourced from? (see diagram on next page)

AQ growth factors are sourced from a screened and immortalized fibroblast cell line. Fibroblasts are the

best source of GFs because they are key cells in wound healing. AQ Skin Solutions GF Technology was originally discovered through wound healing and cell regeneration therapy in third-degree burn victims. In the procedure, a healthy skin biopsy was taken and fibroblast cells were isolated using advanced cell sorting technology. The cells were purified to produce specific growth factors and then replicated under the most stringent and sterile conditions. GFs were isolated, purified and placed under skin grafts and applied to the wound site. The wound site regenerated with new healthy skin and almost no scarring. This research paved way for the findings of AQ Skin Solutions as the breakthrough technology was replicated for the intention of creating a topical serum intended for skin rejuvenation.

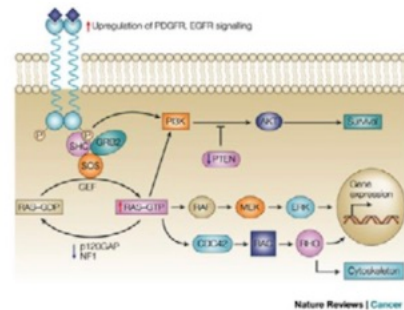
# FREQUENTLY ASKED QUESTIONS

(diagram for Tech Q #2 on page 41)



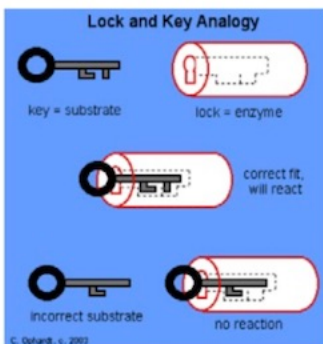
## 3. How do human growth factors compare to plant derived growth factors?

Because growth factors act in a very selective lock and key manner, plant derived growth factors are completely ineffective for regulating cellular activity within human cells. Plants produce GFs conducive to their biological functions and are completely different organism as their biology is obviously far different from humans. Plant derived growth factors will not work on human skin because human skin is not comprised of plant cells.



## 4. Are there any bacterial or cellular DNA components to the AQ serums?

There are NO bacterial or cellular DNA components within AQ serums. AQ serums are manufactured in an FDA registered facility under strict GMP guidelines with quality checkpoints and microbiological testing for bacteria, yeast and mold. AQ has been in business since 2008 and has never had a report of bacterial or cellular DNA contamination.



# FREQUENTLY ASKED QUESTIONS

## 6. Can the AQ serums help with melasma or eczema?

Should a patient have any pre-existing conditions, we always recommend they consult with their physician about adding any new applications to their daily regimen.

The Recovery Serum and/or Active Serum will often help with melasma and dermatitis as both are often related to auto immune problems and the AQ GF Technology can help quell that inflammation and resulting symptoms. For melasma, please try one GFIT application and then have the patient use the Active twice a day for a month for optimal results. This may help diminish melasma.

Based on our experience with using the AQ serums for eczema, our patients have found regular use of the AQ Active has been best. Be cautious when it comes to any skin lesions as it is hard to tell if any reaction may happen. Please understand that this product is not meant to treat or cure any disease or disorder but may, with frequent use, alleviate they symptoms commonly caused by dermatitis (eczema).

## Treatment Questions

### 1. How does a DermaStamp compare to a DermaPen?

It is more preferable to use a microneedling device that enables the needles to puncture at a 90-degree angle to prevent any stretching of the skin. Therefore, we recommend using a DermaStamp or DermaPen as opposed to a DermaRoller.

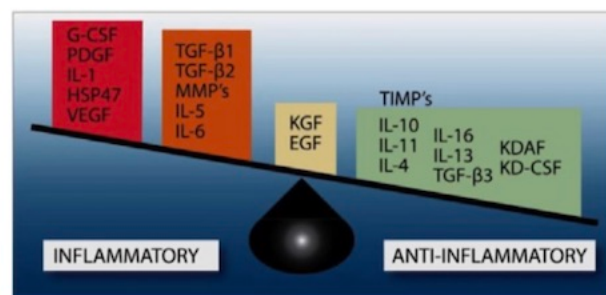
### 2. Can I inject the AQ serums?

AQ Skin Solutions serums are NOT classified as injectables and not designed for that purpose. The AQ Skin Solutions products are intended for topical use. In addition, the GF are signaling molecules, injecting them is not going to yield anything more than results generated by microneedling and laser skin resurfacing.

### 3. How does growth factor technology compare to platelet rich plasma (PRP)?

While PRP exhibits clinical potential within the field of medicine, it remains limited and controversial. Utilizing PRP for skin rejuvenation has proven to yield inferior results in comparison to genetically engineered growth factor application therapy because the danger of PRP lies in the inconsistency of human blood. The contents of human blood vary day by day which makes results of PRP unpredictable. AQ's advanced cell sorting technology allows the production of specialized combinations of anti-inflammatory to inflammatory GFs thus making them more targeted to specific indications, such as promoting repair or enhancing hair growth. The growth factors in PRP remain unselective and face a possibility of contamination. AQ's GFIT is more widely accepted worldwide and does not require kits or centrifuges.

### PRP Vs engineered Growth factors



### PRP vs GF Technology

| GF Technology                                                                                                                                                                                                                                    | PRP                                                                                                                                                                                                                                                                                           |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"><li>• Safer</li><li>• Cheaper</li><li>• Selective</li><li>• No equipments needed</li><li>• Constant</li><li>• Time saving</li><li>• Clean</li><li>• Higher patient compliance</li><li>• Multiple use</li></ul> | <ul style="list-style-type: none"><li>• 5% chance of contamination</li><li>• Expensive</li><li>• Mixed GF plus other</li><li>• Require equipments</li><li>• Not predictable</li><li>• Average 1 hr per patient</li><li>• Messy</li><li>• Lower patient compliance</li><li>• One use</li></ul> |

# FREQUENTLY ASKED QUESTIONS

## 4. What treatments are NOT recommended to be used with Growth Factor Induced Therapy?

Retinol - Retinol is a stimulant that causes an inflammation, redness and peeling. Our products will help mitigate the symptoms and provide some relief. They should use AQ Active Serum in the morning and AQ Retinol at night. They must be sure to exfoliate any dead skin before applying our product as the dead skin will keep our GF and peptides from penetrating.

## 5. Can the Active Serum be used instead of the Recovery Serum in conjunction with modalities?

Although AQ products are formulated to increase cellular activity of the skin cells via growth factor application, the AQ Recovery Serum is specifically designed to be utilized with the microneedling procedures, such as Skin Pen or DermaStamp. The reason is contingent on the fact that these microneedling modalities deepen the penetration of growth factors past the outer most layer of the skin, the epidermis, by creating vertical microscopic channels.

It is more appropriate to utilize the AQ Recovery Serum when dealing with the deeper layer of the skin, the dermis, because it is deliberately designed to have the highest concentration of therapeutic active ingredients. Because the dermis is the layer of the skin with blood vessels and fibroblast connective tissue, applying the AQ Recovery Serum with the microneedling has proven to enhance the skin's natural process of regeneration and repair by stimulating collagen production, healthy circulation, antioxidant activity and reduced the appearance of broken capillaries.

Our AQ Active Serum and AQ Eye Serum is recommended for at home use to maximize optimal results in a long term maintenance fashion because it is formulated to have the most appropriate concentration of growth factors for the purpose of application to the epidermis. The therapeutic active ingredients are still able to penetrate the skin through the pores on the surface of the skin in this way.

The AQ Recovery Serum is designed not only for micro needling but to accompany any assault to the skin post lasers or anything that results in trauma to the skin. In addition, the Recovery

contains specific growth factors that are selected to promote fast healing and recovery that may prevent side effects resulting from such procedures. For example, reduces the chances of developing post inflammation hyper pigmentation, access bleeding and bruising.

## 6. Is it normal to experience some shedding after using the AQ Advanced Hair Complex or the AQ Lash? (see diagram on next page)

Yes, when applying growth factors to the hair follicle, the aim is to achieve a normal hair cycle. GFs play an essential role in the advancing the different stages in hair growth. In order for a new hair cycle to begin, the dead or damaged hair follicle must be pushed out so that new hair can thrive. Thus, it is normal to see an increase in shedding following the first treatment series of the Hair Complex or Lash.

## Product Questions

### 1. What is the Period After Opening (PAO) storage time/conditions?

The AQ Active, Eye, and Lash have a 6 month PAO and must be stored in a cool, dry place.

The AQ Recovery and Hair Complex vials can be stored for a maximum of one week after opened and must be refrigerated. However, it is recommended that the vials be used within 1-3 days after opening for maximum effectiveness due to oxidation.

The AQ VRS tube applicator should be used immediately after being opened.

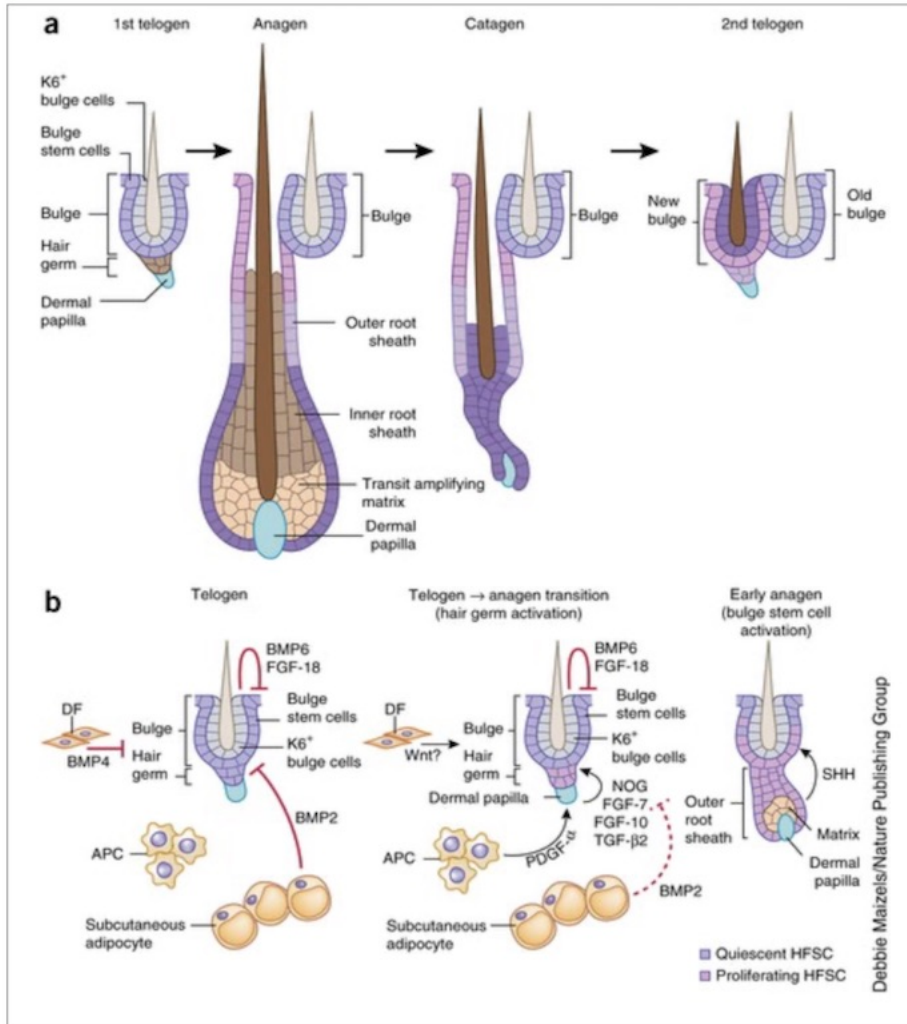
The AQ DermaStamps can be used for a maximum of one time on the same patient before disposal.

### 2. What is the expiration date on the products?

All AQ products have a 2 year expiration date that is stamped on the bottle/vial.

# FREQUENTLY ASKED QUESTIONS

(Diagram for Treatment Q #6 on page 44)



# FEATURES & BENEFITS OF ACTIVE INGREDIENTS



## 1.) 1, 2-Hexanediol

- Highly effective mild coupling agent and humectant
- Antimicrobial preservative
- Reduces likeliness of irritation

## 2.) Acetyl Hexapeptide-8

- An anti-aging peptide (Argireline) comprised of six amino acids to help with lifting and anti-wrinkle
- Reduces deep wrinkles associated with facial expressions by relaxing the contractions of facial muscles that cause repeated expression lines (i.e. crow's feet)

## 3.) Aminoethylphosphinic Acid

- A naturally occurring phosphonate in plant and animal membranes
- Brightening agent by inhibiting melanin (skin pigmentation) production
- Anti-age spots
- Humectant
- Chelating agent: binds to metallic compounds and prevents them from contaminating and adhering to the skin

## 4.) Biotinoyl Tripeptide-1

- Natural herbal compound that improves and helps anchor the hair follicle more firmly into the skin
- Increases metabolism in the follicles to produce an anti-aging effect within the hair follicle
- Provides a protective and reparative effect for different structures of the hair follicle
- Lessens the harmful effect of DHT by increasing blood circulation to the hair follicle and rejuvenating it

## 5.) Butylene Glycol

- An organic molecule with two alcohol groups
- Most gentle of glycols
- Humectant - moisturizing properties binds moisture and holds water in the skin

## 6.) Camellia Sinensis (Green Tea) Leaf Extract

- Natural botanical ingredient that contains antioxidant properties that help prevent premature aging and protects against UV damage
- Cell protecting function - protects skin from damaging effect of free radicals

## 7.) Caprylyl Glycol

- An effective humectant when combined with 1,2-Hexanediol and works synergistically with other preservatives by increasing the antimicrobial activity
- Preservative that protects against antimicrobial growth from bacteria and yeast
- Skin conditioning agent - moisturizer, emollient, and works on the skin's surface to give it a soft and smooth texture
- Stabilizer and viscosity regulator

## 8.) Chlorphenesin

- Antimicrobial, antifungal, and some antibacterial properties
- Preservative - prevents viscosity changes, pH changes, emulsion breakdown, & microorganism growth

## 9.) Chrysin

- A naturally occurring flavonoid (botanical ingredient) extracted from plants
- Combats puffiness & dark circles by helping to eliminate the pigmented bilirubin and iron deposits underneath the skin (dark circles)
- Skin conditioning agent & anti-inflammatory properties
- Antioxidant - provides protection against UV-induced damage

## 10.) Citrus Aurantium Bergamia (Bergamot) Fruit Oil

- Oil from the peel of the bergamot fruit
- Natural antibiotic and disinfectant
- The antibacterial activity helps reduce acne as it helps to kill the bacteria on the skin before it can react to create blackheads and pimples
- Also has an added property of helping to control excess oil production in the skin
- Antiseptic & antifungal properties, which help fight infection and aid recovery, therefore, encourages wound healing and skin regeneration - helps the skin heal faster for old acne scars, eczema, psoriasis
- Prevent & treat scars and stretch marks as well as fade old scars due to helping regulate the distribution of melanin, the skin's natural pigment, while evening out skin tone
- Cooling, refreshing nature - ideally suited to help calm inflamed skin

## 11.) Citrus Grandis (Grapefruit) Extract

- Natural botanical that has anti-microbial & anti-

# FEATURES & BENEFITS OF ACTIVE INGREDIENTS

inflammatory properties

- Also acts as an antioxidant & as an Alpha-Hydroxy Acid (AHA) – a natural skin moisturizing agent

## 12.) Dipeptide-2

- Natural moisturizing factor – structure resembles lipids found in epidermis of skin that help skin retain moisture
- Anti-puffiness – A peptide consisting of two amino acids that improves lymphatic circulation to more effectively remove toxins in the skin

## 13.) Glycerin

- Naturally occurring alcohol compound that balances the water levels in skin to facilitate moisture
- Humectant (moisturizing properties) – absorbs water and helps retain in moisture
- Emollient – Helps the skin feeling smoother and softer

## 14.) Hesperidin Methyl Chalcone

- A bioflavonoid that is naturally found in the peel, pulp, and membranes of citrus fruit
- Antioxidant properties – helps to combat inflammation and cell damage caused by free radicals
- Improves the appearance of the characteristic, bluish-black dark circles by helping to strengthen the capillaries under the eyes
- Anti-Puffiness

## 15.) Human Fibroblast Conditioned Media

- Contains Growth Factors (TGF-Beta, GM-CSF, & PDGF) and cytokines which promote cell development and improves extrinsic signs of aging
- Stimulates fibroblast growth factor, cell replication, collagen synthesis, matrix remodeling and tissue repair
- Promotes healing and reduces scar coloration
- Anti-aging/anti-wrinkle

## 16.) Hydroxyethyl Acrylate/ Sodium Acryloyldimethyl Taurate Copolymer

- Antioxidant
- Viscosity controlling emulsion agent that thickens and stabilizes the VRS
- Provides a sensation of freshness followed by a melting effect on contact with the skin and leaves a feeling of softness

## 17.) Lactic Acid

- Natural Alpha-Hydroxy Acid (AHA) contained in sour milk that is a natural skin-moisturizing agent & has beneficial effects on dry skin
- Humectant – moisturizing properties; binds moisture and holds water in the skin
- Exfoliant – Gently exfoliates by increasing cellular turnover
- Increases ceramide levels – one of the main components of the epidermis layer of human skin & creates a water-impermeable, protective organ to prevent excessive water loss due to evaporation
- Potent skin lightener for age spots or darkened areas
- Reduces acne breakouts
- Promotes collagen growth

## 18.) Lonicera Caprifolium (Honeysuckle) Flower Extract & Lonicera Japonica (Honeysuckle) Flower Extract

- Natural botanical – derived from the Honeysuckle plant, a vine commonly found in Asia
- Antimicrobial properties – used as a natural preservative to keep product fresh

## 19.) Menthyl Lactate

- A form of Lactic acid (derived from menthol + lactic acid)
- Cooling agent – provides a refreshing booster for the skin when applied topically for skin irritation, pain, itching or sunburn

## 20.) N-Hydroxysuccinimide

- Organic compound
- Lessens dark circles under eye by eliminating blood-originated pigments responsible for the color of dark circles and local inflammation

## 21.) Oenothera Biennis (Evening Primrose) Seed Extract

- Natural botanical ingredient extracted from plant
- Contains polyphenols which possess antioxidant activities
- Rich in omega-6 fatty acids including linoleic acid (LA), and gamma linoleic acid (GLA) which enhance epidermal barrier
- Has ability to dilute sebum production and calm inflammation

## 22.) Tripeptide-1

# FEATURES & BENEFITS OF ACTIVE INGREDIENTS

- Blend of several fatty and amino acids that help produce same results of retinoid without the sensitivity
- Stimulates collagen/elastin production and glycosaminoglycan synthesis, as well as increase hyaluronic acid levels
- Anti-aging properties by reducing fine lines, improving texture, firming the eye skin, and brightening the skin's tone

## 23.) Palmitoyl Tetrapeptide-7

- A peptide compound combining several chains of amino acids which activates the synthesis of the skin's extracellular matrix and connective tissues
- Helps facilitate the appropriate inflammatory response by suppressing the production of excess interleukins from exposure to UV radiation

## 24.) Panthenol

- Humectant (moisturizing properties) – absorbs water and helps retain in moisture
- Improves elasticity to promote cell regeneration
- Forms a smooth film on the strand to thicken hair

## 25.) Phenoxyethanol

- An organic chemical compound, known as a glycol ether
- Topical antiseptic and anti-microbial preservative that keeps bacteria, yeasts, and mold out of organic ingredients
- One of the most widely used safe and effective preservatives in skincare products

## 26.) Polysorbate 20

- Oil Solubilizer
- Surfactant – Emulsifying agent and solubilizing agent

## 27.) Polysorbate 60

- Oil Solubilizer
- Thickening and emulsifying agent - reduce the surface tension of the VRS serum, which aids in the process of emulsifying

## 28.) Propylene Glycol

- Natural humectant (to retain moisture) – helps to hold the chemical structure of the Growth Factors so there is no break down (protein degradation) & holds the structure of the Growth Factor proteins intact

- Skin-conditioning agent – penetration enhancer for growth factors & active ingredients to further penetrate the skin
- Solvent – Solubilizes active ingredients
- Emulsifying agent – stabilizing & viscosity controlling

## 29.) Rosmarinus Officinalis (Rosemary) Leaf Oil

- Botanical ingredient extracted from the flowering tops and leaves of the Rosmarinus officinalis plant
- Stimulates circulation
- Helps healing wounds and reduces skin fragility
- Skin conditioning agent antioxidants - helps retard oxidation and inhibits the action of some microorganisms.
- Tonic, microbial, & astringent properties

## 30.) Simmondsia Chinensis (Jojoba) Seed Oil

- Botanical ingredient that is extracted from seeds of the evergreen shrub, Simmondsia chinensis
- Emollient, lubricant – works as a natural moisturizer to improve elasticity and restore the vagina's suppleness, containing natural tocopherols to minimize oxidation and lipid peroxidation
- As a natural moisturizer, it helps keep the intercellular structure of the epidermis intact and effectively keeps bacteria out, facilitates the skin healing process, & prevents dermal irritation
- Effectively & quickly penetrates the skin easily by resembling natural sebum-like molecules secreted by the human sebaceous glands
- Increase moisturizing abilities by not only the skin's fast absorption but also by forming a lipid layer on the skin that helps retain moisture levels, improves flexibility and elasticity
- Light yet hydrating, especially beneficial in treating inflamed and irritated skin conditions
- Contains a straight chain molecular composition which gives it superior stability and prevents the serum from oxidizing or deteriorating
- Antibacterial, anti-inflammatory, hypoallergenic, non-toxic and contains skin soothing properties for the vaginal wall linings

## 31.) Sodium Hyaluronate

- Sodium salt of hyaluronic acid, a naturally occurring polysaccharide found in connective tissues
- Humectant – contains hydrating properties that helps skin maintain & absorb water more effectively within the extracellular matrix

# FEATURES & BENEFITS OF ACTIVE INGREDIENTS

creating an all-around fuller appearance (it retains more water than any other natural substance – up to 1,000 times its weight in water)

- Skin conditioning agent – moisturizes the skin & creates smoother, softer skin
- Hydrates, increases the volume, and density of the skin
- Anti-aging/Anti-wrinkles

## 32.) Squalane

- Naturally occurring lipid that is used in lubricating serums and creams
- Emollient – as a strong moisturizer, makes the external layers of the vaginal wall lining (epidermis) softer and more pliable, as well as increase hydration (water content)
- Has the ability to completely and rapidly penetrate the interior vaginal walls (permeates the epidermis at a rate of 2mm per second)
- Antioxidants - promotes cell growth, skin cell regeneration & oxygenation
- Increase cell turnover & collagen production
- Enhance elasticity and moisture retention of the vagina
- Antibacterial

## 33.) Steareth-20

- Dispersant – reduce interactive forces between molecules of liquid
- Surfactant – Emulsifying & solubilizing agent

## 34.) Tetrahexyldecyl Ascorbate

- Stable, oil-soluble form of Vitamin C ester (from Ascorbic acid – naturally occurring organic compound with antioxidant properties)
- Antioxidant – protects against cell damage, helps prevent oxidative stress, and repairs UVA/UVB damage
- Stimulate collagen synthesis & glycosaminoglycans (a natural moisturizer)
- Contains whitening agent so clarifies and brightens the skin
- Lipid soluble – easily penetrates into the skin

## 35.) Tocopheryl Acetate

- Natural skin conditioning agent
- A form of Vitamin E (combination of acetic acid + tocopherol, Vitamin E)
- Antioxidant – protects against cell damage, helps prevent oxidative stress, and repairs UVA/UVB damage
- Anti-aging, moisturizing, & anti-inflammatory

properties

- Fat-soluble vitamin – most readily absorb by the skin

## 36.) Xanthan Gum

- Polysaccharide
- Thickener – adds viscosity and texture
- Emulsion stabilizer – helps to stabilize both oil-soluble & water-soluble ingredients so that separation does not occur



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