

Medicine, Podiatry and Economics Conference

March 20th - 22th, 2026 | Hyatt Place
Hotel, Rosemont, IL



Low Level Laser
Treatment Options
for Plantar Fasciitis
and
Onychomycosis,
(with 510 K
Clearance)

Contact Information

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Financial Disclosure

- The following relationships with commercial interests existed during the past 12 months:

Erchonia Corporation

Lecture Goals

- (1) The science governing Low Level Laser therapy.
- (2) To discuss Low Level Lasers to treat plantar fasciitis and onychomycosis.

3 Questions Before We Get Started, By a Show of Hands...

1) How many doctors in the room discuss custom molded orthotics with their patients only to learn that they don't have a benefit, but go on to sell them to them anyway for whatever you charge?

3 Questions Before We Get Started, By a Show of Hands...

2) How many doctors in the room will do a P and A on a patient who has no insurance and will then charge them your set fee and collect it?

3 Questions Before We Get Started, By a Show of Hands...

3) How many doctors in the room will perform a bunionectomy on a patient with a \$6,000 surgical deductible and will collect their fee ahead of time or after, because none of the deductible has been met yet?

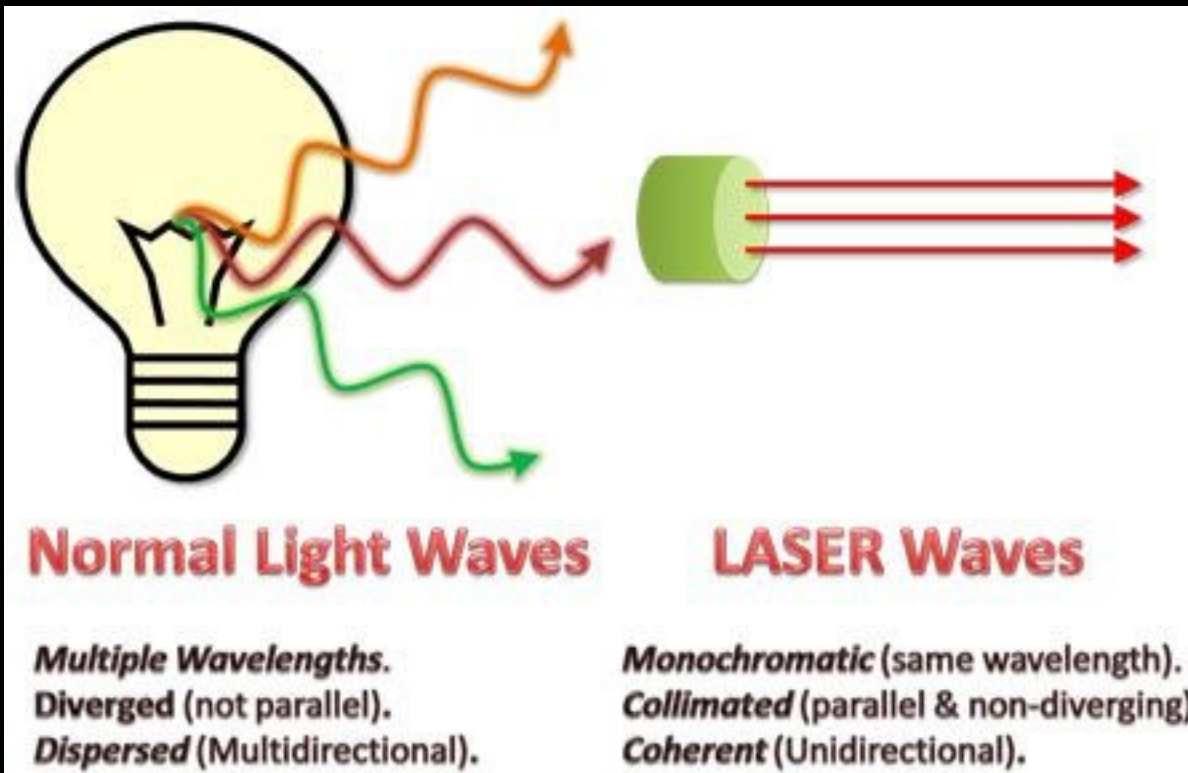
Cold Laser Therapy (aka Low Level Laser Therapy or LLLT)

- *“A form of medicine that uses low-level lasers or light-emitting diodes (LEDs). Other names include low-power laser, soft laser, cold laser, bio stimulation laser, therapeutic laser, and laser acupuncture.”*
- *600-980 nm on the em spectrum*

What is a laser anyway?

- **L**aser – **L**ight **A**mplification by **S**timulated **E**mission of **R**adiation
 - Based on the principles of stimulated radiation by Einstein in 1917
 - Lasers differ from other sources of light in that they emit light coherently
 - This spatial coherence allows lasers to be focused to a tight spot or beam

Normal Light vs. Laser Light



Laser Classification System

Laser Hazard Classes

Class	Exposure Condition	Control Actions Required
1	Eye safe, even with optical aids	None – except for enclosed Class 3B or 4
1M	Class 1, except with optical aids	No optical aids; or aids adequately attenuated
2 (visible)	Safe for momentary viewing	0.25 sec. aversion response protective
2M (visible)	Class 2, except with optical aids	No optical aids; or aids adequately attenuated
3R	Marginally unsafe for intrabeam viewing	Limited controls (e.g. labels and training)
3B	Unsafe for intrabeam viewing	LSO; harmful access preventing controls
4	Eye and skin hazard	Restrict source output or prevent personnel access

Having Confidence in the Science

What is a 510(k) Premarket Notification?

Under section 510(k) of the FD&C Act, a 510(k) to FDA at least 90 days before commercialization.

To demonstrate that the device to be marketed is at least as safe and effective, that is, substantially equivalent, to a legally marketed device.

**Substantial
Equivalenc
e (SE)!**

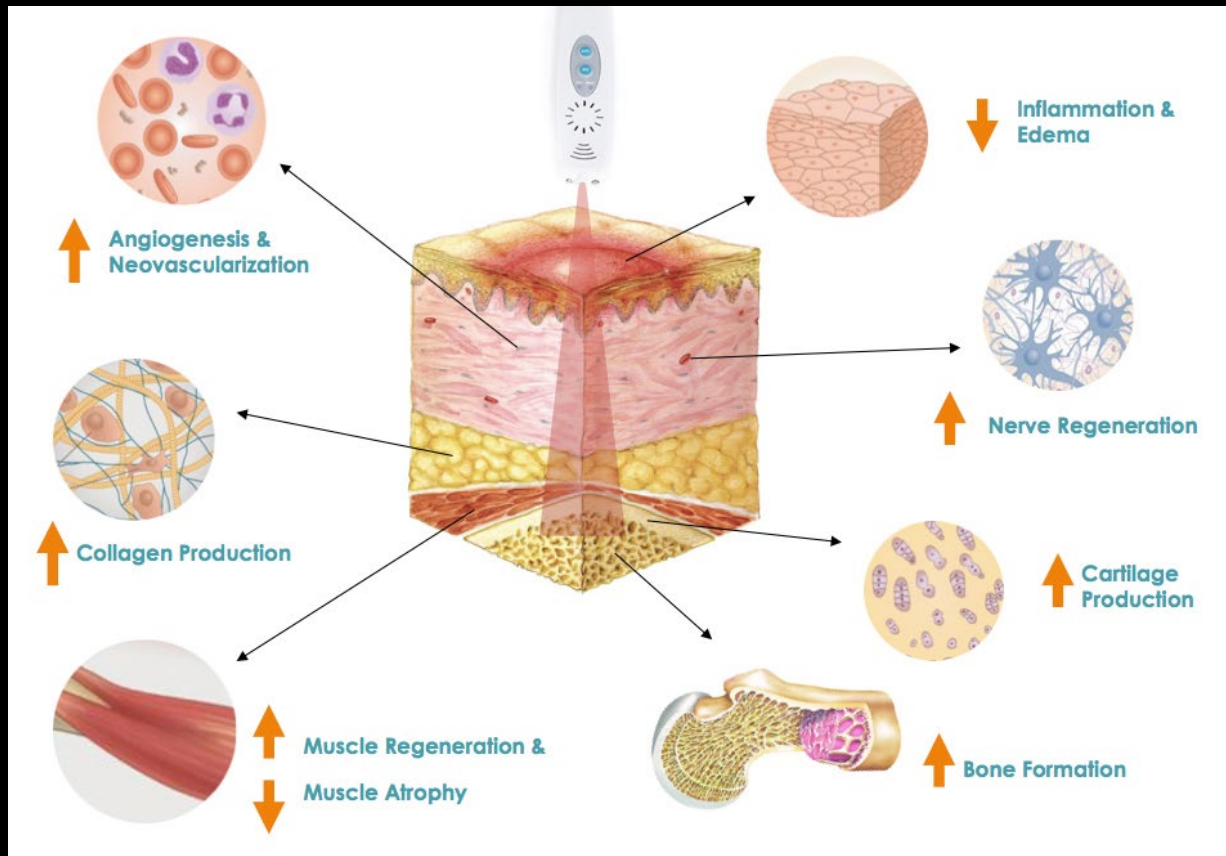
Characteristics of Low Level Laser Therapy at 635 nm

- Accelerates cell growth & tissue repair
- Accelerates fibroblast & collagen production for faster wound healing
- Reduces inflammation
- Reduces scar tissue formation
- Reduces pain & acts as an analgesic

Characteristics of Low Level Laser Therapy Cont'd.

- Induces angiogenesis
- Induces neurogenesis

What can we do with LLLT?

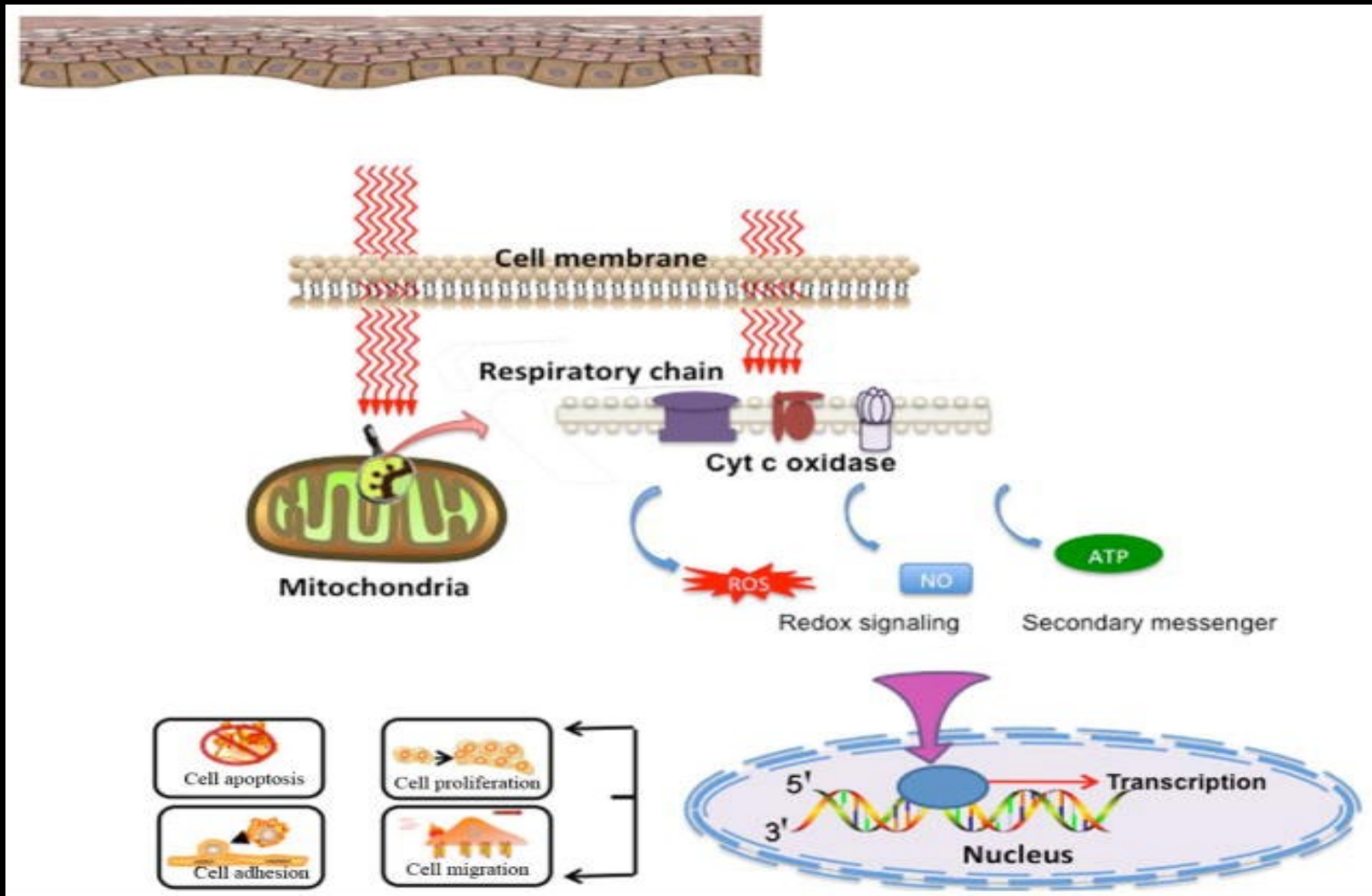


Lower Extremity Relevant Applications of LLLT

- Acute Inflammatory Conditions
- Chronic tendon or ligament injury (plantar fasciitis)
- Chronic pain
- Osteoarthritis
- Complex regional pain syndrome
- Entrapment neuropathy
- Peripheral neuropathy
- Neuroma
- Neuritis
- Lymphedema
- Wound healing
- Fracture healing
- Eradicate dermatophyte infections

What is the mechanism of action of low level laser therapy?

“*PHOTOBIO-MODULATION*”



How do we treat these conditions PRIOR to laser therapy?

- Educate the patient
- Dispense durable medical devices and utilize taping
- Recommend stretches and exercises to promote mobility
- Limit high impact exercises, recommend modifications at the work place
- Encourage disease management
- Prescribe NSAIDS
- Give steroid injections
- Recommend laser therapy
- Recommend surgical management

A Class 2 Laser System

- a quick and simple, non-invasive laser procedure
- uses LLLT operating at the wavelength of 635nm
- fully automated, unattended treatment delivery system that fully reproduces the same treatment each time
- three distinct laser heads allowing for optimal treatment coverage
- the gantry head has multiple joints allowing for proper adjusting and positioning of the patient prior to rendering treatment



510 K CLEARANCE LETTER



DEPARTMENT OF HEALTH & HUMAN SERVICES

Public Health Service

Food and Drug Administration
10903 New Hampshire Avenue
Department Counsel Center - 3070A-Cam
Silver Spring, MD 20993-4002

April 14, 2014

Erchonia Medical, Inc.
c/o Kevin Walls, Principal Consultant
Regulatory Insight, Inc.
33 Golden Eagle Lane
Littleton, CO 80127

Re: K132940
Trade/Device Name: Erchonia Alloy
Regulation Number: 21 CFR 890.5500
Regulation Name: Infrared Lamp
Regulatory Class: Class II
Product Code: NHH
Dated: March 11, 2014
Received: March 12, 2014

Dear Mr. Walls:

We have reviewed your Section 510(k) premarket notification of intent to market the device referenced above and have determined the device is substantially equivalent (for the indications for use stated in the enclosure) to legally marketed predicate devices marketed in interstate commerce prior to May 28, 1976, the enactment date of the Medical Device Amendments, or to devices that have been reclassified in accordance with the provisions of the Federal Food, Drug, and Cosmetic Act (Act) that do not require approval of a premarket approval application (PMA). You may, therefore, market the device, subject to the general controls provisions of the Act. The general controls provisions of the Act include requirements for annual registration, listing of devices, good manufacturing practice, labeling, and prohibitions against misbranding and adulteration. Please note: CDRH does not evaluate information related to contract liability warranties. We remind you however, that device labeling must be truthful and not misleading.

If your device is classified (see above) into either class II (Special Controls) or class III (PMA), it may be subject to additional controls. Existing major regulations affecting your device can be found in the Code of Federal Regulations, Title 21, Parts 800 to 898. In addition, FDA may publish further announcements concerning your device in the [Federal Register](#).

Please be advised that FDA's issuance of a substantial equivalence determination does not mean that FDA has made a determination that your device complies with other requirements of the Act or any Federal statutes and regulations administered by other Federal agencies. You must comply with all the Act's requirements, including, but not limited to: registration and listing (21 CFR Part 807); labeling (21 CFR Part 801); medical device reporting (reporting of medical

Page 2 – Mr. Kevin Walls

device-related adverse events) (21 CFR 803); good manufacturing practice requirements as set forth in the quality systems (QS) regulation (21 CFR Part 820); and if applicable, the electronic product radiation control provisions (Sections 531-542 of the Act); 21 CFR 1000-1050.

If you desire specific advice for your device on our labeling regulation (21 CFR Part 801), please contact the Division of Small Manufacturers, International and Consumer Assistance at its toll-free number (800) 638-2041 or (301) 796-7100 or at its Internet address <http://www.fda.gov/MedicalDevices/ResourcesforYou/Industry/default.htm>. Also, please note the regulation entitled, "Misbranding by reference to premarket notification" (21 CFR Part 807.97). For questions regarding the reporting of adverse events under the MDR regulation (21 CFR Part 803), please go to <http://www.fda.gov/MedicalDevices/Safety/ReportaProblem/default.htm> for the CDRLH's Office of Surveillance and Biometrics/Division of Postmarket Surveillance.

You may obtain other general information on your responsibilities under the Act from the Division of Small Manufacturers, International and Consumer Assistance at its toll-free number (800) 638-2041 or (301) 796-7100 or at its Internet address <http://www.fda.gov/MedicalDevices/ResourcesforYou/Industry/default.htm>.

Sincerely yours,

Carlos L. Pena - S

Carlos Pena, PhD, MS
Director
Division of Neurological
and Physical Medicine Devices
Office of Device Evaluation
Center for Devices and Radiological Health

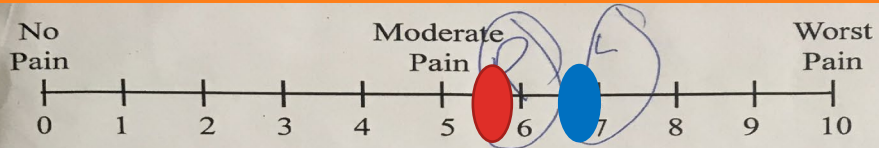
Enclosure

DEPARTMENT OF HEALTH AND HUMAN SERVICES Food and Drug Administration		Form Approved: OMB No. 0910-0120 Expiration Date: January 31, 2017 See PRA Statement below.
Indications for Use		
510(k) Number (if known) K.132940		
Device Name Erchonia Alloy		
Indications for Use (Describe) The Erchonia® Alloy™ laser is indicated as an adjunct to reducing chronic heel pain arising from plantar fasciitis.		
Type of Use (Select one or both, as applicable) <input checked="" type="checkbox"/> Prescription Use (Part 21 CFR 801 Subpart D) <input type="checkbox"/> Over-The-Counter Use (21 CFR 801 Subpart C)		
PLEASE DO NOT WRITE BELOW THIS LINE – CONTINUE ON A SEPARATE PAGE IF NEEDED.		
FOR FDA USE ONLY		
Concurrence of Center for Devices and Radiological Health (CDRH) (Signature) Carlos L. Pena - S		
*This section applies only to requirements of the Paperwork Reduction Act of 1995. *DO NOT SEND YOUR COMPLETED FORM TO THE PRA STAFF EMAIL ADDRESS BELOW.* The burden time for this collection of information is estimated to average 70 hours per response, including the time to review instructions, search existing data sources, gather and maintain the data needed and complete and review the collection of information. Send comments regarding this burden estimate or any other aspect of this information collection, including suggestions for reducing this burden, to: Department of Health and Human Services Food and Drug Administration Office of Chief Information Officer Paperwork Reduction Act (PRA) Staff PRAStaff@fda.hhs.gov *An agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a currently valid OMB number.*		
FORM FDA 3981 (1/14)	Page 1 of 1	FD-3981 (Rev. 03/14) 07



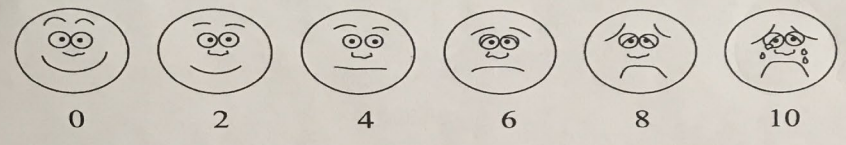
What is the normal treatment protocol for plantar fasciitis?

- Two treatments a week, 10 minutes per foot, not on back to back days, for 3 weeks for an average of six total treatments.
- Simply position the three laser heads and select the predetermined treatment protocol and then push start, it's that simple.
- Continue all conservative care!

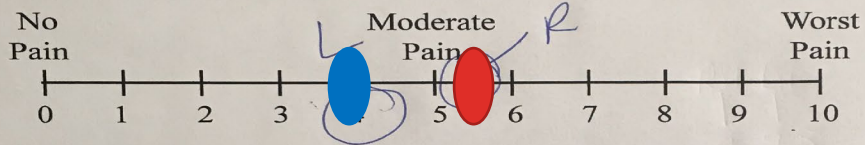


Patient No. [Redacted]

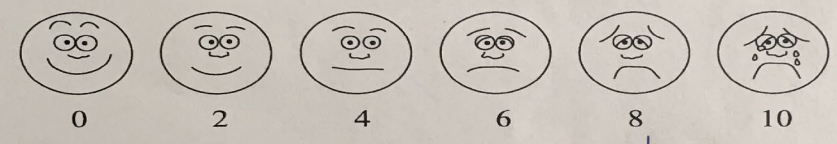
Treatment Number: 5
 Treatment Date: 10/24/17



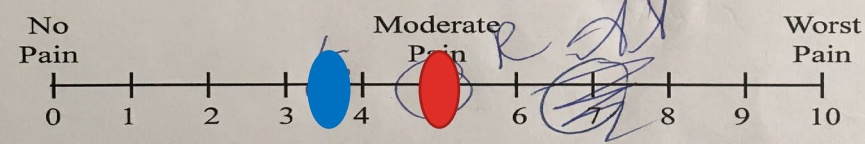
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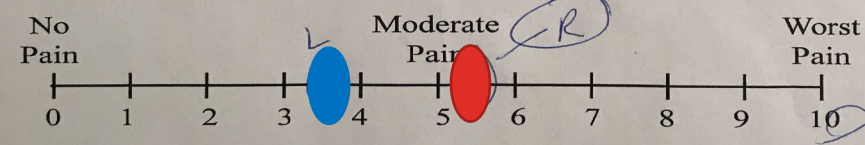
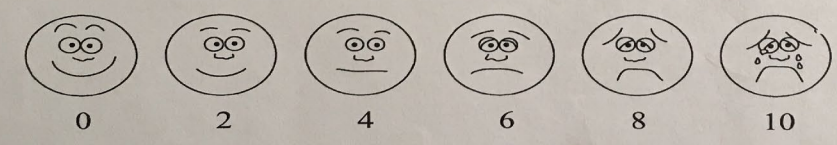
Treatment Number: 6
 Treatment Date: 10/25/17



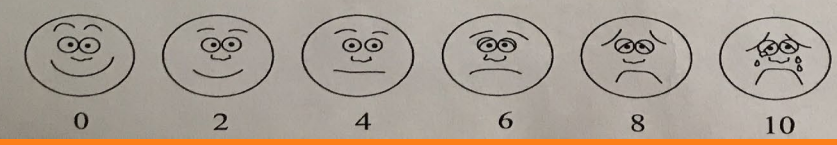
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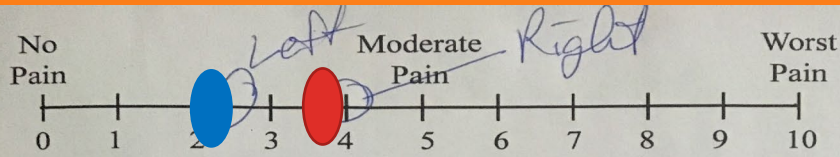


Treatment Number: 7
 Treatment Date: 10/31/17



Treatment Number: 8
 Treatment Date: 11/1/17

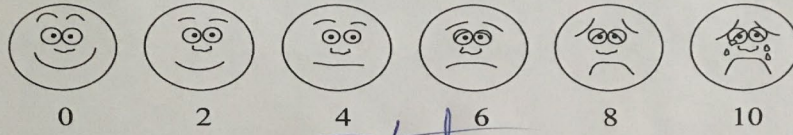




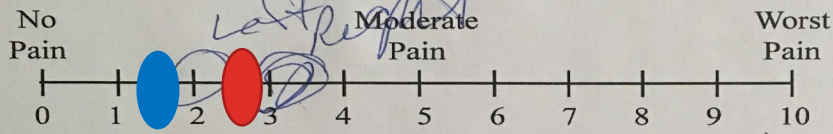
Patient: [Redacted]

Treatment Number: 9

Treatment Date: 4/2/17

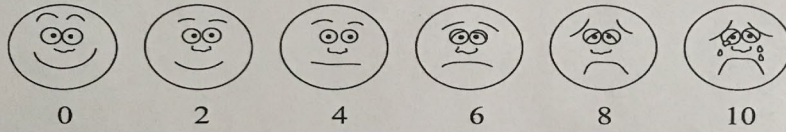


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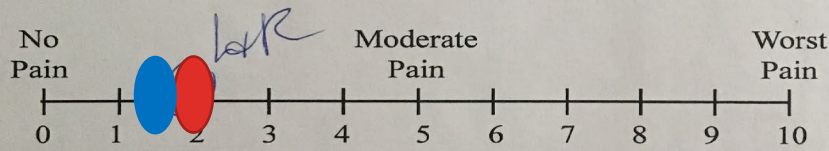


Treatment Number: 10

Treatment Date: 11/8/17

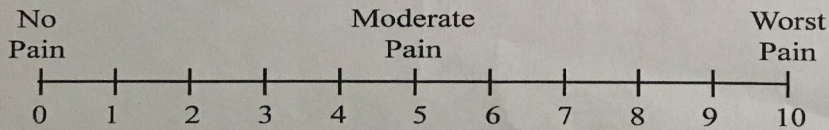
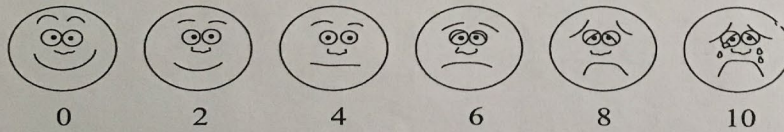


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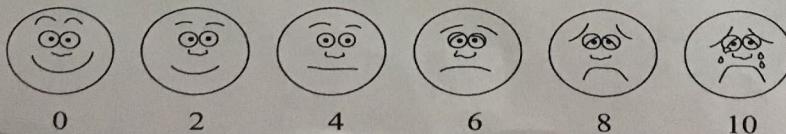
Treatment Number: Follow up

Treatment Date: 12/6/17



Treatment Number: _____

Treatment Date: _____



What does the research show?

ARTICLE #1

The Journal of Foot & Ankle Surgery 54 (2015) 768–772



ELSEVIER

Contents lists available at [ScienceDirect](#)

The Journal of Foot & Ankle Surgery

journal homepage: www.jfas.org



Original Research

Low-Level Laser Therapy at 635 nm for Treatment of Chronic Plantar Fasciitis: A Placebo-Controlled, Randomized Study

David M. Macias, MD¹, Michael J. Coughlin, MD¹, Kerry Zang, DPM²,
Faustin R. Stevens, MD³, James R. Jastifer, MD⁴, Jesse F. Doty, MD⁵

¹ Orthopaedic Surgeon, Saint Alphonsus Coughlin Clinic, Boise, ID

² Podiatrist, Arizona Institute of Foot Care Physicians, Mesa, AZ

³ Orthopaedic Surgeon, Tri-City Orthopaedics, Kennewick, WA

⁴ Orthopaedic Surgeon, Borgess Orthopedics, Kalamazoo, MI

⁵ Orthopaedic Surgeon, University of Tennessee Erlanger, Chattanooga, TN



Low-Level Laser Therapy at 635 nm for Treatment of Chronic Plantar Fasciitis: A Placebo-Controlled, Randomized Study

- *The Study:*
- 69 subjects enrolled in a placebo-controlled, randomized, double-blind study.
- 37 randomized to the active treatment group
- 32 were placed into the placebo group
- Treatment group treated twice a week for 3 weeks utilizing LLLT and were evaluated at 6 different time points.
- Utilized a 635 nm low level laser for treatment

Low-Level Laser Therapy at 635 nm for Treatment of Chronic Plantar Fasciitis: A Placebo-Controlled, Randomized Study

- *Parameters Studied:*
- Pain rating was recorded using a visual analog pain scale.
- Doppler ultrasonography performed to measure fascial thickness pre and post treatment.
- Study participants also completed the Foot Function Index.

Low-Level Laser Therapy at 635 nm for Treatment of Chronic Plantar Fasciitis: A Placebo-Controlled, Randomized Study

- Results:

Table 1

Duration of heel pain before treatment

Variable	Mean (mo)
Test (n = 37)	12.3 ± 11.0
Placebo (n = 32)	12.2 ± 12.4
Difference	0.1 ± 11.6
Significance	$p = .97^*$

* Student's *t* test.

Low-Level Laser Therapy at 635 nm for Treatment of Chronic Plantar Fasciitis: A Placebo-Controlled, Randomized Study

• Results:

Table 2

Preprocedure plantar fascial thickness

Variable	Plantar Fascia Thickness (mm)
Test (n = 37)	6.0 ± 1.2
Placebo (n = 32)	5.7 ± 1 0.9
Difference	0.26
Significance	$p = .34^*$

* Student's *t* test.

Low-Level Laser Therapy at 635 nm for Treatment of Chronic Plantar Fasciitis: A Placebo-Controlled, Randomized Study

- Results:

Table 4

Change in heel pain VAS ratings from baseline to study endpoint stratified by group

VAS Heel Pain Ratings	Test (n = 37)	Placebo (n = 32)	p Value
Baseline	69.1 ± 12.7	67.6 ± 11.8	.36
Study endpoint	39.5 ± 27.9	62.3 ± 18.2	<.001

Abbreviation: VAS, visual analog scale.

Data presented as mean ± standard deviation.

Low-Level Laser Therapy at 635 nm for Treatment of Chronic Plantar Fasciitis: A Placebo-Controlled, Randomized Study

• *Results:*

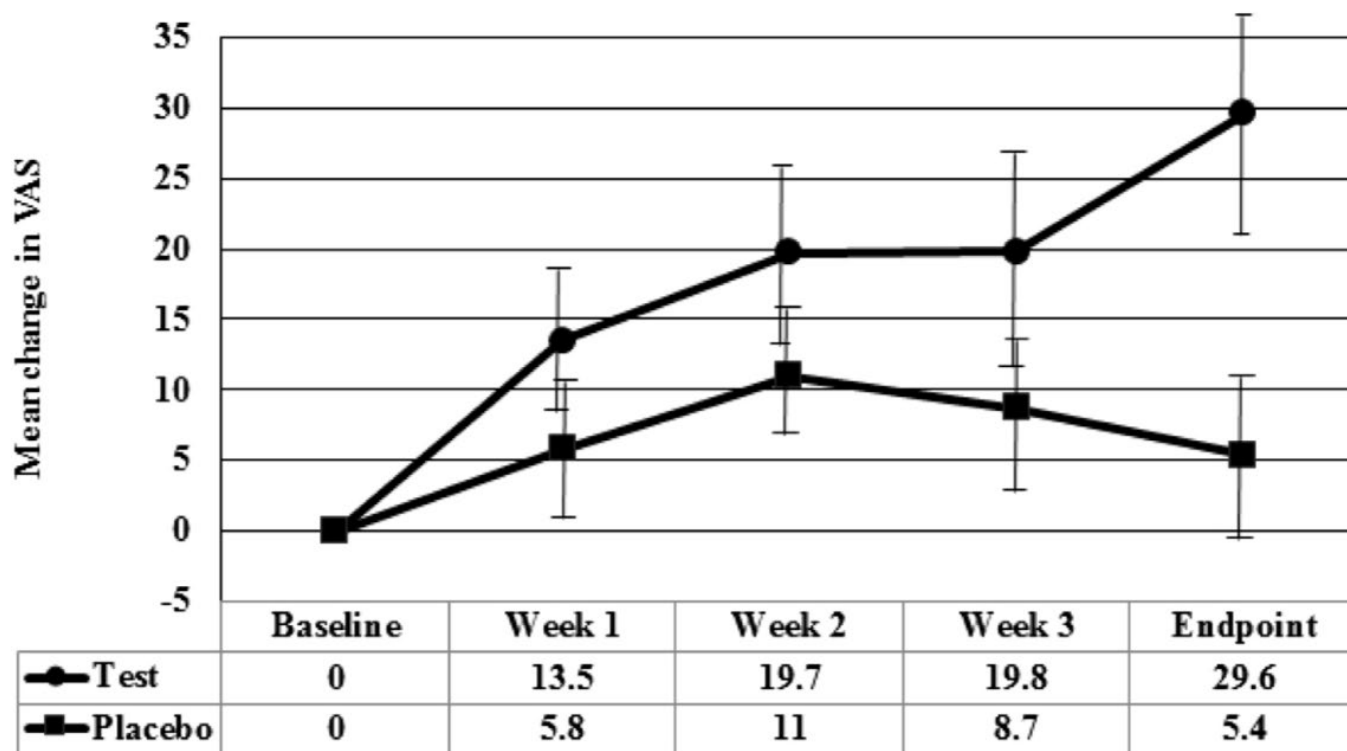
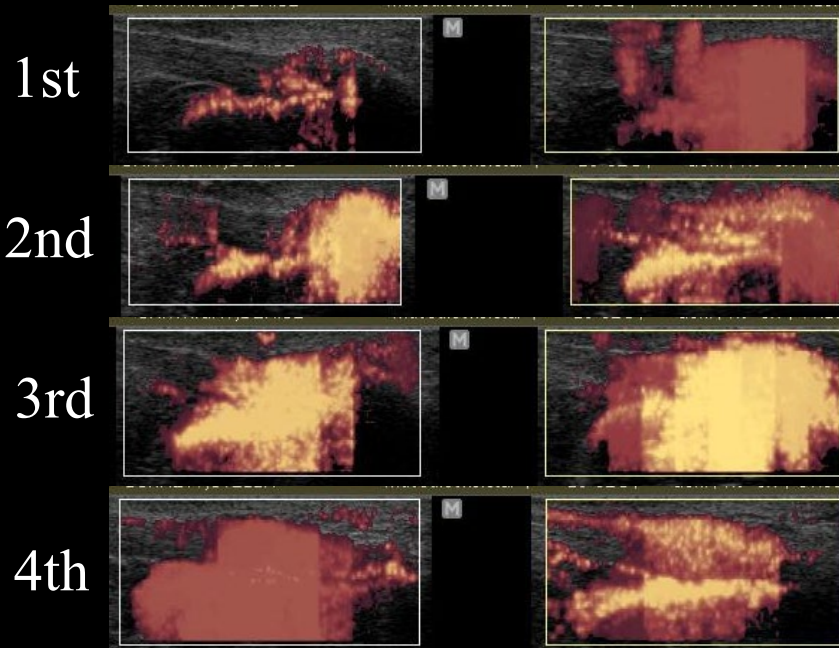


Fig. Change in visual analog scale across the study time points. Whiskers represent 95% confidence interval.

BEFORE LLLT AFTER LLLT



Note the increase in vascularity after treatment.

Onychomycosis: “the facts”

- Most common disease of the nail.
- Cutaneous fungal infections occur 30% of the time with documented onychomycosis.
- Factors causing patients to seek treatment: vanity, pain, inability to work.
- ¹*J Am Podiatr Med Assoc. 2011 Jan-Feb;101(1):49-54.*

Causes of Onychomycosis

- Three main classes of organisms that cause onychomycosis.
 - Dermatophytes (90%)
 - Trichophyton rubrum
 - Trichophyton interdigitale (the old Trichophyton mentagrophytes)
 - Microsporum
 - Epidermophyton
 - Yeasts (8%)
 - Candida
 - Non-Dermatophyte molds (2%)

Diagnosis Of Onychomycosis

- The Tests:
 - Potassium hydroxide (KOH)
 - Periodic Acid –Schiff stain
 - PCR (polymerase chain reaction), amplification of genomic DNA
- Why is it important to definitively diagnose? Similar looking conditions include:
 - Psoriatic nails
 - Lichen planus
 - Contact dermatitis
 - Traumatic injury to nail bed (thorough history should be taken)

Onychomycosis Treatment Times and Cure Rates for Common Therapies

<u>Drug</u>	<u>Length of Treatment</u>	<u>Follow Up</u>	<u>Mycological Cure</u>
Griseofulvin	78 weeks	77 weeks	6%
Terbinafine	12 weeks	48 weeks	58%
Itraconazole	12 weeks	72 weeks	38%
Fluconazole	24 weeks	60 weeks	49%
Ciclopirox	48 weeks	-	7%
Kerydin	48 weeks	-	16%

SIDE EFFECTS OF ORAL AND TOPICAL THERAPIES

- Hepatotoxicity
- Taste Disturbance
- Smell Disturbance
- Depression Symptoms
- Hematologic Effects
- Skin/Hypersensitivity reactions

Class 2 Non-Thermal Laser to Treat Onychomycosis



510 K CLEARANCE LETTER



DEPARTMENT OF HEALTH & HUMAN SERVICES

Public Health Service

Food and Drug Administration
1085 New Hampshire Avenue
Document Control Center - 1006-G009
Silver Spring, MD 20993-0002

June 3, 2016

Echonia Medical, Inc.
56 Mr. Kevin Walls
Principal Consultant
Regulatory Insight, Inc.
33 Golden Eagle Lane
Littleton, Colorado 80127

Re: K153164

Trade/Device Name: Lunulaser
Regulation Number: 21 CFR 878.4810
Regulation Name: Laser Surgical Instrument For Use In General And Plastic Surgery And In Dermatology
Regulatory Class: Class II
Product Code: PDZ
Dated: May 27, 2016
Received: June 1, 2016

Dear Mr. Walls:

We have reviewed your Section 510(k) premarket notification of intent to market the device referenced above and have determined the device is substantially equivalent (for the indications for use stated in the enclosure) to legally marketed predicate devices marketed in interstate commerce prior to May 28, 1976, the enactment date of the Medical Device Amendments, or to devices that have been reclassified in accordance with the provisions of the Federal Food, Drug, and Cosmetic Act (Act) that do not require approval of a premarket approval application (PMA). You may, therefore, market the device, subject to the general controls provisions of the Act. The general controls provisions of the Act include requirements for annual registration, listing of devices, good manufacturing practice, labeling, and prohibitions against misbranding and adulteration. Please note: CDRH does not evaluate information related to contract liability warranties. We remind you, however, that device labeling must be truthful and not misleading.

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Page 2 - Kevin Walls

Part 807); labeling (21 CFR Part 801); medical device reporting (reporting of medical device-related adverse events) (21 CFR 803); good manufacturing practice requirements as set forth in the quality systems (QS) regulation (21 CFR Part 820); and if applicable, the electronic product radiation control provisions (Sections 531-542 of the Act); 21 CFR 1000-1050.

If you desire specific advice for your device on our labeling regulation (21 CFR Part 801), please contact the Division of Industry and Consumer Education at its toll-free number (800) 638-2041 or (301) 796-7100 or at its Internet address <http://www.fda.gov/MedicalDevices/ResourcesforYou/Industry/default.htm>. Also, please note the regulation entitled, "Misbranding by reference to premarket notification" (21 CFR Part 807.97). For questions regarding the reporting of adverse events under the MDR regulation (21 CFR Part 803), please go to <http://www.fda.gov/MedicalDevices/Safety/ReportaProblem/default.htm> for the CDRIH's Office of Surveillance and Biometrics/Division of Postmarket Surveillance.

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Sincerely yours,

Jennifer R. Stevenson -A

For Binitta S. Ashar, M.D., M.B.A., F.A.C.S.
Director
Division of Surgical Devices
Office of Device Evaluation
Center for Devices and Radiological Health

Enclosure

DEPARTMENT OF HEALTH AND HUMAN SERVICES Food and Drug Administration		Form Approved OMB No. 0910-0120 Expiration Date: January 31, 2017 See PRA Statement below.
Indications for Use		
510(k) Number (if known) K153164		
Device Name Lunulaser™		
Indications for Use (describe) The Lunulaser™ device is indicated for use for the temporary increase of clear nail in patients with onychomycosis (e.g., dermatophytes Trichophyton rubrum and T. mentagrophytes, and/or yeasts Candida albicans, etc.)		
Type of Use (Select one or both, as applicable) <input checked="" type="checkbox"/> Prescription Use (Part 21 CFR 801 Subpart D) <input type="checkbox"/> Over-The-Counter Use (21 CFR 801 Subpart C)		
CONTINUE ON A SEPARATE PAGE IF NEEDED.		
This section applies only to requirements of the Paperwork Reduction Act of 1995. *DO NOT SEND YOUR COMPLETED FORM TO THE PRA STAFF EMAIL ADDRESS BELOW.* The burden time for this collection of information is estimated to average 79 hours per response, including the time to review instructions, search existing data sources, gather and maintain the data needed, and complete and review the collection of information. Send comments regarding this burden estimate or any other aspect of this information collection, including suggestions for reducing this burden, to: Department of Health and Human Services Food and Drug Administration Office of Chief Information Officer Paperwork Reduction Act (PRA) Staff PRAStaff@fda.hhs.gov *An agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a currently valid OMB number.*		
FORM FDA 3881 (8/14)	Page 1 of 1	FDA Form Approved 0910-0120-0001-01

Class 2 Non-Thermal Laser to Treat Onychomycosis



Antifungal Effects of the 405 Wavelength

- Properties of the 405 nm wavelength:
 - Provides antifungal targeted treatment.
 - Provides antibacterial targeted treatment.
 - Provides antimicrobial targeted treatment.
 - Increases production of reactive oxygen species (ROS).
 - Provides enhanced activity of phagocytosis.

Advantages of the Dual Diode Approach

- Properties of the 635 nm wavelength:
 - Via photobiomodulation the immunological response is enhanced, thus assisting resident neutrophils and macrophages to further attack the infectious agent.
 - Tissue rejuvenation induction assisting in the accelerated growth of clear toe nails.
 - Directly activates resident macrophage and neutrophil cells both which are phagocytic.

Treatment Regimen for Onychomycosis

- Each foot is treated for a 12 minute session once a week for four consecutive weeks
- A 5th or 6th treatment is unlikely but...
- Other things to do to prevent reinfection...

15 Minute
UV Shoe
Sanitizer

ShoeZap

PediFix
Medical Footcare

Kills Fungus & Bacteria That Cause...

- Smelly Shoes & Feet
- Toenail Fungus
- Athlete's Foot

Helps Deodorize Footwear
Keeps Shoes Clean &
More Hygienic
Scientifically-Proven
Technology



Works in All Types of Shoes



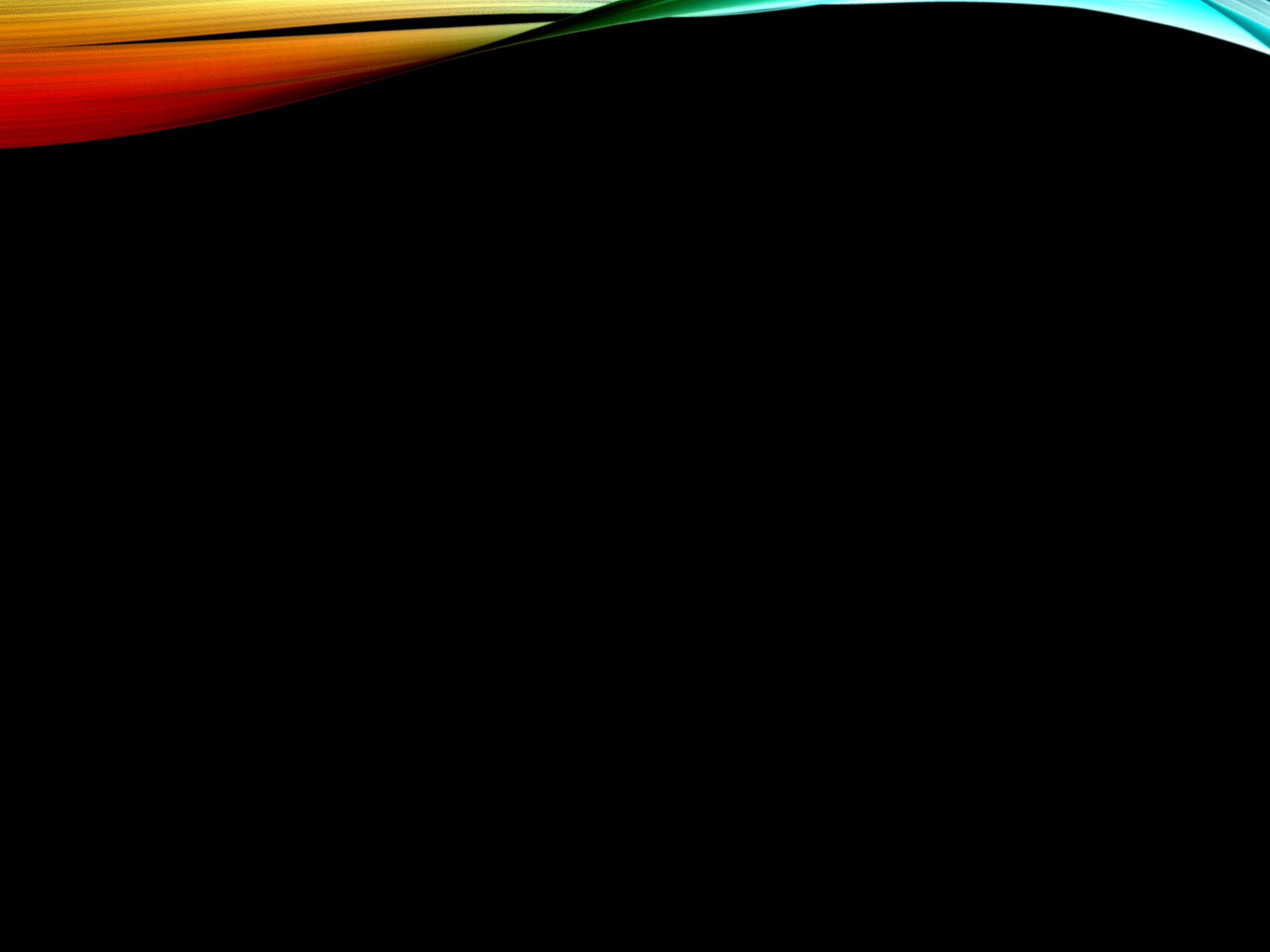


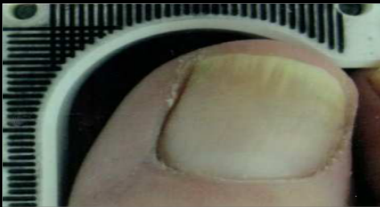


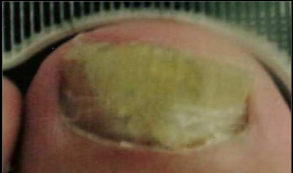


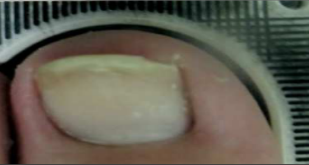


PHOTO CODE#: BASELINE	PHOTO CODE#: 6 MONTHS	mm CLEAR NAIL: BASELINE	mm CLEAR NAIL: 6 MONTHS	BASELINE TO 6 MONTHS CHANGE
<p>#149</p> 	<p>#078</p> 	4.31	7.99	3.68
<p>#168</p> 	<p>#027</p> 	8.11	17.11	9.00
<p>#170</p> 	<p>#109</p> 	7.03	15.48	8.45
<p>#142</p> 	<p>#172</p> 	2.12	11.27	9.15
<p>#139</p> 	<p>#029</p> 	2.31	1.05	-1.26

PHOTO CODE#: BASELINE	PHOTO CODE#: 6 MONTHS	mm CLEAR NAIL: BASELINE	mm CLEAR NAIL: 6 MONTHS	BASELINE TO 6 MONTHS CHANGE
#034 	#150 	1.63	17.76	16.13
#175 	#083 	1.29	16.64	15.35
#173 	#094 	7.00	11.39	4.39
#183 	#021 	0.84	14.29	13.45

FDA Timeline & the Clinical Results

- *From 1st submission to final approval* – 2,457 days
11/4/2009 – 6/3/2016
- *Thoroughly researched* – 1 pilot study, x3 level-1 IRB approved clinical trials conducted in the US and in Europe
- *Software Validation Study*

NON-THERMAL
VS.
THERMAL LASER
SOLUTIONS

Laser Name	Non-Thermal	Thermal
Wavelength	635 & 405nm	870-1320nm
<u>Non</u> -Thermal	Yes	No
<u>No</u> Physical Contact with Toe	Yes	No
<u>No</u> Required Debridement of Nails	Yes	No
Treatment Spot Size	28.62 <u>cm</u> ²	2-10mm
Complete Effective Treatment Coverage	Yes	No
Treatment Time	12 min for all 5 <u>Toes</u>	~4.5 min. per Toenail*
No. of Treatments	2 to 4	?
<u>No</u> Application of Topical Antifungal to Toes	Yes	No
Toes Studied	105	Not reported to 17
Mean mm New Clear Nail at 3 months	4.99	Not reported to 3.7
Percent of subjects showing improvement at 3 months	97%	Not reported to 71.4%

Treatment Coverage: LLL vs. Thermal Laser

Non-Thermal



**Complete effective
treatment of entire
nailplate/bed and
surrounding tissue**

Thermal Laser

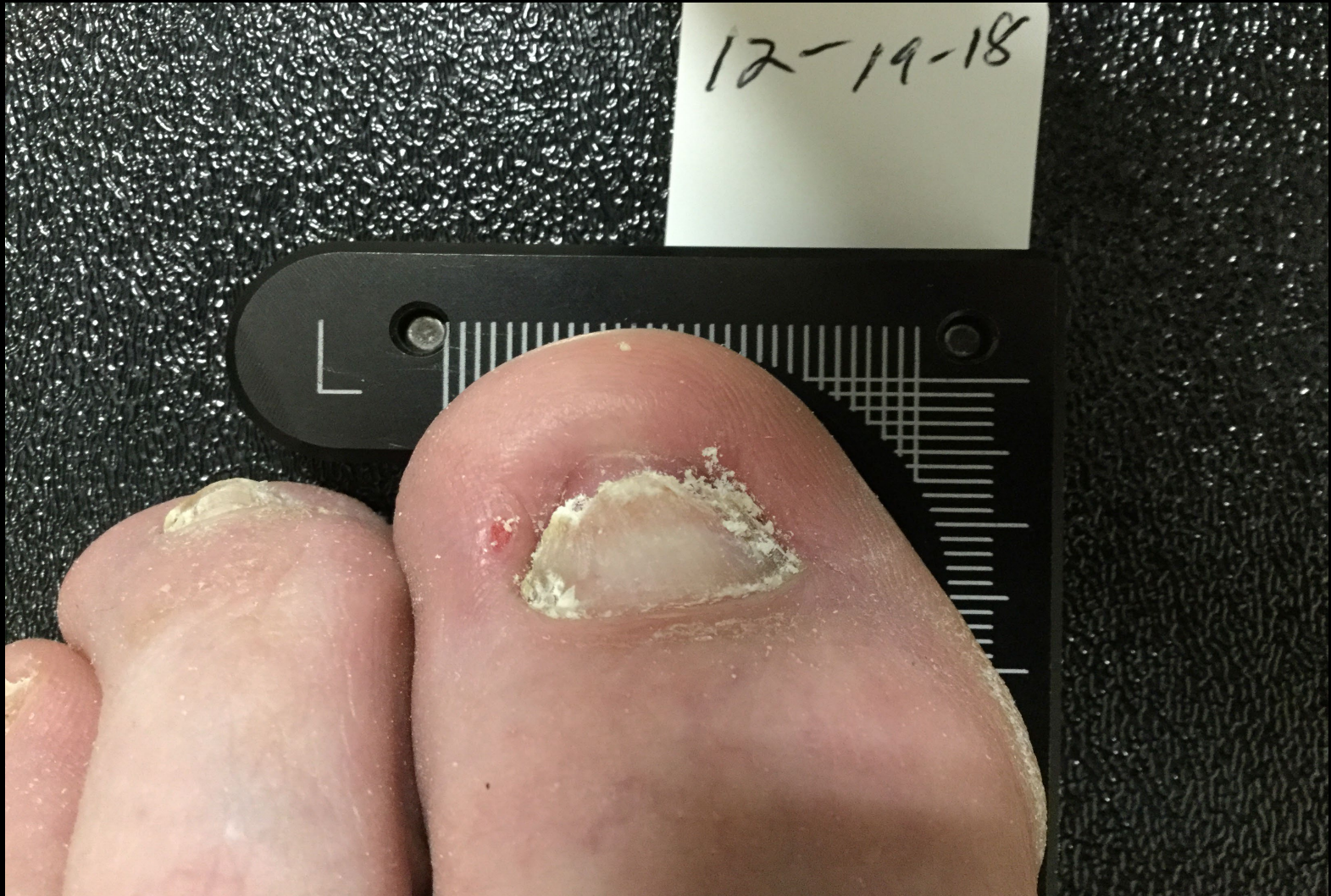


**Incomplete and time
consuming treatment
of nail plate/bed**

06/04/18



12/19/18





Return On Investment

Marketing the Laser

- Brochures and patient education!
- Use your EMR to your advantage, you paid enough for it!
- Enhance your web site and direct your patients there
- Radio advertising
- ROI and pressure

Laser Treatment for Toenail Fungus



Richard J. Silverstein, DPM

Helping you put your best foot forward.

807-B South Union Avenue
Havre de Grace, Maryland
21078
Phone 410-939-2627
www.unionfootcare.com



Your feet are your foundation.

Say goodbye to plantar fasciitis pain
and hello to **FX 635**.



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Podiatry Services

- Heel Pain
- Toenail Fungus
- Foot and Ankle Pain
- Ingrown Toenails
- Wart Removal
- Bunions
- Foot Surgery
- Hammertoes
- Achilles Tendinitis

Laser Treatment for Fungal Nails



Laser Treatment for Heel Pain



Foot and Ankle Surgery



Diabetic Wound Foot Care



Suffering from foot, ankle or heel pain?

Union Foot Care, the office of **Richard Silverstein, DPM**, is located in historic **Havre de Grace, MD**. Our office is on the ground floor and **handicapped accessible** with **plenty of parking available**. Dr. Silverstein is the Division Head of the Podiatry Section, Department of Surgery at Harford Memorial Hospital and he's board certified by the American Board of Podiatric Surgery. Well-known throughout the area, he's also had his work published and frequently lectures at various hospitals and local community organizations. His specialties include laser treatment for nail fungus and heel pain for a less invasive approach to fixing the problem.

At Union Foot Care we want all of our patients to fully understand any foot or ankle issues they may face. To schedule an appointment, call us at **(443) 502-0200**. We accept a variety of insurance plans and payment with cash, check, or credit card.

[REQUEST APPOINTMENT](#)

Testimonials



Richard Silverstein, DPM



Click below to read what our satisfied patients are saying about our practice.

[READ MORE](#)

Laser Treatment for Fungal Nails

The **Lunula Laser** is the easy and convenient treatment that helps turn your discolored and disfigured nails into clearer, healthier looking nails.

- **The only touchless, painless treatment for onychomycosis**
- **No pain, no downtime, and no risk**
- **No more embarrassment about unsightly feet**

The Lunula Laser uses low-level laser light to treat foot fungus, and requires very little time or set-up for physicians or their staff. It's the only system you can turn on and walk away—the device is already pre-set. In fact, only four 12-minute sessions are needed to treat the affected area.



The Lunula Laser is the simple and painless solution to effectively treat onychomycosis. From baseline to 6 months post treatment patients experienced 6.15mm of new clear nail growth or 37% clearing of the nail.

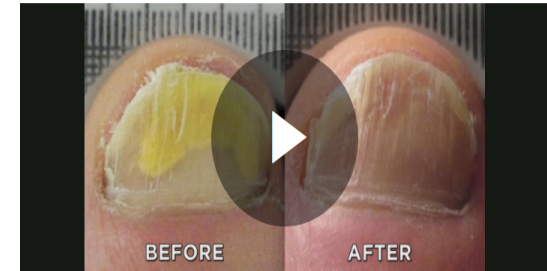
Toenail fungus is a condition that many people develop and suffer from. Toenail fungus often results in the discoloration and thickening of the toenail, which can cause embarrassment for many people. The condition begins as a small white or yellow growth beneath the tip of the nail and at its worse can develop into the nail's deterioration.

Thick, ragged, and distorted nails lacking shine are a sign of toenail fungus. The color of the affected nail tends to be darker because of debris buildup underneath the nail. Toenail fungus is more likely to develop for people who wear socks and shoes that do not allow decent ventilation of the feet. Public showers, gyms, and swimming pools are breeding grounds for toenail fungus, as their damp and humid environments allow for the growth of bacteria.

Patients should visit their local podiatrist if they suspect they have toenail fungus because in its more severe stages, toenail fungus can become very painful. Other infections can develop from toenail fungus that can spread to other parts of the body. Upon examination for fungus, your podiatrist may scrape your nails if he or she finds debris. This will be sent to a lab to determine what fungus is causing the condition.

Toenail fungus can also be treated with certain over-the-counter antifungal creams and ointments. To remove pressure from the nails, keep them cut at a short length. Oral antifungal drugs, medicated nail cream, or medicated nail polish may also be prescribed by your podiatrist if simpler treatments do not prove successful. In some cases, your podiatrist may also recommend laser treatment to eradicate toenail fungus.

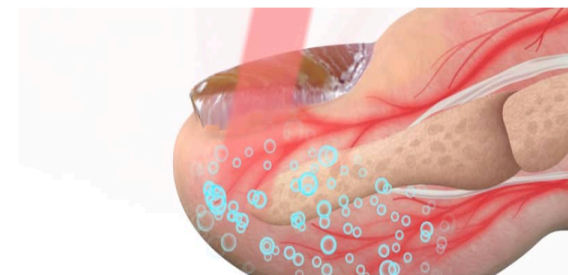
The Drs Show: Episode on the Lunula laser



Actual laser treatment of a patient



How does the laser work?



Laser Treatment for Heel Pain

Now you can relieve the pain and inflammation of the heel associated with plantar fasciitis. Our new FDA market cleared laser has been proven in clinical tests to effectively treat this painful condition. The regenerative powers of this low level laser technology can reduce inflammation and eliminate pain in the plantar fascia in only a matter of weeks and return your patients to an active life once again.

Nothing else like it.

Unlike other lasers on the market, the FX 635 is proven to promote cellular regeneration through painless bio-stimulation. It provides patients experiencing chronic heel pain with a non-invasive, efficacious solution to quickly improve their walking comfort and quality of life without surgery. While other lasers may claim to treat this problem, only the FX 635 has been market cleared by the FDA to treat plantar fasciitis.

See how it works.



Marketing the Laser

- Brochures and patient education
- Use your EMR to your advantage, you paid enough for it!
- Enhance your web site and direct your patients there
- Radio advertising
- ROI and pressure

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THANK
YOU!!!