

# MD NEEDLE PEN

## Nano Needling Instruction Manual



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## Benefits of Nano Needling (Cosmetic Use Only)

- Enhances the delivery and absorption of cosmetic serums and active ingredients
- Supports the skin's natural appearance by stimulating surface-level activity
- Mono-crystalline silicone tips are designed to be gentle and biocompatible
- A budget-friendly option compared to other non-invasive exfoliating procedures
- Safe for all skin tones and types, including sensitive and richly pigmented skin
- Can be used on the face, neck, and body—including delicate areas like the eyes and lips

## Common Cosmetic Applications

- Dull or tired-looking skin
- Fine lines and surface-level wrinkles
- Uneven skin tone and texture
- Mild discoloration or sun-related damage
- Pore visibility
- Skin lacking bounce or plumpness
- Areas prone to hyperpigmentation
- Post-acne marks and rough patches
- Loss of radiance or skin vitality

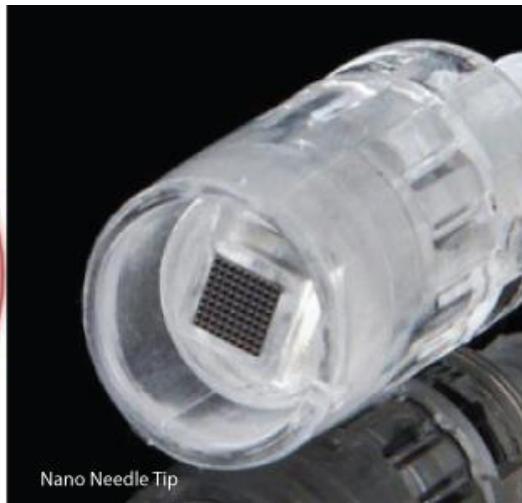


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## Microneedling VS Nano Needling



Microneedle Tip



Nano Needling

Microneedling

### Microneedling

- Professional cosmetic procedure
- Creates **controlled micro-channels**
- Targets the **epidermis and upper dermis**
- Needle depth from 0.25 to 2.5mm
- 33-gauge stainless steel needles
- Topical numbing cream required
- Mild to moderate downtime, 12-48 hours

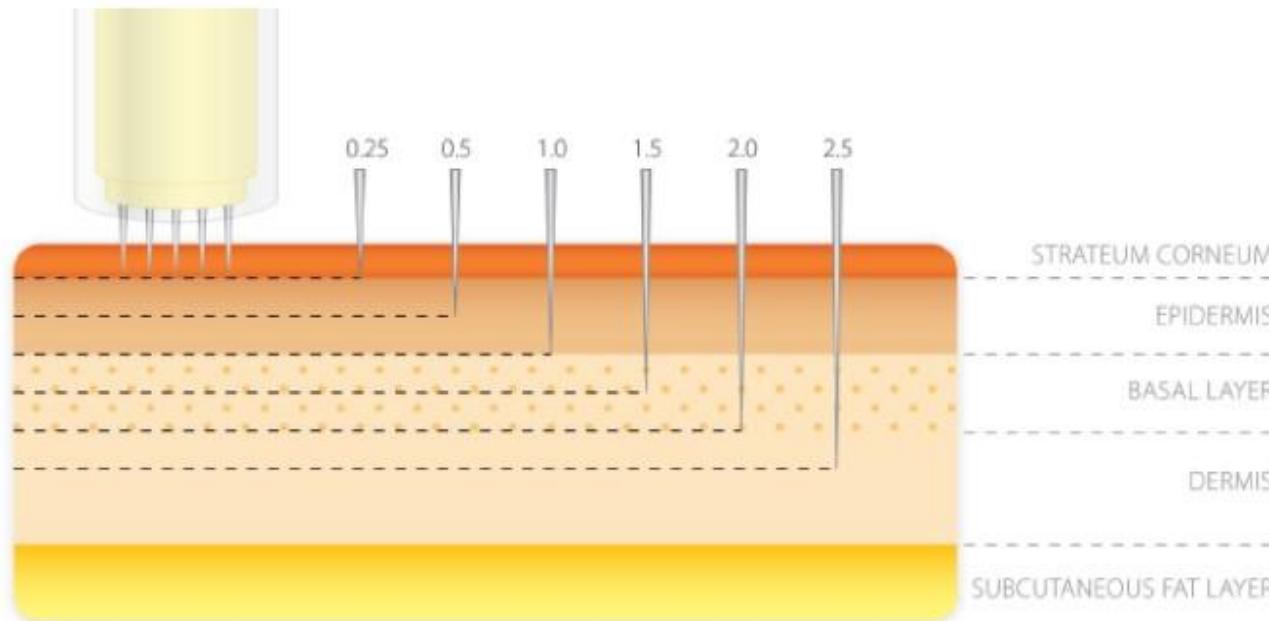
### Nano Needling

- Esthetician approved
- Treats in upper layers of epidermis
- **Transdermal delivery of professional-grade serums**
- Nano channels for increase effectiveness of serums
- No downtime or pain
- Microscopic silicon needles 1/3 thickness of hair
- Needle depth 0.15mm
- Ideal for all skin types

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## Treatment Depth Comparison

For cosmetic microneedling, the adjustable treatment depth ranging from **0.25mm to 2.5mm**. Nanoneedling is designed to treat only within the **stratum corneum**, with a depth of approximately **0.12mm to 0.14mm**.



## Contraindications & Precautions

### DO NOT PERFORM NANONEEDLING ON CLIENTS WHO:

- Have used **isotretinoin** (e.g., Accutane) within the last 6 months
- Have a **current or prior diagnosis of facial cancer**
- Have undergone **chemotherapy or radiation therapy** in the past 12 months
- Have **active dermatological conditions** such as **porphyria** that affect the face
- Have an **active bacterial, fungal, or viral infection** in the treatment area

### PRECAUTIONS OR DELAY OF NANONEEDLING SHOULD BE TAKEN IF THE CLIENT:

- Has **open wounds, cuts, or abrasions** on or near the treatment area
- Has a **current skin infection** or a history of **herpes simplex** in the treatment zone (treatment may trigger an outbreak)
- Is experiencing **eczema, psoriasis**, or other ongoing inflammatory skin conditions in the area
- Has **raised moles, warts, or suspicious lesions** in the treatment zone

\*This list is not exhaustive. If the client presents with any health condition that raises concern or uncertainty, **do not proceed with nano needling**. Always obtain **written clearance from the client's licensed healthcare provider** before moving forward.

## What to Discuss with a Client Before a Nano Needling Session

*Ensure the client is prepared for a safe and effective cosmetic procedure*

Before performing nano needling, review the following points with your client to confirm treatment readiness and minimize potential complications:

- **Client has not used isotretinoin (Accutane) within the past 6 months**

*This is a strict exclusion—treatment should not proceed under any circumstances.*

- **Avoid prolonged sun exposure for at least 24 hours prior to treatment**

*Nano needling should not be performed on sunburned or irritated skin.*

- **No IPL, laser treatments, or energy-based procedures** on the treatment area within **7 days** prior to nano needling.

- **No waxing, depilatory creams, or electrolysis** on or near the treatment zone for at least **2 days** prior to the procedure.

- **Clients with a history of cold sores (herpes simplex)** may be advised to take an **antiviral agent 2 days prior to and on the day of treatment**

*Always defer to a licensed medical provider for prescription advice.*

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## Before Performing Your First Nano Needling Procedure

*Set yourself up for success with proper preparation and protocol*

Before offering nano needling services, ensure you have completed the following steps:

### 1. Watch the Nano Needling Instructional Video

Understand proper techniques, device handling, and professional protocols to deliver safe, consistent cosmetic treatments.

### 2. Download Required Forms

Access and review the **Client Consent Form** and **Post-Treatment Care Instructions** from your Success Portal or course materials.

### 3. Know the Contraindications

Familiarize yourself with the list of **contraindications and precautions** specific to nano needling, so you can confidently assess client readiness and ensure safe application.

### 4. Reach Out for Support

If you have questions about technique, protocol, or device usage, our team is here to help.

**Contact:** [Support@MDNeedlePen.com](mailto:Support@MDNeedlePen.com)

## HOW TO OPERATE

### 1. Connect the Device

Plug the **power adapter** into the base of the handpiece.

For optimal and consistent performance, **keep the device plugged in during the treatment.**

### 2. Insert the Cartridge

Gently place a **sterile, single-use needle cartridge** into the tip of the handpiece. Always use a **new cartridge for each client** to maintain hygiene and prevent cross-contamination.

### 3. Power On the Device

**Press and hold** the power button for **3–5 seconds** until the device activates.

Tap the button to cycle through the **5 speed settings**.

### 4. Adjust the Needle Depth

Turn the **depth adjustment ring** on the pen to select the appropriate cosmetic needle depth based on the treatment area.

Refer to your treatment chart for guidance.

### 5. Select the Speed

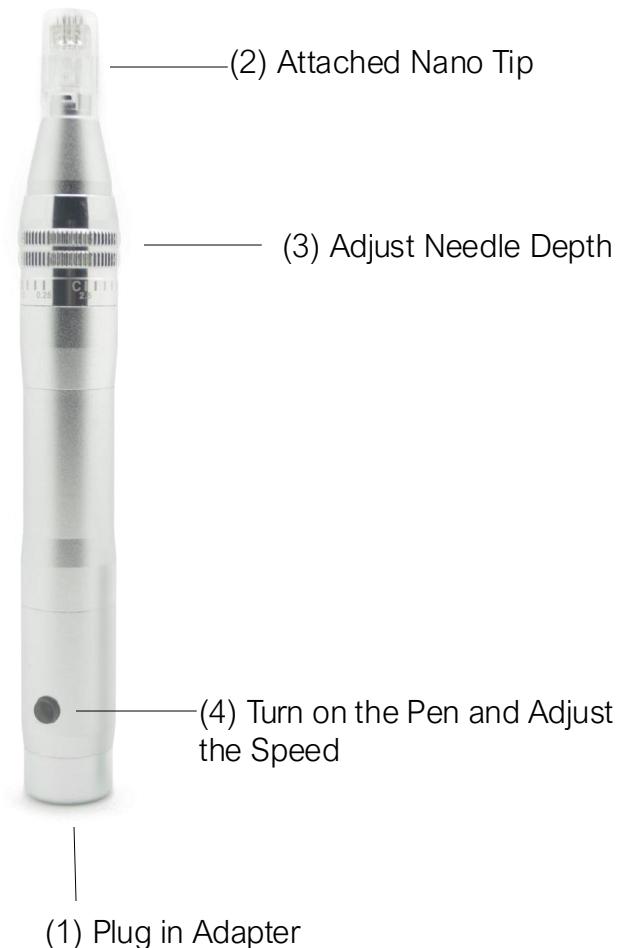
There are **5 Speed** levels are indicated by color:

**Red** – Fastest, **Purple**, **Blue**, **Light Blue**, **Green** – Slowest

**Use Red (Fastest)** for most cosmetic microneedling applications unless otherwise specified by your protocol.

### 6. Begin Treatment

Once speed and depth are set, you're ready to start your cosmetic nanoneedling procedure. Always follow recommended protocols, maintain proper hygiene, and use light, even pressure during the session.



# Order of Treatment: Nano Needling with MD Needle Pen

Step-by-step cosmetic-use guide for professional application

- 1. Deep Cleanse the Skin** Thoroughly cleanse the client's face (or treatment area) using an appropriate exfoliating cleanser, toner, and/or skin-safe antiseptic. Ensure the skin is fully clean, dry, and prepped for treatment.
- 2. Take Before Photos for Documentation** Capture three clear photos of the client in front of a dark background: **Frontal view, Left profile, Right profile.** *Ensure the client has a relaxed face—no smiling—as facial movement can alter skin appearance. This is crucial for tracking visible results over time.*
- 3. Prepare Your Treatment Serum** Choose the appropriate **cosmetic serum** based on the client's skin needs. Mix it **50/50** with a **Hyaluronic Acid serum** in a small glass bowl to maintain a fluid consistency. Draw the serum into a **sterile disposable pipette** for ease of use during treatment.
- 4. Set Up Your Device** Attach a **new, sterile nano cartridge** to the MD Needle Pen. Set the pen to **2.0mm** (note: the nano tips will only reach approx. 0.12–0.14mm in the stratum corneum). **Press and hold the power button for 3–5 seconds** until the device turns on and the indicator turns **red** (fastest speed).
- 5. Begin Treatment in Small Sections** Apply the serum mixture to a **2" x 2"** section of the skin. Immediately begin nano needling in that area while the serum is fresh. **Do not pre-apply the serum across the entire face.** Only apply and treat one section at a time to maintain product potency and hygiene.
- 6. Repeat Section by Section** Continue the same steps—apply serum, then needle—section by section until the full treatment area is covered.

# Order of Treatment: Nano Needling with MD Needle Pen

Step-by-step cosmetic-use guide for professional application

- 7. Maintain Proper Technique** Hold the pen **perpendicular** to the skin at all times. Apply **feather-light pressure** and allow the nano pins to do the work—do not press down or drag the device.
- 8. Treat Each Section Thoroughly** Work in **2" x 2"** sections, performing **at least 4 passes** over each area using a **crosshatch motion** (vertical, horizontal, diagonal). **Stretch the skin** in each section for a smooth, consistent glide and even product delivery. Keep each treatment zone **moist with your serum mixture** to support a smooth application and optimized cosmetic penetration.
- 9. Complete the Entire Area** Continue section-by-section until the full treatment area has been addressed (face, neck, décolleté, or other regions).
- 10. Post-Treatment Finishing Touches** Massage any remaining serum into the skin immediately after needling. For added cosmetic benefit, you may apply a gentle enzyme exfoliant appropriate for the client's skin type or concern. Leave on for **7–10 minutes** as recommended by the product manufacturer. Gently remove with a damp cloth or soft gauze.
- 11. Finish the Protocol** Apply another layer of the serum mixture, followed by a moisturizer suitable for post-treatment skin. Complete with a physical SPF (containing zinc oxide or titanium dioxide) to protect the treated skin from sun exposure.
- 12. Total Estimated Treatment Time: ~45 Minutes max.**

## Post-Treatment Instructions for Nano Needling

### **Sun Protection Is Essential**

- Avoid **intentional sun exposure** and **tanning beds** for at least 24 hours after your session.
- Always apply a **physical sunscreen** with **SPF 30 or higher**, containing **zinc oxide** or **titanium dioxide**.
- *Sun protection is required even on cloudy days.*

### **Recommended Skincare After Treatment**

- Use **hydrating** and **barrier-supportive** products after treatment.
- Ingredients like **hyaluronic acid**, **peptides**, **antioxidants**, **stem cells**, and **vitamins A, C, and E** can help promote a radiant appearance.
- **Active skincare products** (e.g., AHA, BHA, retinol, or low-pH Vitamin C) may be used only under the guidance of your skincare professional.

### **Makeup & Activity**

- You **may apply makeup immediately** after treatment if desired.
- **Exercise is permitted** right after the session—no downtime is necessary.

### **Additional Recommendations**

- **Do not scratch, rub, or pick** at the skin post-treatment, even if it feels dry or flaky.
- Doing so can interfere with the cosmetic benefits of your session.
- **Drink plenty of water** to support internal hydration and skin health.

### **What to Expect**

- Many clients report a **healthy, radiant glow** immediately after nano needling. Skin may feel smoother and more refreshed.

## What to Charge for Nano Needling

### Be Competitively Priced

Do local market research to see what other skincare professionals or aesthetic clinics in your area are charging for nano needling. Pricing should reflect your expertise, the quality of your products, and the overall client experience you provide.

### Offer an Introductory Price

Encourage first-time clients to try nano needling by offering a **special introductory rate**. This builds trust, boosts referrals, and can lead to long-term client retention.

### Package Pricing = Better Results & Higher Value

Nano needling provides optimal results when performed consistently. To encourage commitment and help clients achieve visible improvements, offer treatment packages such as:

- **Package of 4 sessions** — ideal for general skin revitalization
- **Package of 8 sessions** — for clients focused on long-term cosmetic goals

Offering a small discount for prepaid packages (e.g., 10–15%) can incentivize commitment and maximize client satisfaction.

### Suggested Package Structure (Example):

Package	Description	Suggested Price
Single Session	Ideal for maintenance or touch-up	\$150 – \$300 (varies by region)
Package of 4 Sessions	For visible cosmetic skin refinement	Priced at ~10–15% off
Package of 8 Sessions	Full series for best long-term skin results	Priced at ~20–25% off

## Your Success Is Our Success

### Education, Support & Ongoing Partnership

At MD Needle Pen, our mission is to empower you with the tools, training, and ongoing support needed to build a successful cosmetic practice.

Whether you're new to nanoneedling or expanding your treatment menu, we're here to support you every step of the way.

If you ever have questions about protocols, equipment, or best practices, our dedicated support team is just an email away.

 **Contact Us:**  
[Support@MDneedlePen.com](mailto:Support@MDneedlePen.com)

Thank you for being part of the **MD Needle Pen Family**.  
**We're proud to be part of your professional journey.**