



Post Session Follow Up and Support Guide

Congratulations on completing the first of many threading millstones. While your on-hands Session is invaluable, we believe the journey has just begun! The intent of our post-session support is to help you continue to learn and grow your threading skills. Ongoing practice is the key to your success! Next steps to ensure your victory are:

- 1) Schedule three of your post-session meetings as a group with your Sales Partner. Document the date and time below. Your Sales Partner will email 3-5 days prior to your meeting time as a reminder.
- 2) Work with your Sales Partner to identify two Treatment Areas you will commit to practicing for the next 7-10 days. These are the two areas of treatment that will be reviewed during your first post-session meeting. Ideal Treatment Areas to practice first might be:
 - (i) 4-6 Lip Treatments using 20-24 Lip Mono or Screw Threads
 - (ii) 2-4 Eye Treatments using 20-30 Mono or Screw Eye Threads
 - (iii) 2-4 Fine Lines and Wrinkle Treatments using 20-30 Mono or Screw Threads
 - (iv) 2-4 Sunken Temple Treatments using 10-20 Multi-Threads
- 3) Work with your Sales Partner to identify two additional Treatment Areas you will commit to practicing for approximately 14-21 days after your session today. These are the two areas of treatment that will be reviewed during your second post-session meeting. Ideal Treatment Areas to shift your practice to might be:
 - (i) 3-5 Mid-Face Lifts using 18-24 COG Threads
 - (ii) 2-4 Marionette Lines using 10-15 Triple Screw Threads
 - (iii) 3-5 Jawline/Jowel Lifts using 12-15 COG Threads
- 4) Keep your workbook handy! As you are practicing, document your success and considerations. We will be using the following pages as the outline for our follow up sessions.
- 5) Access our online Canvas Guide with support videos and material at:
<http://online.fliphtml5.com/asune/zmla/#p=1>

Follow Up Session Dates

Date of 1st Post-Session Follow up (7-10 days from today)	Start Time	Time Zone
Date of 2nd Post-Session Follow up (14-21 days from today)	Start Time	Time Zone
Date of 3rd Post-Session Follow up (30-34 days from today)	Start Time	Time Zone

Treatment Areas to Practice #1

Treatment Area #1

Threads to be used for Treatment Area #1:

\$

Approx. Thread Cost

of Treatments we will Complete

\$

Treatment fee to Patient

Treatment fee - Thread Cost X # of Treatments

\$

Treatment Area #2

Threads to be used for Treatment Area #2:

\$

Approx. Thread Cost

of Treatments we will Comple

\$

Treatment fee to Patient

Treatment fee - Thread Cost X # of Treatments =

\$

\$

Estimated 7-10 day Thread Profit

Treatment Areas to Practice #2

Treatment Area #3

Threads to be used for Treatment Area #3:

\$

Approx. Thread Cost

of Treatments we will Complete

\$

Treatment fee to Patient

Treatment fee - Thread Cost X # of Treatments

\$

Treatment Area #4

Threads to be used for Treatment Area #4:

\$

Approx. Thread Cost

of Treatments we will Comple

\$

Treatment fee to Patient

Treatment fee - Thread Cost X # of Treatments =

\$

\$

Estimated 14-21 day Thread Profit

Follow Up Session #1 Guide

My procedure goal for Treatment area #1 was _____. I completed _____ number of procedures for Treatment Area #1.

For Treatment Area #1, my total cost of goods was _____ and the revenue from these procedures was _____.

My thread profit for the first 7-10 days in practice was _____.

What were the patient results from the procedures of Treatment Area #1?

Did you or your patient experience any complication(s)? If so, please describe here in detail:

What is your sense of the obstacles (if any) to continue to integrate Treatment Area #1 into your daily practice?

My procedure goal for Treatment area #2 was _____. I completed _____ number of procedures for Treatment Area #2.

For Treatment Area #2, my total cost of goods was _____ and the revenue from

My thread profit in total for the first 7-10 days in practice was _____.

What were the patient results from the procedures of Treatment Area #2?

Did you or your patient experience any complication(s)? If so, please describe here in detail:

What is your sense of the obstacles (if any) to continue to integrate Treatment Area #2 into your daily practice?

How might you go about integrating these two Treatment Areas into your daily practice?

What is the S.M.A.R.T goal to keep your threading momentum with Treatments Area #1?

Specific:

Meaningful:

Achievable:

Relevant:

Time Bound:

Example of a S.M.A.R.T. Goal:

Specific: I am going to complete 6 Glabellar Thread Treatments a week.

Meaningful: I will recommend a Glabellar Thread Treatment to 20 patients a week.

Achievable: I am confident in my ability to do this procedure and know my patients will

Relevant: By doing so I will add over \$13,000 in profit to my practice.

Time Bound: I will start my recommendations tomorrow, August 14, 2021.

What is the S.M.A.R.T goal to keep your threading momentum with Treatments Area #2?

Specific:

Meaningful:

Achievable:

Relevant:

Time Bound:

Follow Up Session #2 Guide

My procedure goal for Treatment area #3 was _____. I completed _____ number of procedures for Treatment Area #3.

For Treatment Area #3, my total cost of goods was _____ and the revenue from these procedures was _____.

My thread profit for the first 14-21 days in practice was _____.

What were the patient results from the procedures of Treatment Area #3?

Did you or your patient experience any complication(s)? If so, please describe here in detail:

What is your sense of the obstacles (if any) to continue to integrate Treatment Area #3 into your daily practice?

My procedure goal for Treatment area #4 was _____. I completed _____ number of procedures for Treatment Area #4.

For Treatment Area #4, my total cost of goods was _____ and the revenue from these procedures was _____.

My thread profit in total for the first 14-21 days in practice was _____.

What were the patient results from the procedures of Treatment Area #4?

Did you or your patient experience any complication(s)? If so, please describe here in detail:

What is your sense of the obstacles (if any) to continue to integrate Treatment Area #4 into your daily practice?

How might you go about integrating these two additional Treatment Areas into your daily practice?

What is the S.M.A.R.T goal to keep your threading momentum with Treatments Area #3?

Specific:

Meaningful:

Achievable:

Relevant:

Time Bound:

What is the S.M.A.R.T goal to keep your threading momentum with Treatments Area #4?

Specific:

Meaningful:

Achievable:

Relevant:

Time Bound:

What is the S.M.A.R.T goal to keep your threading momentum going for the next 3-6 months?

Specific:

Meaningful:

Achievable:

Relevant:

Time Bound:

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Follow Up Session #3 Guide

Briefly, what's been happening with your threading practice since our last Post-Session Meeting?

What has worked?

What have you been struggling with?

From Post-Session Meeting #2, is the S.M.A.R.T goal to keep your threading momentum going still realistic?

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