

“As a clinic, we only partner with credible, long-standing aesthetic brands”.

RADIANCE  
MediSpa

Having invested in multiple Lynton aesthetic devices for a wide variety of laser & IPL treatments, the award-winning Radiance MediSpa in Exeter is a fantastic example of the success that can be achieved by choosing Lynton as your aesthetic technology provider. We went to speak with clinic owners, Dr Ros Debenham (MBChB MRCGP) & daughter, Katie Debenham (CIBTAC CIDESCO) about their experience using Lynton equipment and the benefits it has brought to their business.

#### What was it that inspired Radiance Medispa and the range of treatments you offer?

Before starting Radiance MediSpa in 2013, we had noticed that the majority of women in the UK felt guilty about having beauty & aesthetic treatments. Now we know that one of the keys to confidence is through how we feel about our appearance. Often, we see clients who have lost the confidence they might have had when they were younger. This is one of the reasons why we only deliver treatments that we know actually work here at Radiance MediSpa. Before choosing Lynton as our laser supplier, we trialled every system we have today, to ensure we were 100% confident they worked and were effective”.

#### So, what Lynton equipment do you use at Radiance?

We have a range of laser & IPL devices from Lynton which allows us to treat a number of aesthetic concerns, including laser tattoo removal, hair removal, skin rejuvenation and skin resurfacing. We are currently treating a lot of clients for tattoo removal, which we have found to be the perfect treatment for attracting men into the clinic. Although it can be a slightly uncomfortable treatment, the results we achieve are outstanding and super quick. We have very high customer satisfaction with this treatment.

#### You mentioned skin resurfacing, how do you find results with our award-winning ResurFACE® fractional laser?

We are very happy with the results we get with the ResurFACE® fractional laser! We do a lot of full-face and neck rejuvenation with ResurFACE® treating it more as an overall anti-ageing/skin rejuvenation treatment, rather than individual areas of concerns like stretchmarks. Because of its ability to stimulate collagen, it provides our clients with softer, firmer, more even skin which they love.

#### You also use our desktop IPL system, the EXCELIGHT®; how do find this device?

That’s right, we use the EXCELIGHT® for a range of skin conditions including pigmentation, red veins, skin tightening, and just general rejuvenation. We like that we can do a lot of different skin treatments using just the EXCELIGHT®. We can provide such a comprehensive skin treatment using just the one system and provide an overall skin rejuvenation result. We decided to invest in the EXCELIGHT® as we wanted to upgrade our previous system, by another manufacturer, to a higher specification platform. We have actually used Lynton equipment in previous roles before opening the clinic, so had experienced how easy they are to use and how reliable they are. The EXCELIGHT® its self is so quick and is twice as fast as our previous IPL system.

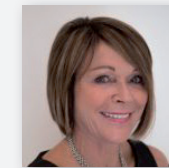
#### You have almost all of our key aesthetic platforms - what is it you most value about choosing Lynton?

As a clinic, we will only partner with credible, long-standing aesthetic brands who have a strong reputation and good credentials. As an NHS supplier, we were assured that the Lynton equipment would be good quality and provide the clinical results they said it did. When we first opened the clinic, we did look at lots of other aesthetic equipment suppliers but decided Lynton were the best choice for us. We always found them to be very honest and transparent with us, helping explain the scientific elements of the lasers and how they worked. After our first laser device from Lynton and considering the overall experience we had with them as a company, we now always look to Lynton first for any new aesthetic laser or IPL equipment, evidenced by our growing Lynton portfolio.

#### What advice would you give to someone considering investing in a piece of aesthetic equipment?

When mattered most for us, and what I would advise anyone else to do, is look at an aesthetic equipment supplier credentials and reputation. I would say that it is very important to look at how long a company have been operating for and how long they have been in the industry - you want a company who has a successful track record. I would also recommend that you ask a prospective supplier for clinical papers and to ask them to provide evidence in the efficacy, safety and quality of their equipment.

Again, what attracted us to Lynton was not just their reputation for high-quality manufactured aesthetic equipment, which for us, had to be medical grade, but also the level of training they offer. At Radiance MediSpa, we ensure all our practitioners receive comprehensive, in-depth training, regardless of the type of treatment they are delivering. We liked that all our staff received training by the industry leader in training, Lynton, in conjunction with an institute of higher education. The University of Manchester. We would highly recommend you choose a supplier who offers this level of training before your staff attend this level of training before delivering any laser or IPL treatments.



#### Dr Ros Debenham (MBChB MRCGP)

Dr Ros Debenham is one of Exeter’s leading aesthetic practitioners. After working in general practice for over 22 years Ros moved over to the aesthetics industry in 2008 having undergone advanced level approved training courses. Ros specialises in some of Radiance MediSpa’s top treatments and since opening Radiance with her daughter in 2013, she has quickly built up a large client base due to the high professional standards that she sets for herself and her team.



#### Katie Debenham (CIBTAC)

After qualifying at Champneys, Hertfordshire, Katie envisioned herself running her own business using the latest medical-based beauty treatments. After opening Radiance MediSpa with her mum, Katie moved forward from her day-to-day beauty treatments and qualified as a Cosmeceuticals, skin and laser specialist. Using the very latest equipment including skin resurfacing, tattoo removal, hair removal, red vein, pigment & rejuvenation lasers, Katie achieves exceptional results.

