

# VYBE<sup>RF</sup>

POWERFUL, PROVEN.  
YOUR ESSENTIAL RF  
MICRONEEDLING DEVICE.



## FEATURING:



CORY GEARLDS, APRN



DEIDRE ALBANESE, NP



ROBIN SYLVESTER,  
LICENSED AESTHETICIAN

*Microneedling with radio-frequency is one of the fastest growing, most in-demand non-invasive treatments on the market, as patients today expect results with limited to no downtime. According to NewBeauty's "2023 State of Aesthetics," 36% of customers surveyed planned to have a microneedling treatment in the next 12 months.*

*Cartessa Aesthetics is the exclusive North American partner to South Korean manufacturer SHEnB, manufacturer of Vivace®, the VirtueRF microneedling platform, and most recently, VybeRF. VybeRF uniquely meets the needs of providers wanting a highly effective and patient-centric solution, but are not ready to by the more premium, costly devices. Leading practitioners discussed their experience with VybeRF—from clinical to financial implications—and why it stands out in the high demand market of RF microneedling. Below are excerpts taken from this discussion.*

### Q: WHAT MADE YOU CHOOSE VYBE RF?

**Deidre Albanese, NP:** We trialed two other devices in addition to VybeRF. I would say that the immediate result with VybeRF was more noticeable. From a clinical endpoint standpoint, you want to have a little bit of erythema, and I saw that with VybeRF. I did not see it with one of the other devices - when I was done with the treatment, I had very limited pink to my skin, and I thought, is this going to be aggressive enough? You need to find that balance between something that's comfortable but effective.

I also considered a different, very popular competitive RF microneedling device, but I heard it was very painful. I didn't want patients unable to finish their packages because the treatment was so uncomfortable.

**Cory Gearlds, APRN:** I also trialed many competitive devices, but in the end, it came down to patient comfort and results. I wanted to offer my patients glowing results without the fear of not being able to finish a treatment from pain. Vybe is also very similar to Virtue, with Robotic Precision Delivery of the needles. I've had multiple Virtue treatments, so I trusted Vybe to provide similar results.

**Robin Sylvester:** As a former acne sufferer, I really wanted to treat acne scarring and scarring in general. I did a Vybe demo and the needle delivery, downtime and incredible results were what sold me.



Number of Sessions: 2 VybeRF  
Courtesy of: Modern Medspa

### Q: WHAT DOES VYBE RF OFFER YOUR PATIENTS THAT IS UNIQUE?

**Deidre Albanese, NP:** I loved the precision of Vybe and the control you have with it. The fact that you can adjust that depth by 0.1 millimeter is amazing. There's nothing else like that in the market. I'm able to treat higher Fitzpatrick's without the fear of hyperpigmentation.

**Robin Sylvester:** What's great about RF microneedling is that your body is doing the healing on its own. Your body is creating natural collagen and elastin, and I'm just a facilitator.

### Q: WHO IS THE RIGHT CANDIDATE FOR VYBE RF?

**Deidre Albanese, NP:** Anyone! You can start as early as in your twenties to treat acne issues and thirties plus to preserve and stimulate collagen. The aesthetics industry is slowly moving away from overfilled, frozen syndrome to natural results that will have your friends saying, "You look really good, but I don't know why."

**Cory Gearlds, APRN:** 99% of your patients. It's hard to find a patient who's NOT the right candidate for RF microneedling. If you look at the benefits--reduction in pore size, skin tightening, skin laxity, improvement in overall complexion, etc.. who doesn't want that?

**Robin Sylvester:** Really anyone, even someone who has great skin. If you're looking to improve the overall health of your skin, skin tone, VybeRF is the way to go.

### Q: ARE YOU COMBINING VYBE RF WITH ANY OTHER MODALITIES?

**Cory Gearlds, APRN:** I don't use Vybe without CoolPeel and vice versa. The patient gets the biggest bang for their bucks with the Ultimate Duo. We booked so many packages that we had to buy a second RFMN device.

The patient is already numbed for the RFMN treatment, so adding 15 min to add the CoolPeel is a no-brainer. I tell them, "A Vybe treatment is \$850 on its own, but if you add a CoolPeel, it's \$1200 for the combination--it's like getting double the benefits for almost half the cost."

### Q: ROUGHLY HOW MANY TREATMENTS ARE YOU PERFORMING AND WHAT ARE YOU CHARGING?

**Deidre Albanese, NP:** I charge \$750 for one Vybe standalone treatment, but we sell a lot of packages. For the best results, I encourage patients to get at least a three treatment package.

**Cory Gearlds, APRN:** For one Vybe treatment, we charge \$850. For Vybe + CoolPeel, it's \$1200, and if you buy three of the combination treatments, it's \$2600 (~30% discount).

**Robin Sylvester:** I charge \$700 for a single treatment. If you buy in a package of 3, it's \$1,800.



Number of Sessions: 3 VybeRF  
Courtesy of: Modern Medspa

To learn more about VybeRF, scan here or visit [www.cartessaesthetics.com/vyberf](http://www.cartessaesthetics.com/vyberf)

