

# Australian HIFU Buyer's Guide

[HIFUMACHINESALES.COM](http://HIFUMACHINESALES.COM)

# Top 5 buying mistakes

- ✓ Buying on price alone.
- ✓ Not enough practical, hands-on treatments included in the training package. So you can be confident to deliver treatments straight away.
- ✓ Not checking the technical support team is based in Australia. And 'if' you can call them for treatment guidance.
- ✓ Lack of understanding on the treatment cost and cartridge yield. Knowing how many treatments per set of cartridge.
- ✓ Unclear of the break-even, return on investment.

# Top 10 must have's

- ✓ 1. Does it do 'face' & 'body' treatments?
- ✓ 2. Does it have a small round handpiece to treat the curves of the face?
- ✓ 3. Does it use MPT Technology - the latest in HIFU innovation?
- ✓ 4. 10,000 or more shots per cartridge.
- ✓ 5. Low treatment cost.
- ✓ 6. Warranty - 2 + yrs.
- ✓ 7. Australian based team that you can 'talk to' for treatment support.
- ✓ 8. Repairs & maintenance - do you get a replacement machine if yours breaks down?
- ✓ 9. Training - does it include hands practical training across a wide range of client ages.
- ✓ 10. Training material - is there a simple to follow, yet comprehensive guide for the different treatment settings and protocols?

# Clinic Setup Considerations





# Clinic Setup Checklist



1. Marketing & Advertising budget - advertising is essential such as google and social media.



2. Clinic Fit-out - create a welcoming, uncluttered, entry and treatment space.



3. Stock & Consumables - keep a good supply on hand. Stock sells, make sure you have a range that compliments your treatments.



4. Liability & Indemnity Insurance - shop around. Vero Insurance is good value for money, if you are starting-up.



5. Automated booking system with SMS reminders is essential for a smooth client experience.



6. Buy now - pay later. It is essential to have by able to accept Afterpay or Zip, Debit and Credit Cards.

# Training and support matter the most

- In-depth hands-on Training is crucial.
- Phone support for treatment guidance, reduces nerves and builds confidence.
- Access to a dedicated support team, who respond quickly, especially when you are starting out.
- Practical training reduces risk and ensures there are no poor reviews.
- You will need simple to follow videos, step by step 'cheat sheets' for all of the face and body treatments.
- Learning specialist techniques such as facial sculpting are lucrative and results in high volume, recurring bookings.



# HIFU Clinical Benefits



## Non-Invasive

HIFU treatments are non-invasive, meaning no surgical incisions are required, leading to less anxiety and a quicker recovery for patients.



## Long-Lasting Results

Results from HIFU treatments are known to be long-lasting, providing patients with a youthful appearance for months to a year after a single session.



## Reduced Downtime

Clients can typically return to their daily activities immediately after treatment, enjoying minimal downtime compared to traditional surgical options.




## Improved Skin Tone

This technology enhances the overall skin tone and texture, resulting in a smoother, more radiant complexion, boosting confidence in Clients of all ages from 20 to 80 years old.

# Compare the top 4 Australian Machines



Features	UltraTherapy 15D MPT 	Ultraformer III
Technology	Micro Macro Focus Ultrasound MPT	Micro Macro Focus Ultrasound MPT
Treatment Types	Face + Body	Face + Body
Sculpting cartridges & handpiece	Contour probe facial cartridges (4.0 / 3.0 / 1.5 mm)	small round precision
Cartridges included & depths	11 cartridges 13 / 9 / 6 / 4.5 / 3 / 2 / 1.5 mm	7 cartridges 13 / 9 / 6 / 4.5 / 3 / 2 / 1.5 mm
Shots per Cartridge	10,000 shots	20,000 shots
Cost per Cartridge	\$500	\$2,000–\$3,000
Cost per Shot	\$0.05 per shot/line	\$0.10–\$0.15 per shot/line

Features	ApoloMed HS-510	Asterasys Liftera
Technology	8D HIFU multi-line treatment system	Thermal Diffusion Treatment
Treatment Types	Face + Body	Face
Sculpting cartridges & handpiece	No small round precision piece 4.5 / 3/ 1.5 mm	small round precision pen 4.5 / 3/ 1.5 mm
Cartridges included & depths	7 cartridges 16 / 13 / 9 / 6 / 4.5 / 3 / 1.5 mm	3 cartridges 4.5 / 3 / 1.5 mm
Shots per Cartridge	10,000–20,000	20,000
Cost per Cartridge	≈\$1,300	≈\$3,000
Cost per Shot	≈\$0.13–\$0.65 per line	≈\$0.95–\$1.00 per line



# Break-even calculator



- Get a clearer picture of your clinic operating costs.
- Compare HIFU packages and find out how long it will take you to break-even.
- Compare utilisation vs profit vs break-even.



<https://hifumachinesales.com/clinic-break-even-calculator>



# Get a Quote on a HIFU Package



Visit our website to generate an instant detailed quote. There are 3 options.

Simplify it all with our 'beginner friendly' **Clinic Starter Kit.** Start from scratch, no beauty experience, we will show you how.

- **\$49,995 - Clinic Starter Kit**

- 15D MPT HIFU Machines
- 3 days training
- clinic fit-out
- 6 mths google advertising
- website + booking app set up
- treatment + business coaching



[https://hifumachinesales.com/  
get-an-instant-proposal](https://hifumachinesales.com/get-an-instant-proposal)



“

Brisbane HIFU Clinic

“Client retention is exceptionally strong, with over 90% of clients returning for follow-up or maintenance treatments within 3-4 months.”





“

## 4U Skin & Laser Clinic

“The hands on training gave us the confidence to book clients from day one. It was essential in helping us build a service we trust and rely on.”



# Next Steps

- Call us for a chat
- Book a private HIFU machine demo.
  - See the latest HIFU MPT machines in action
  - Your choice of video call or in person demo (Brisbane)
  - Receive a free facelift at the in-person demo.
- Receive a detailed quote and understanding of the inclusions and options.
- Move forward with confidence.



HIFUMACHINESALES.COM

# Get in Touch with Us

Email

[jk@hifumachinesales.com](mailto:jk@hifumachinesales.com)

Website

[hifumachinesales.com](http://hifumachinesales.com)

Phone

+61 410 550 232