



Candela Laser Corporation

Dear Candela,

It is my pleasure to write this letter in support of Barbara and Leon Prete. They have been instrumental in establishing our laser practice and have provided phenomenal support. They are highly skilled operators and would be superb representatives for your corporation.

Our relationship with them began over a year ago. We are a very busy cardiology and interventional cardiology practice that recently expanded into endovenous laser varicose vein treatment. As a natural outgrowth of this endeavor, our patients/clients inquired about other applications for medical lasers. We ultimately decided to launch a separate esthetics center with a focus on laser hair reduction and skin therapies.

As you know, the market for medical lasers has exploded and is extremely confusing for non-core medical professionals (i.e. non-dermatologists and plastic surgeons). I screened several medical laser companies and met with their sales representatives. Ultimately, I was dissatisfied with those interactions –the sales reps came across as sales reps and not clinically experienced professionals. For someone starting in a new business venture, the clinical experience that professionals like Barbara and Leon bring cannot be under-stated.

We found Barbara and Leon quite accidentally but were impressed by their demeanor and their experience. I quickly sent my APRN to their training class and our relationship expanded quickly. We relied on their opinion and experience with Candela and they have not steered us wrong. Their training in general laser topics was excellent and their specific experience with Candela equipment was critical.

Everything they bring to the table, including the fact that they did not start out as “Candela Reps” make them an incredible asset to your company and I would encourage you to leverage their skills as much as possible. If you would like to speak with me directly, please call me at 203-407-2503.

Sincerely,
Samuel Haan

Samuel Hahn, MD, FACC
Managing Partner Heartcare Associates of CT / A Better You Esthetic & Vein Center
Associate Professor of Clinical Medicine, Yale University School of Medicine

Alicia Burr, APRN
Clinical Director Heartcare Associates/A Better You Esthetic & Vein Center