

Matrix Pro®

Treatment Provider Spotlight

Tara McLamb, RN, NP

Matrix Pro®, a groundbreaking new technology on the Matrix™ system, has unquestionably become a game-changer in the realm of radiofrequency (RF) microneedling. Its transformative power has propelled providers to unprecedented heights and depths, redefining the experience for both practitioners and patients. In this Provider Spotlight, we shine a light on esteemed Matrix system user Tara McLamb, RN, NP, as we delve into her practice and witness firsthand the profound impact this technology has had on her patients. Join us as we uncover the remarkable story of Tara, her practice growth, and the awe-inspiring effects of the Matrix Pro treatment, showcasing how it empowers providers to deliver truly transformative results in the field of RF microneedling.



Tara McLamb, RN, NP | McLamb Wellness & Aesthetics

Q Tell us about yourself.

A I'm **Tara McLamb**, and I've been a nurse practitioner since 2010 and an RN since 2003. I've owned McLamb Wellness & Aesthetics since 2021 and have been using the Matrix system since May 2023.

Q Tell us about your practice.

A McLamb Wellness & Aesthetics in Goldsboro, NC. offers a wide variety of services that address patients' skin concerns. This includes neuromodulators, dermal fillers, bioregenerative medicine, and radiofrequency microneedling with Matrix Pro, as well as less invasive options such as facials, chemical peels, medical grade skincare, and IV Vitamin infusions.

Q Why did you get into the aesthetic industry?

A A career in aesthetics never even crossed my mind and I often say that "aesthetics found me!" After practicing in hepatology for over 7

years, I found myself looking for something less sad and more rewarding. My friends kept asking me to get trained in Botox® so I could inject them, and after training and injecting once a week for a few months, I realized this could be a fun way to make it my career. I discovered that aesthetics offered everything I desired - challenging thought-provoking cases, restoring people's faith in themselves by giving the confidence to do so, and empowering patients to pursue avenues of wellness through that newfound confidence. We have a lot of fun and laugh every day - what's not to love?

Within a year, my aesthetics practice grew from just me in a rented/shared room at a day spa, to a team of me as the injector, plus an esthetician, two RNs, and a receptionist in our own MedSpa serving 600 patients!

Q What would you say your practice is most known for?

A Our motto is “Putting Your Health First, and Your Best Face Forward.” Many refer to our ability to marry the latest technology with tried-and-true, evidence-based practices to achieve exceptionally natural but stunning results.

Q What treatments or results are patients asking for most right now?

A The most popular is neuromodulator. This is consistent with the aesthetics industry as a whole, but truly the biggest request is to “look natural,” refreshed, and rejuvenated.

Q What attracted you to Matrix Pro®?

A I knew the technology of RF microneedling was one of the best options for a variety of patient concerns, but it was the minimal to no downtime as, well as the patient's comfort during the procedures that, sold me on Matrix Pro's superiority above all the other competitors.*

Q What are your favorite things about Matrix Pro?

A My favorite feature about the Matrix Pro applicator is the immediate impedance feedback. With that technology, aren't having we to use the device “blind” so to speak. I can adjust my settings in real-time to give my patients the best results with the most comfort.* Other favorite things that I often will tell my patients about is how it has the thinnest needles on the market**, how comfortable the procedure is compared to competitors, and how it only requires one pass to address all three layers of the skin instead of multiple separate passes.

Q Why should patients be excited about this treatment?

A The results with less downtime.* Other than Sculptra®, I have not found anything that gives such amazing results without a significant amount of downtime. No one today has time to sit at home waiting to recover from an elective cosmetic procedure.

Q What has patient feedback been after receiving the Matrix Pro treatment?

A The most common statement I hear from patients is, “Wow, that was SO much easier than I thought it would be!” Another thing patients hear often is people asking what skincare line they're using. I feel this is such a testament to the amazing, yet very natural, results the Matrix Pro treatment offers. Our patients just look rejuvenated and refreshed, but it's so natural that people are left asking what they're doing instead of asking them where they're going for treatments.

Q How has this new system benefited your practice?

A While high-tech devices can sometimes be a hard sell in a small town, once our before and after's started going out on social media and word got out, Matrix Pro grew our practice. It has drawn in many patients who were not keen on neuromodulators or fillers, but really wanted something to address their aging skin. The first five months we had the system, we performed 63 total Matrix Pro treatments (with only 1 solo practitioner), with a 32% increase in uptake in Matrix Pro treatments in those five months. It has become our second highest selling category behind neuromodulators as well as second highest source of gross income.

Q Do you use or own any other Candela devices?

A We just purchased (and are anxiously awaiting the arrival of) the Sublative™ RF handpiece for the Matrix system as well as the Nordlys® IPL & Frax Pro® device.

Q What do you love most about Candela?

A What I love most about Candela is the support and customer service. No matter what my question is, my rep and/or his team are answering it in detail without judgment. They are 100% the reason my practice's use of the Matrix Pro applicator has been so positive!

*Treatment considerations are under the discretion of the qualified licensed healthcare professional. Individual healing times, discomfort, treatment results, and satisfaction may vary. ** Based on publicly available specifications as of October 2022