

# Meeting Patient Demands for Non-Surgical Foot and Ankle Care

By Lauren Suter

Laura Michetti, DPM, DABPM is an up-and-coming practice owner in Annapolis, MD with a focus on surgical avoidance and comprehensive conservative care.

Seeking autonomy and an opportunity to establish her own economy, Dr. Michetti opened her private practice at the height of the COVID-19 pandemic. Like many physicians, she faced pandemic-related challenges and noticed a general hesitancy among patients to seek care.

At the height of the pandemic, many patients deprioritized lower extremity care, putting them at risk of their condition progressing. As these patients return to their regular healthcare routines, patient acuity is on the rise.

Aware of this trend, Dr. Michetti began exploring advanced healthcare solutions to help patients recover faster while minimizing the need for surgical intervention.

Dr. Michetti had some experience with therapeutic lasers as a student and in her residency programs. When



Laura Michetti, DPM, DABPM

Knowing her colleagues around the country were having great success with the MLS Laser, she made the investment. Now, this technology plays an important role in her approach to comprehensive conservative care for a wide range of conditions.

“MLS Laser Therapy can be used for any ‘-itis.’ It’s great for most inflammatory conditions.”

Dr. Michetti is finding the most success with plantar fasciitis and intermetatarsal bursitis/neuroma. While the surgical procedures for these conditions can leave a patient non-weight bearing or in post-op footwear for up to several weeks, MLS Laser Therapy is nonrestrictive with no downtime and no known side effects.

Due to the inflammatory nature of these conditions, MLS Laser Therapy is able to relieve pain and improve function and mobility with its anti-inflammatory and anti-edema effects.

To achieve the best results, Dr. Michetti often combines laser therapy with other approaches, including anti-inflammatory medication, steroid injections, physical therapy, orthotics, as well as footwear and lifestyle changes.

While Dr. Michetti prefers to administer the therapy, her staff received training and are prepared to treat patients when needed. With the opportunity to be administered by staff, her practice has the flexibility to continue seeing laser therapy patients when she is out of the office. This minimizes disruptions to patient treatment plans and practice cash flow.

Dr. Michetti admits to having financial concerns when she first made the investment, but quickly realized it was the right decision for patients.

“Laser therapy is not hard to sell to patients, especially when you understand how it works and how it will help the patient.” While many aren’t familiar with the technology, they are excited to learn about a solution that is non-invasive and nonpharmacological.

Patient education has been her key to success. Dr. Michetti takes time to discuss the unique benefits of MLS Laser Therapy and how it differs from other noninvasive and light-based therapies. She also provides educational handouts and brochures to help inform and empower patients to make the best decision for their care.

“It will help you give the best options to your patients while helping your practice financially,” enthuses Dr. Michetti. “It’s a great adjunctive treatment for many things we do in foot and ankle care.”

In addition to improving patient outcomes, MLS Laser Therapy has helped Dr. Michetti differentiate her practice, attract new patients, and minimize reliance on insurance reimbursements.

*To learn more about MLS Laser Therapy, call Cutting Edge Laser Technologies at 800-889-4184 x125 or visit [celasers.com](http://celasers.com).*

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opening her practice, she knew this technology would be a perfect fit to meet patient demands for effective conservative care while establishing a cash-based income stream.

“Patients are looking for new technologies and new treatment methods that aren’t invasive,” explained Dr. Michetti. Hoping to avoid downtime and the potential risks of surgery, patients are actively seeking physicians with advanced treatment technologies and patient-focused protocols.

Determined to offer the most advanced solutions available, Dr. Michetti began researching Class IV laser technologies and was referred to the Multiwave Locked System (MLS) by colleagues.

The MLS Therapy Laser is a unique type of Class IV laser that synchronizes two wavelengths of light energy to stimulate biological processes at the cellular level, reducing inflammation, relieving pain, and accelerating healing processes. When compared to traditional low level laser therapy, the MLS emission system was found to be more effective, achieving faster results with fewer applications.

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