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Thermage FLX™
INDICATION
- The radiofrequency energy only delivery components of the Thermage FLX™ system and accessories are indicated for use in:
  - Dermatologic and general surgical procedures for electrocoagulation and hemostasis;
  - Non-invasive treatment of periorbital wrinkles and rhytids including upper and lower eyelids; and
  - Non-invasive treatment of wrinkles and rhytids.
- The simultaneous application of radiofrequency energy and skin vibration by the Thermage FLX™ system and accessories are indicated for use in:
  - Dermatologic and general surgical procedures for electrocoagulation and hemostasis.
- Non-invasive treatment of periorbital wrinkles and rhytids;
- Non-invasive treatment of wrinkles and rhytids;
- Temporary improvement in the appearance of cellulite;
- Relief of minor muscle aches and pains;
- Relief of muscle spasms; and
- Temporary improvement of local circulation (blood circulation).

Solta Medical is a global leader in the aesthetic industry providing innovative products such as Lipocore™ VASER®/V², VASER® ultrasonic systems, Thermage® radio frequency and Ulisa™ acne therapy systems, and the Clear + Brilliant®, Clear + Brilliant pêto® and Fraxel® lasers.

Tara
Model and Actual Patient
Thermage FLX® is the latest iteration of the popular radio-frequency-based Thermage skin tightening system from Solta Medical, a division of Bausch Health (Bothell, Wash.). Representing a major upgrade over previous versions, the Thermage FLX offers increased patient comfort and larger treatment spot sizes that reduce procedure time. In addition, a new, optimized energy delivery algorithm automatically measures and adjusts the amount of RF-based heat being delivered to the treatment area.

“RF energy is definitely widely accepted now as one of the best treatments that we have for skin laxity and to perform skin tightening. Thermage FLX is just the next generation of this technology, which makes it a better, more efficient and certainly easier treatment to add to a practice,” said Anne Chapas, M.D.

Like its precursors, Thermage FLX non-invasively delivers heat energy deep within the dermis to tighten and remodel existing collagen, as well as stimulate neocollagenesis.

Having received FDA clearance in October 2017 for non-invasive smoothing of skin on the face, eyes and body, Thermage FLX is commonly used to lift brows and tighten forehead skin; as well as treat under the eyes, on the cheeks, mid-face, jaw line and the neck. Body contouring applications include tightening in the abdomen area and reducing the appearance of cellulite.

The difference from earlier versions is that Thermage FLX simply does it better, faster and more comfortably, according to Mary Lupo, M.D., a dermatologist and clinical professor of dermatology at Tulane University School of Medicine in New Orleans, La.

“It is indicated to address the full face and body, but it works tremendously around the periorbital area, including the eyelids,” she said. “It is the only FDA-cleared device out there for working inside the orbital rim. In addition, it works very well on the body. The new body treatment tip is just fabulous.”

While the system still includes the company’s proprietary Comfort Pulse Technology™ (CPT), which utilizes vibrating pulses in the handpiece to enhance patient comfort, the unit’s treatment tips have been redesigned to deliver more uniform distribution of RF energy. This leads to improved patient comfort as the heat is more evenly dispersed within the treatment area.
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For Susan Van Dyke, M.D., a dermatologist in Mountain View, Calif., the Thermage FLX is a lot more of an improvement than she expected.

“One thing we noticed right away was the bigger treatment tip,” she noted. “At 4 cm in size, it really speeds up the treatments and makes it more pleasant for both the operator and the patient.”

Handpiece vibration, which in previous Thermage iterations would often fatigue operators, is much better with Thermage FLX, Dr. Van Dyke added.

“Instead of a jackhammer feeling, the new handpiece features more of a side-to-side vibration. The older model was a little harder on the hands, but the new handpiece is much more ergonomic, easier to hold and a lot better for me during the procedure, as well as the patient.”

In Dr. Chapas’ experience, the combination of less vibration in the handpiece and a larger tip size has cut down on the treatment times without compromising efficacy.

“At first, I felt like the treatment should be taking longer, but with Thermage FLX it goes so quickly,” she began. “This is because I was used to the older system, where the tip was about the size of a postage stamp; now, it is about the size of a half dollar. It moves along quite quickly whether you are treating the face and neck, doing a stomach treatment, or addressing bony surfaces or the eyelids. This is just one of the core improvements to the system.”

Patient comfort levels are significantly better than any other skin tightening technology, noted Vic A. Narurkar M.D., F.A.A.D., a dermatologist and dermatologic surgeon in San Francisco, Calif.

“We don’t have to use any anesthesia with Thermage FLX. It is to the point where patients that have used other skin tightening devices and procedures to tighten the skin now only want to use Thermage.”

“We’ve come a long way from when a Thermage treatment was considered painful,” Dr. Chapas agreed.

“When applying the first version of Thermage, we used to give people narcotics. We would have to really be cheering people through the whole procedure,” she said. “The Thermage CPT version changed that and introduced better, safer treatment protocols. Patient discomfort is almost a non-issue with the new device.”

A significant highlight is the FLX’s patented AccuREP™ technology, which provides operators with per-pulse adjustments of RF delivery for enhanced treatment precision and predictability.

“AccuREP is truly groundbreaking technology,” Dr. Narurkar remarked. “It autosenses the temperature, so every pulse is an active pulse. In effect, you get real-time feedback from the skin to the device.”

In general, non-invasive skin tightening can be very unpredictable and results can vary, expressed Suzanne Kilmer, M.D., a dermatologist in Sacramento, Calif., and clinical professor at the University of California, Davis.

“With AccuREP, the treatment can be more uniform among patients and more effective for each body area, which is a step towards more predictable outcomes.”

“Thermage has always provided a very natural skin tightening effect, but with Thermage FLX, the predictability of results has really increased, and you also see more dramatic results no matter where you treat – face, head, neck, eyes or body,” said Dr. Narurkar.

As reported by Dr. Van Dyke, “Previously you would have to tune the device once, maybe on the forehead, but the impedance on the forehead may be nothing like the impedance on the cheek or some other area, and we would have to stop and recalibrate every time we went to a new area.”

With Thermage FLX’s real-time impedance measurement, “The treatment literally
“Outcomes seem to be better on the face, with more tightening for the average patient, and more patients are seeing very noticeable improvements.”
long-term results, and they still look good,” Dr. Narurkar continued. “There are a lot of RF devices out there and copycat systems that require multiple treatments. Thermage FLX requires just a single session.”

People see around 10% of the result right away, post-treatment, confirmed Dr. Chapas. “So, initially and right after the procedure patients comment on the encouraging results,” she noted. “The remaining 90% of the result will take approximately three to four months to be visible.”

Dr. Chapas said strong word-of-mouth keeps people coming in, too. “Patients are hearing about it from other patients and their friends.”

Dr. Kaminer’s patients have been extremely happy with Thermage procedures for many years. “Having said that, satisfaction has definitely increased with the FLX platform,” he stated.

“New patients are pleased that they achieved both tightening and prevention of skin laxity and other indications. Existing patients who’ve had Thermage with previous-generation technology often comment that they observed more tightening and saw results sooner with FLX, compared to prior treatments,” he explained.

Dr. Kilmer has had a similar experience, “Multiple patients who have been treated with both the old and new Thermage systems have said that with the FLX platform they see the effects sooner, and feel they see better results overall.”

Patient selection goes a long way towards achieving good outcomes, Dr. Kaminer added. “This is an essential element of patient satisfaction with Thermage FLX,” he emphasized.

“So, satisfaction exceeds 98% when patients are properly selected and educated as to the extent of improvement they might see, as well as the preventive benefit we routinely see when Thermage is performed every two years,” Dr. Kaminer added.

The news about Thermage FLX gets even better when it comes to return on investment (ROI), Dr. Narurkar claimed. “ROI is excellent. We are very busy with this device and do one or two cases per day, and I’m guesstimating 250 treatments so far in just one year,” he said.

Dr. Chapas put a fine point on the subject, stating, “Thermage FLX is one of those devices that literally anybody can benefit from, and we are reaching a wide range of people from their mid-30s to the early 60s,” she reported.

“The treatment is not just for someone that is concerned about their face and neck,” she continued. “We do a lot of eyelid and abdomen treatments, as well. Many of my consults are with people that have concerns about other body areas. We use it all over the body. The FLX system offers much faster procedures that we can offer to more patients.”

In Dr. Van Dyke’s practice, ROI has improved significantly due to the ability to treat larger areas quicker.

“My consumable cost is better and I’m treating a larger area faster. As a result, my time or my P.A.’s time is reduced. If the time spent on treatments is even 30% faster, then that is a real improvement.”

“As a physician, what you want first is a device that is safe,” Dr. Lupo underscored. “Second, the device needs to deliver an effective treatment; and third, you want a device that will give you decent ROI. That’s the order of importance for me, and I tell people that despite the advantageous ROI, the business of medicine foremost is to take good care of your patients.”

Thermage FLX is a great investment, echoed Dr. Kilmer.

“We do treatments regularly in our office,” she stated. “Patients will usually get treated annually, and sometimes twice
per year. The FLX procedure takes less time, and Solta has outstanding customer service. Whenever there is an issue with the device, they address it in a very timely manner. The company is on top of it, which makes it easy for us.”

Solta has a track record of good service and providing solid clinical research on their systems, which is valuable, noted Dr. Lupo.

“I like the research that is behind the Thermage FLX,” she opined. “The company is doing their due diligence. This is not always the case with device manufacturers. Some of them just do not put in the time to research and validate their devices. They kind of throw it in the practitioner’s hands, leaving it up to us to figure out how to use the devices, and sometimes there are no guidelines or guidance.”

In the RF-based skin tightening arena, Thermage is the gold standard, Dr. Lupo added.

“If you are going to do one treatment that is going to make a big difference, then you do Thermage. It is backed by a company that is principled and does business in a responsible way. I admire the company’s work ethic and have observed its integrity, in general, and the science being employed.”

Dr. Van Dyke acknowledged that with Thermage FLX, Solta has been proactive and responsive to the needs of physicians.

“I was part of the advisory board several years ago, when the company’s developers were conceptualizing what features or advancements would make the Thermage system even better,” she recalled.

“This was before Solta was acquired by Valeant Pharmaceuticals. However, even after the acquisition the company continued to absorb the recommendations of myself and others. And I’m pleased to report that they listened to some of the input that we gave them and have incorporated those features into the system in a really good way.

“Faster treatment time was important to us, and increased patient comfort was also essential,” Dr. Van Dyke continued. “For instance, the cryogen system that was added to the platform has been working very nicely and provides that increased comfort and speed. People wear down if they are under a treatment for 90 minutes. With Thermage FLX, you can do a whole face in less than an hour. I call that really responsive.”

“The system is better overall,” Dr. Kaminer concluded. “The handpiece now has a faster and better vibration for more comfort, and the precise energy delivery and tuning per pulse is huge.

“Plus, it is new technology, which our patients absolutely love,” he added. “For my staff and I, it is reliable with an easy-to-use interface that also offers comfortable ergonomics. Thermage FLX contains many important upgrades in the technology compared with prior generations.”
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Facial Plastic Surgeon, Santa Rosa Beach, FL

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Fractional Photothermolysis (FP) has been used to treat a number of indications, primarily skin resurfacing and scar treatments. Ablative lasers, such as carbon dioxide, are widely used in the medical aesthetic field, however, due to the longer downtime, higher risk of thermal injury and adverse effects associated with ablative lasers, non-ablative lasers are used as an alternative.

Lavieen, developed by Wontech (Daejeon, South Korea), is a unique thulium fractional laser system that is classified as a non-ablative modality. In my clinical experience, I have found Lavieen to be an effective and safe multipurpose laser for various indications of all skin types.

Due to the higher absorption coefficient to water than that of Er:Glass, the penetration depth of the 1927 nm is superficial to the epidermis.

In other words, thermal damage or downtime is much less than that of an Er:Glass laser. Furthermore, the target layer of Lavieen is in the stratum basale of the epidermis where melanin is present. Lavieen's fractionated laser beams act as a melanin shuttle in the heat of microscopic epidermal necrotic debris (MEND). Consequently, a single procedure can greatly improve pigmented lesions in the epidermal layer (i.e., lentigines, age spots), as well as skin tone.

To further clarify, Er:Glass targets the dermis to rejuvenate the skin via collagen remodeling. In comparison, Lavieen's 1927 nm wavelength targets the epidermis and/or stratum corneum, to improve rough skin and pigmented lesions, creating not only lighter and brighter skin, but also a glowing effect on the skin. This is why Lavieen is also widely known as the Blemish Balm (B.B.) laser, because results are similar to the effect of applying B.B. makeup cream.

**Customization**

Although the thulium laser is categorized as non-ablative, a prominent advantage of Lavieen is that the power and pulse duration can be individually adjusted to produce different degrees of skin ablation, from non-ablative to sub-ablative to ablative. With this feature, the physician can account for the characteristics of each lesion and utilize the appropriate degree of ablation to create more customized procedures and deliver satisfactory outcomes to the patient.

For instance, lower power and shorter pulse durations can create non-ablative effects that cause tissue denaturation without damaging the stratum corneum. The patient experiences mild erythema, edema and micro-crusting for approximately three days. This level of treatment is suitable for patients with sensitive skin and/or melasma, or someone who wants skin resurfacing with minimal downtime. Also, the ability to individually select power and pulse enables this mild treatment to be easily combined with other energy-based devices for synergistic outcomes.

Lavieen is shown to be highly effective in treating melasma that has not responded to other energy-based devices, as well as post-inflammatory hyperpigmentation (PIH). This occurs because Lavieen accelerates the turnover cycle of exfoliation, which ultimately speeds up the clearance of pigmentation.

A patient came to me with PIH on her mid-lower face. The PIH was causing her a great deal of stress and affecting her social life. We treated her with Lavieen monthly, and with Pico-toning intermittently. We were able to clear the PIH and improve the appearance of her skin tone and texture (Figure 1).

Sub-ablation can be achieved by adjusting to moderate power and pulse duration settings. With this level of treatment, the epidermis is partially damaged histologically, but the stratum corneum is preserved.

**FIGURE 1.** Post-inflammatory hyperpigmentation before and after five treatment sessions with Lavieen and Pico-toning. Photos courtesy of Sang Ju Lee, M.D.
Scar Treatment

I have also found that Lavieen can be as effective as CO₂ lasers in scar treatment when using higher power and a longer pulse width to produce fully ablative effects from the stratum corneum to the upper dermis. Higher power damages and removes skin tissues to stimulate growth of new tissue, and the longer pulse duration provides a photothermal effect that stimulates neocollagenesis and collagen remodeling. Although its effects are similar to CO₂ lasers, the Lavieen is much safer with minimal adverse effects. For these reasons, I sometimes use Lavieen as a method of scar prevention.

In addition, patients with scarred, especially scars with PIH, show a great improvement after treatment. I treated a surgical scar with Lavieen and Triamcinolone Acetonide injection, and the volume and color of the scar normalized, as shown in Figure 2.

Another remarkable advantage with Lavieen is that the laser beam shape and size can be modified in consideration of the size and location of the lesion. This allows the operator to conveniently perform more delicate treatments during the procedure. Specifically, the physician can use both a stamp technique, for localized lesions, such as pigmented lesions and scars, and a moving technique that shortens the procedure time for skin resurfacing on the face or body.

With other thulium fractional laser systems, the user cannot change the shape and size of the beam pattern freely, so there is limited efficiency in the localized treatment area. Moreover, Lavieen does not require consumables.

Laser-Assisted Drug Delivery

Another procedure that is regularly performed with Lavieen is laser-assisted drug delivery. Lavieen delivers fractionated laser beams to the skin, creating microscopic necrotic columns (MNCs). These columns enhance the permeability of cosmeceuticals into the skin, resulting in fast recovery and synergistic effects. The physician is able to use different brands of cosmeceuticals that contain good ingredients for skin regeneration and/or moisturization.

Lavijue, a cosmeceutical product designed for use with Lavieen, includes epidermal growth factors, fibroblast growth factors, Tranexamic acid, Polydeoxyribonucleotide, y-PGA (polyglutamic acid) and more. All of the ingredients in Lavijue are liposomized into nano-sized capsules to assist with absorption in the skin.

In summary, Lavieen is an outstanding fractional laser system that is effective and safe for a variety of skin indications and lesions. I strongly recommend it not only for the efficacy and safety, but also the convenience and capability.

“Lavieen is an outstanding fractional laser system that is effective and safe for a variety of skin indications and lesions. I strongly recommend it not only for the efficacy and safety, but also the convenience and capability.”

Sang Ju Lee, M.D.

Dr. Lee is a dermatologist and partner at Yonsei Star Skin & Laser Clinic in Korea. He serves as the general affairs director of the Association of Korean Dermatologists and a visiting professor at Yonsei University, College of Medicine. Dr. Lee was also a board member of the Korean Society for Dermatologic Laser Surgery, The Korean Society for Acne Research and Korean Society for Anti-Aging Dermatology.
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“Typically, we were using fully ablative resurfacing, fractional laser resurfacing, or non-ablative laser treatments, through any of the variety of wavelengths, for skin rejuvenation and scar revision, with methods evolving over the last 25 years,” said dermatologist and cosmetic laser surgeon Mark B. Taylor, M.D., founder and medical director of Gateway Aesthetic Institute and Laser Center (Salt Lake City, Utah).

“The difference in using a fractional handpiece with a high-powered picosecond laser is that while we can use lower fluences and create zones of laser-induced optical breakdown (LIOB), which picosecond lasers are most often associated with, you can also make very clean ablative holes at high a fluence,” he shared.

“This is akin to microneedling with a laser except the holes, once created, do not immediately close because tissue has been ablated,” Dr. Taylor continued.

Dr. Taylor says treatment has two main effects. “You get more vigorous collagen remodeling due to the effect of the laser on the skin and the ablation of tissue, plus you can use these holes to facilitate the introduction of cosmeceuticals, vitamins, growth factors and other therapeutic topical compounds, which may penetrate into the dermis,” he explained.

“It is a lower heat, higher energy, cleaner version of fractional ablative laser treatment, with additional benefits from whatever topicals you might use for a given indication to maximize the outcome,” Dr. Taylor added.

The lower heat and cleaner ablative columns speed healing and reduce pain and downtime when compared to ablative laser treatments.

“We also see more manageable comfort than what is associated with less invasive non-ablative treatments; these may penetrate deeply into the skin, but are very painful because of the heat,” Dr. Taylor expressed.

“We achieve equal or better outcomes using picosecond technology in this way,” he stated. “Although studies need to be done to more accurately demonstrate this comparison of efficacy, the difference in comfort, recovery and downtime are well-established.”

In Dr. Taylor’s experience there is a tremendous amount of flexibility with Discovery Pico. “Due to the high peak power, you can work effectively within a wide range of fluences and spot sizes, using lower fluence to create the traditional LIOB or turn up the fluence and drill clean, ablative holes.

“With higher fluence you tighten skin, revise scars and can improve wrinkles as well as the overall texture of the skin,” he continued. “Treatment improves local circulation and stimulates the healing response. You can treat more gently in multiple sessions, or you can be very aggressive, using five to ten passes, still seeing rapid healing and low downtime.”

Discovery Pico utilizes true 1064 nm and 532 nm wavelengths, along with a true ruby 694 nm laser for improved tattoo removal. The laser is deliverable in picosecond, Q-switched modes, as well as OptiPulse and Photo-Thermal modes enabling longer pulses for additional applications. Other device features include OptiBeam II technology to manage beam homogeneity.
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INDICATION
ALTRENO™ (tretinoin) lotion, 0.05% is indicated for the topical treatment of acne vulgaris in patients 9 years of age and older.

IMPORTANT SAFETY INFORMATION
ALTRENO is for topical use only. Not for ophthalmic, oral, or intravaginal use.

Skin Irritation: Patients using ALTRENO may experience application site dryness, pain, erythema, irritation, and exfoliation. Depending upon the severity of these adverse reactions, instruct patients to use a moisturizer, reduce the frequency of the application of ALTRENO, or discontinue use. Avoid application of ALTRENO to eczematosus or sunburned skin.

Ultraviolet Light and Environmental Exposure: Minimize unprotected exposure to ultraviolet light, including sunlight and sunlamps. Warn patients with frequent sun exposure and those with inherent sensitivity to sunlight to exercise caution. Use sunscreen and protective clothing over treated areas when exposure cannot be avoided.

Fish Allergies: ALTRENO contains soluble fish proteins. Use with caution in patients with known sensitivity or allergy to fish. Advise patients to contact their healthcare provider if they develop pruritus or urticaria.

Adverse Reactions: The most common adverse reactions in clinical trials were application site dryness (4%), pain (3%), erythema (2%), irritation (1%) and exfoliation (1%).

Nursing Women: It is not known whether topical administration of tretinoin could result in sufficient systemic absorption to produce detectable concentrations in human milk. The developmental health benefits of breastfeeding should be considered along with the mother’s clinical need for ALTRENO and any potential adverse effects on the breastfed child from ALTRENO.

To report SUSPECTED ADVERSE REACTIONS, contact Customer Service at 1-800-321-4576 or the FDA at 1-800-FDA-1088 or fda.gov/medwatch.

Please see Brief Summary of Prescribing Information on following pages.

BRIEF SUMMARY OF PRESCRIBING INFORMATION
This Brief Summary does not include all the information needed to use ALTRENO safely and effectively. See full prescribing information for ALTRENO.

ALTRENO™ (tretinoin) lotion, for topical use
Initial U.S. Approval: 1973

INDICATIONS AND USAGE
ALTRENO™ (tretinoin) lotion, 0.05% is indicated for the topical treatment of acne vulgaris in patients 9 years of age and older.

CONTRAINDICATIONS
None.

WARNINGS AND PRECAUTIONS
Skin Irritation
Patients using ALTRENO may experience application site dryness, pain, erythema, irritation, and exfoliation. Depending upon the severity of these adverse reactions, instruct patients to use a moisturizer, reduce the frequency of the application of ALTRENO, or discontinue use. Avoid application of ALTRENO to eczematous or sunburned skin.

Ultraviolet Light and Environmental Exposure
Minimize unprotected exposure to ultraviolet light including sunlight and sunlamps during the use of ALTRENO. Warn patients who normally experience high levels of sun exposure and those with inherent sensitivity to sun to exercise caution. Use sunscreen products and protective clothing over treated areas when sun exposure cannot be avoided.

Fish Allergies
ALTRENO contains soluble fish proteins. Use with caution in patients with known sensitivity or allergy to fish. Advise patients to contact their healthcare provider if they develop pruritus or urticaria.

ADVERSE REACTIONS
Clinical Trials Experience
Because clinical trials are conducted under widely varying conditions, adverse reaction rates observed in the clinical trials of a drug cannot be directly compared to rates in the clinical trials of another drug and may not reflect the rates observed in clinical practice.

In 2 randomized, double-blind, vehicle-controlled trials, subjects age 9 years and older applied ALTRENO or vehicle once daily for 12 weeks. The majority of subjects were White (74%) and female (55%). Approximately 47% were Hispanic/Latino and 45% were younger than 18 years of age. Adverse reactions reported by ≥1% of subjects treated with ALTRENO and more frequently than vehicle are summarized in Table 1.

Table 1: Adverse Reactions Reported by ≥1% of Subjects Treated with ALTRENO and More Frequent than Vehicle

<table>
<thead>
<tr>
<th>Adverse Reactions</th>
<th>ALTRENO N=767</th>
<th>Vehicle N=783</th>
</tr>
</thead>
<tbody>
<tr>
<td>Application site dryness</td>
<td>29 (4)</td>
<td>1 (&lt;1)</td>
</tr>
<tr>
<td>Application site pain</td>
<td>25 (3)</td>
<td>3 (&lt;1)</td>
</tr>
<tr>
<td>Application site erythema</td>
<td>12 (2)</td>
<td>1 (&lt;1)</td>
</tr>
<tr>
<td>Application site irritation</td>
<td>7 (1)</td>
<td>1 (&lt;1)</td>
</tr>
<tr>
<td>Application site exfoliation</td>
<td>6 (1)</td>
<td>3 (&lt;1)</td>
</tr>
</tbody>
</table>

Skin irritation was evaluated by active assessment of erythema, scaling, hypopigmentation, hyperpigmentation, itching, burning and stinging. The percentage of subjects who were assessed to have these signs and symptoms at any post baseline visit are summarized in Table 2.

Table 2: Application Site Tolerability Reactions at Any Post Baseline Visit

<table>
<thead>
<tr>
<th></th>
<th>ALTRENO N=760</th>
<th>Vehicle N=782</th>
</tr>
</thead>
<tbody>
<tr>
<td>Erythema</td>
<td>51%</td>
<td>44%</td>
</tr>
<tr>
<td>Scaling</td>
<td>49%</td>
<td>30%</td>
</tr>
<tr>
<td>Hypopigmentation</td>
<td>12%</td>
<td>10%</td>
</tr>
<tr>
<td>Hyperpigmentation</td>
<td>35%</td>
<td>35%</td>
</tr>
<tr>
<td>Itching</td>
<td>35%</td>
<td>28%</td>
</tr>
<tr>
<td>Burning</td>
<td>30%</td>
<td>14%</td>
</tr>
<tr>
<td>Stinging</td>
<td>21%</td>
<td>8%</td>
</tr>
</tbody>
</table>

USE IN SPECIFIC POPULATIONS
Pregnancy
Risk Summary
Available data from published observational studies of topical tretinoin in pregnant women have not established a drug-associated risk of major birth defects, miscarriage, or adverse maternal or fetal outcomes. There are no data on ALTRENO use in pregnant women. The systemic levels following topical administration are lower than with administration of oral tretinoin; however, absorption of this product may result in fetal exposure. There are reports of major birth defects similar to those seen in infants exposed to oral retinoids, but these case reports do not establish a pattern or association with tretinoin-related embryopathy (see Data).

Animal reproduction studies have not been conducted with ALTRENO. Topical administration of tretinoin in a different formulation to pregnant rats during organogenesis was associated with malformations (craniofacial abnormalities [hydrocephaly], asymmetrical thyroid, variations in ossification, and increased supernumerary ribs) at doses up to 0.5 mg tretinoin/kg/day, approximately 2 times the maximum recommended human dose (MRHD) based on body surface area (BSA) comparison and assuming 100% absorption. Oral administration of tretinoin to pregnant cynomolgus monkeys during organogenesis was associated with malformations at 10 mg/kg/day (approximately 100 times the MRHD based on BSA comparison and assuming 100% absorption) (see Data).

The estimated background risk of major birth defects and miscarriage for the indicated population is unknown. All pregnancies have a background risk of major birth defects, loss, and other adverse outcomes. The background risk in the U.S. general population of major birth defects is 2 to 4% and of miscarriage is 15 to 20% of clinically recognized pregnancies.

Data

Human Data

While available studies cannot definitively establish the absence of risk, published data from multiple prospective controlled observational
studies on the use of topical tretinoin products during pregnancy have not identified an association with topical tretinoin and major birth defects or miscarriage. The available studies have methodologic limitations, including small sample size and in some cases, lack of physical exam by an expert in birth defects. There are published case reports of infants exposed to topical tretinoin during the first trimester that describe major birth defects similar to those seen in infants exposed to oral retinoids; however, no pattern of malformations has been identified and no causal association has been established in these cases. The significance of these spontaneous reports in terms of risk to the fetus is not known.

**Animal Data**

Tretinoin in a 0.05% gel formulation was topically administered to pregnant rats during organogenesis at doses of 0.1, 0.3 and 1 g/kg/day (0.05, 0.15, 0.5 mg tretinoin/kg/day). Possible tretinoin malformations (craniofacial abnormalities [hydrocephaly], asymmetrical thyroids, variations in ossification, and increased supernumerary ribs) were observed at maternal doses of 0.5 mg tretinoin/kg/day (approximately 2 times the MRHD based on BSA comparison and assuming 100% absorption). These findings were not observed in control animals. Other maternal and reproductive parameters in tretinoin-treated animals were not different from control. For purposes of comparison of the animal exposure to human exposure, the MRHD is defined as 4 g of ALTRENO applied daily to a 60-kg person.

Other topical tretinoin embryofetal development studies have generated equivocal results. There is evidence for malformations (shortened or kinked tail) after topical administration of tretinoin to pregnant Wistar rats during organogenesis at doses greater than 1 mg/kg/day (approximately 5 times the MRHD based on BSA comparison and assuming 100% absorption). Anomalies (humerus: short 13%, bent 6%, os parietal incompletely ossified 14%) have also been reported when 10 mg/kg/day (approximately 50 times the MRHD based on BSA comparison and assuming 100% absorption) was topically applied to pregnant rats during organogenesis. Supernumerary ribs have been a consistent finding in rat fetuses when pregnant rats were treated topically or orally with retinoids.

Oral administration of tretinoin during organogenesis has been shown to induce malformations in rats, mice, rabbits, hamsters, and nonhuman primates. Fetal malformations were observed when tretinoin was orally administered to pregnant Wistar rats during organogenesis at doses greater than 1 mg/kg/day (approximately 5 times the MRHD based on BSA comparison). In the cynomolgus monkey, fetal malformations were reported when an oral dose of 1 mg/kg/day was administered to pregnant monkeys during organogenesis (approximately 100 times the MRHD based on BSA comparison). No fetal malformations were observed at an oral dose of 5 mg/kg/day (approximately 50 times the MRHD based on BSA comparison). Increased skeletal variations were observed at all doses in this study and dose-related increases in embryo lethality and abortion were reported in this study. Similar results have also been reported in pigtail macaques.

Oral tretinoin has been shown to be fetotoxic in rats when administered at doses 10 times the MRHD based on BSA comparison. Topical tretinoin has been shown to be fetotoxic in rabbits when administered at doses 4 times the MRHD based on BSA comparison.

**Risk Summary**

There are no data on the presence of tretinoin or its metabolites in human milk, the effects on the breastfed infant, or the effects on milk production. It is not known whether topical administration of tretinoin could result in sufficient systemic absorption to produce detectable concentrations in human milk. The developmental and health benefits of breastfeeding should be considered along with the mother’s clinical need for ALTRENO and any potential adverse effects on the breastfed child from ALTRENO.

**Pediatric Use**

Safety and effectiveness of ALTRENO for the topical treatment of acne vulgaris have been established in pediatric patients age 9 years to less than 17 years based on evidence from two multicenter, randomized, double-blind, parallel-group, vehicle-controlled, 12-week trials and an open-label pharmacokinetic study. A total of 318 pediatric subjects aged 9 to less than 17 years received ALTRENO in the clinical studies [see Clinical Pharmacology and Clinical Studies in full Prescribing Information]. The safety and effectiveness of ALTRENO in pediatric patients below the age of 9 years have not been established.

**Geriatric Use**

Clinical trials of ALTRENO did not include any subjects age 65 years and older to determine whether they respond differently from younger subjects.

**NONCLINICAL TOXICOLOGY**

**Carcinogenesis, Mutagenesis, Impairment of Fertility**

A 2-year dermal mouse carcinogenicity study was conducted with topical administration of 0.006%, 0.025% and 0.05% of a tretinoin gel formulation. Although no drug-related tumors were observed in surviving animals, the irritating nature of the drug product precluded daily dosing, confounding data interpretation and reducing the biological significance of these results.

Studies in hairless albino mice with a different formulation suggest that concurrent exposure to tretinoin may enhance the tumorigenic potential of carcinogenic doses of UVB and UVA light from a solar simulator. This effect was confirmed in a later study in pigmented mice, and dark pigmentation did not overcome the enhancement of photocarcinogenesis by 0.05% tretinoin. Although the significance of these studies to humans is not clear, patients should minimize exposure to sunlight or artificial ultraviolet irradiation sources.

The genotoxic potential of tretinoin was evaluated in an in vitro bacterial reversion test, an in vitro chromosomal aberration assay in human lymphocytes and an in vivo rat micronucleus assay. All tests were negative.

In dermal fertility studies of another tretinoin formulation in rats, slight (not statistically significant) decreases in sperm count and motility were seen at 0.5 mg/kg/day (approximately 2 times the MRHD based on BSA comparison and assuming 100% absorption), and slight (not statistically significant) increases in the number and percent of nonviable embryos in females treated with 0.25 mg/kg/day and above (approximately the MRHD based on BSA comparison and assuming 100% absorption) were observed.

**PATIENT COUNSELING INFORMATION**

Advise the patient to read the FDA-approved patient labeling (Patient Information).
Few cosmeceuticals have impacted the aesthetic market like DefenAge® from Progenitor Biologics, LLC (Carlsbad, Calif.). This home-use topical is not only packed with compounds known to be beneficial to skin, it is free of compounds that, while appearing in many skincare formulations, are actually believed to be deleterious. Scientifically-proven Age-Repair Defensins® are the unique key active and basis for the ultimate success of this product.

The DefenAge regimen includes three-products (termed the Clinical Power Trio), which starts with 8-in-1 BioSerum and 24/7 Barrier Balance Cream for twice daily use, and 2-minute Reveal Masque for use once or twice a week. In addition to the variety of vitamins, antioxidants and other compounds which protect, nourish and moisturize the skin, the Age-Repair Defensins in the formulation have been scientifically demonstrated1 to activate LGR6+ master stem cells. These master stem cells are the antecedent for all skin cell lines and key actors in wound healing, which lie dormant.

“It is unique in that it helps clear away old, dead skin cells to make way for fresh, new, healthy skin cells,” Dr. Taub expressed. “Age-Repair Defensins stimulate inherent stem cells as part of the natural process of cell turnover.

“The critical difference with Age-Repair Defensins is that instead of simply stimulating processes in existing skin cells – which are older and already damaged, and thus not as effective at making skin look fresh – they work on progenitor cells that are just waiting to be activated,” Dr. Taub continued.

As many physicians are discovering, there is virtually no aesthetic treatment that can’t be theoretically enhanced in some way by DefenAge.

“We can use DefenAge with pretty much all of the treatments we provide, and often we have patients start using DefenAge two to four weeks before the first session of an in-office procedure, because improving skin quality improves the ability of the skin to respond to treatment, so we see better results whether we’re using lasers, skin tightening, microneedling or anything else. After treatment, DefenAge can maximize healing and recovery, as well as help maintain the results.”

A new addition to the product line is 1-step Multi-Cleanse, the first cleanser in the DefenAge family, featuring natural prebiotics to stabilize skin ecology. It is designed not only to hydrate the skin as it washes away dirt, oils and makeup, but to also complement the Clinical Power Trio by further stimulating the body’s naturally-present Defensins.

Reference:

“DefenAge has been very successful in my practice,” said Amy Forman Taub, M.D., a dermatologist and founder of Advanced Dermatology and Skinfs (Lincolnshire, Ill. and Glencoe, Ill., respectively). Dr. Taub is also a researcher and lead author on a landmark double-blind, multicenter DefenAge study1 investigating the mechanism of action of Age-Repair Defensins.

“The way it works has been proven in rigorous scientific study, and there’s really no group that I can think of that couldn’t use DefenAge, or wouldn’t benefit from its nourishing and refreshing qualities,” she continued. “Who doesn’t want fresher, healthier, younger looking skin?”

“The critical difference with Age-Repair Defensins is that instead of simply stimulating processes in existing skin cells – which are older and already damaged, and thus not as effective at making skin look fresh – they work on progenitor cells that are just waiting to be activated.”
Read the winner study:

A. Taub, V. Bucay, G. Keller, et al.

*Journal of Drugs in Dermatology*
April 2018, 17(4):426-441

"The results show that the defensin-containing trio of products offer most of the advantages of time-honored retinols as well as newer but widely used growth-factor containing cosmeceuticals, without irritation or inflammation, sun-sensitivity, or concerns about neoplasia of the treated skin."

http://jddonline.com/articles/dermatology/S1545961618P0426X
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“In terms of ROI at my practice, we’ve never had a device launch this successfully. After only a couple of months of treatments, we are well on our way to recouping our investment.”
- Dr. Emil Tanghetti, Sacramento, CA

“In our first six months of owning our Vivace, we performed 248 treatments.”
- Dr. Jordana Herschthal, Boca Raton, FL

“It’s been going really, really well with The Vivace. I’ve been getting text messages from my patients the next day wanting me to see how their skin looks. This is so amazing!”
- Dr. Sheila Nazarian, Beverly Hills, CA

“Our patients have found the downtime to be minimal, if any. Our satisfaction rates are as high as any new device that I’ve ever seen. So far it’s a homerun.”
- Dr. Marc Salzman, Louisville, KY

It's the newest generation of radio frequency microneedling and The Vivace™ is FDA-cleared for your safety. This minimally invasive treatment stimulates the natural production of collagen and is shown to be effective in alleviating facial wrinkles, fine lines, and tightening and toning the face, neck, hands, and body. The Vivace Experience™ is designed for an incomparable, comfortable experience.

To schedule a demonstration for RF Microneedling with The Vivace™, please contact us at 1-800-726-5029 or visit us online www.aestheticsbiomed.com

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Arguably the fastest growing segment in the healthcare field, today’s medical aesthetic industry is chiefly driven by the increased acceptance of cosmetic surgery among all demographics, and the introduction of safer, more effective non-invasive treatments. Specifically, the field has seen a rising adoption of procedures among men, as well as millennials and younger generations thanks in part to the Internet, television and social media influencers.
Those entering today’s marketplace are explicitly looking for non-surgical solutions first. “Consumers are very interested in non-invasive procedures,” stated Alisa Lask, general manager & vice president U.S. Aesthetic at Nestle Skin Health (Fort Worth, Texas). “It is a big deal, meaning that there are tens of millions of consumers out there that are really interested in aesthetics. Everything is showing great growth ahead.”

According to Clint Carnell, CEO of The HydraFacial Co. (Long Beach, Calif.), “One important development is that consumers are making aesthetics part of their overall lifestyle, and they demand convenience. They understand now that no single kind of treatment fits all, and they’re intent on making cosmetic treatments part of their anti-aging regimen.”

Attitudes are changing as more people seek preventive aesthetic procedures at earlier ages, noted Joel Schlessinger, M.D., a cosmetic dermatologist in Omaha, Neb., and owner of one of the largest online skincare stores in the world.

“The concept of ‘pre-juvenation’ is absolutely catching on with a lot of consumers,” he said. “Physicians can do so much more for patients when we catch them early in life and not only get them on a path that is more effective, but also educate them on the proper method of prevention and the importance of it. In that way, they are oriented towards their skin and health earlier in life rather than later.”

Among all age groups, neurotoxins and dermal fillers remain the most popular gateway treatments, with the facial aesthetic products segment retaining the largest share of the market in 2018.

“We’re expecting the market to double by 2025. In the United States, the market penetration rate is around 6%,” Ms. Lask reported.

Rand Rusher, R.N., one of the most sought-after injection consultants and trainers in the United States (Beverly Hills, Calif.), elaborated on this point.

“BOTOX brings in both men and women, but consider how low this current market penetration rate is; there are 15 million people worldwide that have had neurotoxin treatments, and 27 million people are thinking about doing it right now. The business is growing, but growth could be faster.”

New neurotoxins from Revance Therapeutics (Newark, Calif.) and Evolus (Irvine, Calif.) are expected to hit the market beginning in 2019, offering people more choices for short- or long-term wrinkle reduction.

In addition, FDA approvals for new fillers are expected over the next year or so, stated Thomas A. Albright, president and CEO of Recros Medica, Inc. (San Diego, Calif.).

“Almost every filler that is being developed right now comes from the same basic chemical entities, which are mostly based on hyaluronic acid (HA),” he said. “While the majority of the marketplace is dominated by HA fillers, we welcome the development of other mechanisms for filling.”

One such alternative to HA-based fillers is the longer-lasting Bellafill® from Suneva Medical, Inc. (Santa Barbara, Calif.), which consists of 80% bovine collagen gel and 20% polymethylmethacrylate (PMMA) microspheres, forming a matrix that supports the production of endogenous collagen over time.
9 IN 10 FILLER PATIENTS ARE INTERESTED IN A 5 YEAR FILLER THAT IS FDA APPROVED

In fact, more than 80% of filler patients would switch providers if they offered a 5 year filler. And 9 out of 10 would continue going to their provider for other services, with skin rejuvenation topping the list.

Other cosmetic treatments likely to have done
Among those likely to continue for other types of procedures not currently done

<table>
<thead>
<tr>
<th>Treatment</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Skin rejuvenation</td>
<td>48%</td>
</tr>
<tr>
<td>Lasers</td>
<td>37%</td>
</tr>
<tr>
<td>Laser hair removal</td>
<td>37%</td>
</tr>
<tr>
<td>Filler for more areas on the face</td>
<td>36%</td>
</tr>
<tr>
<td>Body contouring</td>
<td>36%</td>
</tr>
<tr>
<td>Neurotoxin injections (e.g., Botox, Dysport, etc.)</td>
<td>24%</td>
</tr>
<tr>
<td>Aesthetic surgery</td>
<td>26%</td>
</tr>
<tr>
<td>Other skin treatments</td>
<td>22%</td>
</tr>
<tr>
<td>Other body treatments</td>
<td>11%</td>
</tr>
<tr>
<td>None</td>
<td>5%</td>
</tr>
<tr>
<td>Not sure</td>
<td>6%</td>
</tr>
</tbody>
</table>

Isn’t it time to offer your filler patients what they really want?

Contact us today (844) BELLAFFIL or info@SUNEVAMEDICAL.COM

IMPORTANT SAFETY INFORMATION
Bellevue® is indicated for the correction of facial wrinkles and nasolabial folds in adults. Patients who have a history of eczema, family history of eczema, or systemic reactions to bovine collagen, are at a higher risk of developing complications after treatment with Bellafill®. If you are pregnant or nursing, please consult your healthcare provider before receiving Bellafill®. It is not known whether Bellafill® is excreted in human milk. The patient information leaflet and appropriately trained healthcare professionals should be responsible for ensuring that all patients receive appropriate warnings and instructions for use. For patients under 21, there is no data about the treatment. For more information, please refer to the Patient Information Leaflet. For more safety information, please consult your physician and the patient labeling that can be found by visiting our website www.bellafill.com.

RECOMMENDATIONS
1. The study was conducted online by The Harris Poll on behalf of Sunneva Medical and Share & Sustain in the United States between February 26 and March 14, 2018 among 1,003 U.S. adults ages 35-65 who have had dermal fillers in the past. Data were weighted where necessary to bring them into line with their actual proportions in the population.

Also, in the facial rejuvenation realm, thread-lifting procedures have undergone a recent resurgence in popularity, with a handful of new and improved products that fall into one of two categories: Free-standing, barbed threads that do not need to be suspended in order to hold the lift; and, smooth or suspension threads that need to be anchored to a stable structure of the face or scalp.

Thread-lifting techniques are best when combined with fillers, in which the patient receives the immediate result of filler injections and weeks later sees the ultimate result of the threads, which have created collagen deep in the dermis to achieve the desired face lifting effect.

Another emergent market segment in aesthetics is the integration of regenerative medicine, which incorporates a host of cell-based therapies – stem cells, biologic products and platelet-rich plasma (PRP) – with more traditional surgical and non-surgical procedures.

In particular, the use of PRP and stem cells has caught on in hair restoration procedures, as well as in fat transfer and other anti-aging regimens, noted Nikolay Turovets, Ph.D., CEO and chief scientific officer of DefenAge® Skincare (Carlsbad, Calif.).

“Regenerative medicine addresses a variety of age-related health conditions that previously had no treatments or had very poor and/or insufficient solutions. There is no doubt that regenerative medicine is penetrating the aesthetic market,” Dr. Turovets underscored.

Mr. Albright concurred, “PRP and other new techniques are infiltrating popular hair-related treatments, and demand is up in that segment.”

Skincare product formulations are increasingly employing regenerative-type ingredients, Mr. Albright added.

“It is still a growing and evolving space. Some of the newest topicals include growth factors, plant-based stem cells and other cell-based solutions that may play a big part in physician-dispensed skincare,” he said.

Although these new therapies show promise, “Stem cells and PRP are messy areas,” said Mr. Carnell. “The jury is out on the mix of aesthetics and regenerative medicine, but a lot of companies are watching this space.”

Increasingly, PRP is being used in combination with microneedling, another in-demand treatment, in order to drive HA fillers and other formulations into the dermis.

“As for microneedling and transdermal systems, these are emerging,” Mr. Albright commented. “Whether it integrates radiofrequency (RF)-based energy, is automated or the manual roller type, many practices report that their staff loves to do microneedling. I expect we will see improvements in these types of delivery technologies. A better way to deliver products transdermally is definitely not too far off.”

“Microneedling is absolutely an exciting new area,” Dr. Schlessinger maintained. “The application of RF-based microneedling, along with other modalities, is already being used to improve treatment results. The question of whether or not PRP is going to become mainstream is unresolved, but every indication is that it will, over time.”
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Due to this demand, microneedling devices are definitely growing more sophisticated. A recent example, SkinPen® from Bellus Medical (Dallas, Texas), holds the unique distinction of being FDA-cleared and is clinically proven to improve the appearance of facial acne scars.

Other variations on microneedling technology are common. For instance, Collagen P.I.N. from Induction Therapies (Louisville, Ky.), is an advanced, automated percutaneous induction needling device for collagen and elastin regeneration. Safe and effective for all skin types, it targets photo-aging, acne, scarring and more.

Microneedling systems are not limited to handheld pens. The Vivace from Aesthetics Biomedical (Phoenix, Ariz.) is a big box RF-based platform that addresses facial wrinkles and fine lines, and also performs contouring and tightening of the face, neck, hands and body by stimulating the production of collagen.

Mr. Carnell pointed out that, for practices, the latest approaches to energy-based fat reduction and skin tightening are more likely to offer some of the biggest opportunities. “We are still seeing a huge interest in body shaping.”

In response to that interest level, more manufacturers have developed multi-functional, energy-based aesthetic platforms that offer a wide array of treatments.

InMode Aesthetic Solutions’ BodyFX™ body contouring procedure delivers a minimally invasive, RF-based lipolysis procedure that reportedly bridges the treatment gap between non-invasive and surgical outcomes. In addition, the firm’s EmbraceRF™ system addresses subdermal adipose tissue remodeling, targeting skin laxity via sub-dermal RF and underlying fat coagulation.

Another body shaping treatment, TightSculpting™ from Fotona (Dallas, Texas), is a fast, safe and effective non-invasive alternative to laser lipolysis with no consumables or patient downtime.

While most energy-based body shaping products specialize in remodeling and recontouring the dermis and underlying structures, a new system, Emsculpt™ from BTL Aesthetics (Marlborough, Mass.), uses high-intensity, focused electromagnetic energy (HIFEM) to tone muscle in the abdomen and buttocks, building new muscle mass (increased tone and muscle definition), in addition to performing fat reduction via lipolysis. This pain-free procedure is unique in the industry.

“Emsculpt is a paradigm shift in reducing fat and building up muscle,” said Mr. Rusher. “And unlike some products that are pushed out into the market without much documentation, Emsculpt was introduced with several clinical studies and scientific data backing up the technology.”

Upgrades to existing energy-based platforms and the introduction of new devices for other aesthetic treatments abound, as well.

For instance, the recently released Triton™ workstation from InMode Aesthetic Solutions (Lake Forest, Calif.) offers hair removal procedures via concurrent emissions of Alexandrite, diode and Nd:YAG wavelengths. This distinctive combination allows practitioners to address all skin types and tones with a single device platform.

Then there is the new ARVATI™ system from Thermi, an Almirall company (Dallas, Texas). This device improves upon Thermi’s RF technology with
BUY ONE PICK ONE BLOWOUT

Purchase a SkinPen® at regular price or a SkinPen Starter Package at the regular bundled price and choose one of these options:

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Non-surgical feminine rejuvenation procedures, such as those performed using ThermiVa, are one of the fastest growing in-office therapies. However, there has been very little in the way of studies or trials that validate their safety and efficacy.

In addition, some of the manufacturers have made unsubstantiated marketing claims about their products. As a result, in July 2018, the FDA issued warnings to several companies demanding they prove that their therapies actually work.

“The feminine rejuvenation market is large, there are 36 manufacturers out there with no clinical data,” Mr. Carnell pointed out.

“Safety has to be paramount in this particular space. This has not been suitably achieved yet; however, I think this will change now that the FDA has stepped in and mandated clinical testing. We’ll see how that market continues to run now that it is receiving a heightened sense of regulatory scrutiny.”

Along with the intensified demand for feminine rejuvenation procedures, so-called male sexual rejuvenation is now trending, as well. “Following this trend of female rejuvenation, men are finally realizing there are new methods for thickening, lengthening and making their genitalia more attractive,” said Mr. Albright.

“Most of those treatments are experimental at this point, and we can only surmise what direction it will head in the future,” he continued. “Baby Boomers will likely take advantage of this development, and I expect there will be a lot of innovations that will attract all generations of men.”

As noted in years past, the industry has been seeing an increasing number of men seeking aesthetic procedures, with some clinics and medspas claiming that over 30% of their clientele is male.

In the facial injectables segment, for instance, “There has been a 50% increase in neurotoxin injections among men and a 40% increase in minimally invasive procedures,” noted Ms. Lask. “The growth potential in the male segment is significant.”

As treatment protocols continue to diverge among men and women, young and old, the generational nature of aesthetic treatments has become more obvious.

While the larger patient demographic continues a natural shift towards millennials and younger generations, the older groups, such as Gen-X and Baby Boomers, continue to grow but at a slower rate. In fact, recent studies revealed adults under 45 are nearly twice as likely to consider aesthetic procedures compared with those over 45.

“We are starting to see patients in the 25- to 45-year-old age range spending a lot more money than they used to, and they are much more comfortable coming into an aesthetic practice compared with the traditional demographic, which is in the 45- to 65-year-old range,” stated Edward M. Zimmerman, M.D., a cosmetic surgeon in Las Vegas, Nev.
Morpheus8 is a new and revolutionary sub-dermal adipose tissue remodeling treatment that lets you discover new depths.

It is the first and only full-body fractional technology to morph the aging face and contour the body. The triple action of fat coagulation, connective tissue contraction and bulk heating provides practices with a "minimal-downtime-maximum-results" oriented procedure.
Additionally, younger patients entering this market have different expectations compared with, say, Baby Boomers.

For Lori Robertson, R.N., M.S.N., F.N.P.-C., owner and clinical director of Skin Perfect Medical in Brea, Calif., her experience has shown that the 20- and 30-year-olds, even the millennials, know exactly what they want.

“They research online, talk with their peers on social media, and then walk into your office knowing you and your practice in advance, as well as the kinds of services you offer,” she shared. “This is a fresh development that is really changing the face of aesthetics. They trust you right off the bat without even meeting you, as opposed to a 50-year-old patient that isn’t into social media and who requires a traditional consult to explain things.”

Another facet of medical aesthetics in transformation relates to patient care in general, which is becoming more holistic in nature. “We need to appraise the patient as a whole unit,” expressed Dr. Zimmerman.

“We are physicians trained in facial plastic surgery or dermatology or other specialties, where traditionally we have not evaluated the whole person, but rather just the face, the breast, the buttocks, etc., as standalone parts. Instead, we need to start looking at the human being in total,” he explained.

“It is not just about wrinkles, facial fillers and body parts,” Dr. Zimmerman continued. “We need to consider what is going on below the belt, body composition, etc. Lately, we’re hearing more and more about optimizing hormones for older patients, so that they can have a better response to the procedures that we are giving, as well as increased longevity.”

Cutting edge diagnostic imaging can go a long way in helping practitioners identify patients’ therapeutic needs.

For instance, the Mediscope Bodystation from FotoFinder Systems, Inc. (Columbia, Md.) is an advanced solution for consistent photo documentation of virtually any aesthetic, medical or surgical procedure. The system’s Laser Liner controls offer consistent patient positioning at baseline and follow-ups; and, the unit’s Proposer feature enhances consultations with procedure protocol and skincare product recommendations.

With new technologies, holistic approaches, a reliable stream of new patients in the millennial and younger demographics, and growing acceptance of aesthetic procedures, “Most practices are doing well,” noted Mr. Carnell.

“There is a lot of expansion going on with physicians and corporate channels. The consumer is dictating where and how they want to get treatments done, and the providers are adapting to this new reality. It is very healthy for the industry.”

In Mr. Albright’s opinion, “It is a happy marketplace. If you do a really good job with your patients, then they tend to stay with you for a long time. And there is not a lot of governmental or regulatory scrutiny if you do things well.

“For all the above reasons and more, aesthetics is a very good field in which to run a medical business.”
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With Adaptive Structured Pulse (ASP) and Variable Square Pulse (VSP) technologies to allow modulation of both nanosecond and picosecond laser pulses with novel plasticity, the device extends both ends of the spectrum of what can be done with lasers, with an endless variety of future possibilities.

“The StarWalker platform is a unique innovation in laser technology,” said dermatologist and cosmetic laser surgeon Mark B. Taylor, M.D., founder and medical director of Gateway Aesthetic Institute and Laser Center (Salt Lake City, Utah). “You can combine nano- and picosecond pulses for a best-of-both-worlds scenario.”

StarWalker users can choose from among the 1064 nm Nd:YAG, 532 nm KTP, 585 nm dye converter and 650 nm dye converter laser wavelengths. In addition, there are 14 delivery modes including FRAC3, MaQX, VERDE and VERSA3 to treat aging skin via removal of vascular and pigmented lesions, scars and tattoos, along with laser hair removal, among others.

A broad range of full beam and fractional handpieces allows further treatment customization. For tattoos and scarring, FracTAT is the way to go.

“FracTAT starts with the 1064 nm Nd:YAG laser delivered with powerful energy bursts, which in low fluence are great for non-ablative rejuvenation, but in high fluence produces the signature photomechanical effect of the picosecond laser to stimulate rejuvenation without thermal injury,” Dr. Taylor stated. “These ablative columnar openings are exceptionally ‘clean,’ and are even ideal for facilitating the delivery of topicals or platelet-rich plasma.”

Dr. Taylor combines FracTAT with full beam treatment and the spectrum of available wavelengths to treat any tattoo. “Having the ability to tackle the full range of tattoo pigment is great, to be sure, but the picosecond power of FracTAT is excellent for addressing deeply-implanted ink, which is otherwise resistant. If I use FracTAT first, then hit the area with full beam treatment, we can achieve outcomes previously unheard of with other tattoo removal technologies,” he shared.

According to Dr. Taylor, when FracTAT and full beam are used together, there is a significant decrease in the number of treatments necessary to achieve the final result for most tattoos. “Sometimes people’s patience wanes over the course of the six to ten sessions required to remove most tattoos. Clearance is substantially accelerated with FracTAT and full beam combined.”

There are a few different mechanisms in play when using StarWalker’s FracTAT and full beam treatment to revise acne or any other type of scarring, explained Dr. Taylor.

“We improve circulation and aerate the scar, which we’ve been doing with ablative lasers for quite a few years. The clean, low-heat ablation means less pain and irritation, less post-inflammatory erythema, and a substantially improved recovery experience,” Dr. Taylor indicated. “There is some bleeding, but it stops in minutes and resolves quickly. This a relatively comfortable treatment that is safe and effective for virtually any body location or skin type.”

“Having the ability to tackle the full range of tattoo pigment is great, to be sure, but the picosecond power of FracTAT is excellent for addressing deeply-implanted ink, which is otherwise resistant.”
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Now classified as a Class II medical device, the FDA-cleared Transderm Ionto DEP system from Mattioli Engineering Corp. (Arlington, Va.), facilitates the delivery of topically applied compounds without causing injury or otherwise compromising the dermal barrier.

This enables a diverse range of uses in stand-alone therapies, or as an adjunct to other treatments to enhance healing, recovery and outcomes. Furthermore, the simplicity and safety of Transderm DEP make it ideal for delegation to ancillary staff, freeing the physician to focus on more challenging or profitable activities.

DEP stands for DermoElectroPoration, a controlled electric current enhancing skin permeability for safe and speedy penetration of topicals. Even molecules that are too large to penetrate the skin barrier by themselves can be implanted.

Transderm DEP users can count on homogeneous delivery of product, with real-time dispensation control and feedback via skin impedance measurement. The system can efficiently deliver 15 cc of product within 15 minutes and use of carrying gel or pre-charging of compound is unnecessary because it does not electrolytically modify product pH.

William M. Lee, M.D., of The Lee Clinic (Winchester, Va.) is dedicated to restorative medicine with organic solutions, and Transderm DEP is a growing part of his practice. “As part of our philosophy of care we provide therapies using non-invasive delivery of products with this device,” he said.

Dr. Lee has two burgeoning programs, Baby Cheeks (Transderm DEP-applied restorative face and décolleté formulation) and SCULPT (mild body shaping with compounds introduced via Transderm DEP), which serve as regular treatments for patients to enjoy on a restorative, then maintenance, basis.

“These are designed to provide patients with nice mild results in a comfortable setting, without requiring direct physician intervention each time they come in for a session,” he explained. “Transderm DEP is so safe and easy that there’s no concern about ancillary staff performing treatment. Meanwhile, I have a growing profit center to help keep my practice going.”

For Diana Seo, owner and founder of The Collagen Bar, an aesthetic medspa in Manhattan, N.Y. and Greenwich, Conn., featuring FDA-approved non-invasive aesthetic technologies, Transderm DEP is a mainstay.

“It does such a great job of infusing without damaging skin that I can use it on anybody. When doing facial infusions, patients are absolutely glowing immediately after treatment, which is why it is so popular with them. I also use it in conjunction with other therapies such as radiofrequency, after microdermabrasion, or any therapy where the skin is erythematous and may benefit from infusions that will improve recovery.”

Ms. Seo explains to patients that they will feel a tingle with some twitching of underlying musculature, which may be strange at first.

“Most patients have no trouble tolerating this. In some patients or sensitive body areas, such as the jawline, they may feel a tickle,” she elaborated. “If for any reason patients are uncomfortable, we can turn down the current slightly. It is very important to keep the treatment wand moving. After treatment, patients feel almost as if their face has had a workout.”
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Procedures pictures and patient testimonials are usually the first encounters a consumer will have with your aesthetic practice, thus creation of a high-quality before-and-after (B&A) photo gallery is an integral part of self-promotion and critical to your success. As such, it is imperative that anyone in your practice who is responsible for taking B&A photos and/or producing videos, learn the best approaches to creating effective content. This is the second of a three-part series on the significance of photo galleries, covering best practices for capturing consistent and compelling before-and-after clinical images.

A casual look at different galleries will often reveal a common problem, noted Terri Ross, an aesthetic medicine and plastic surgery consultant in Los Angeles, Calif. “Inconsistencies between the before photo and the after photo are usually based on a lack of standardization in lighting and patient positioning. Or, the practice may not have a dedicated room, so staff members are using different rooms, which also creates inconsistencies, particularly with the lighting. Standardization is key here,” she said.

When it comes to creating video content, a lack of planning and poor camerawork is evident in a lot of practices’ videos, said Dana R. Fox, CEO of Strategic Edge Partners in Seattle, Wash. “Many are amateur videos that may be fine for a blog post or something of that nature, but you want everything on your practice’s main website to represent you in the most professional way.”

By Jeffrey Frentzen, Executive Editor
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It is fairly easy to make good quality B&As and videos these days, noted Joseph Niamtu III, D.M.D., a cosmetic surgeon in Norfolk, Va.

“One does not need to have an expensive camera to achieve high-quality clinical photos. Actually, most contemporary phones take quite good pictures. You must learn about the methods or techniques to achieve standardization in terms of technical issues, such as lighting, background and patient poses, as well as making sure patients aren’t wearing jewelry or makeup.”

When considering the best location for shooting B&A photos within your practice Ms. Ross says, “If money was no object and space was no problem, you could carve out a dedicated photo room, built by a photography expert. You could fit a FotoFinder or Canfield visualization system in there, or one of the larger 360° systems.

“However, you don’t have to go that expensive a route,” she continued. “Hire a photo consultant to come in one day to teach the staff and to make sure that the room for photographing is adequately standardized. They could set it all up so everything is in position.”

“Even with all the technological advances of the fancy cameras and associated expense, really you just need the basics to get started,” Dr. Niamtu agreed. “A lot of people would like to have a dedicated room that is all set up. And, though that is probably the ultimate in standardization, it is really impractical,” he shared.

“I run a busy office and I can take pictures all day, every day in every room of my office,” Dr. Niamtu continued. “I hang a black photographic background on the backs of the doors in each of my rooms so every room in my office is a photography suite. I close the door and the patient stands in a designated spot. I can achieve a standardized background on the fly.”

Simply put, it comes down to drawing a permanent line on the floor where the patient stands, and placing another mark where a tripod should sit, stated Michael Cohen, vice president of marketing at eRelevance, an Austin, Texas-based marketing service firm specializing in dermatology and plastic surgery practices.

Mr. Cohen recommends setting the tripod so that you’re achieving the same height and angle each time. “In addition, when you’re taking facial photos the makeup treatment should be the same in the before and the after,” he advised. “You’ll see some B&As where the person has no makeup on in one picture and has makeup on in the other picture. This is really not a fair comparison and people see through that.”

Camera position should not only be consistent from picture to picture, but also well framed to show off the best outcomes clearly, noted Jim Larkey, senior director, product management and marketing at Canfield Scientific (Parsippany, N.J.).

“The patient, and specifically the area of interest for the intended procedure, needs to be framed by the camera as tightly as possible,” he said. “Don’t leave a lot of space around the patient’s head or body. Of course, also make sure the camera is focused on the specific area of interest in the photo. Take five photos of the target area, from left profile, left oblique, front, to the right oblique and right profile. Some procedures will benefit from extra photos, such as from above and/or below.”

According to Ferdinand Mayer, president of FotoFinder Systems, Inc. (Columbia, Md.), it can be useful to employ a camera flash in order to provide evenly lit, standardized illumination. “Relying on ambient light is not a good idea,” he stated.

“Create guidelines for your staff. For example, clearly state the distance that a face photo should always be captured at in terms of framing, so you avoid any distortion. You don’t want to get too close to the patient’s face with the camera. The nose appears much bigger in those close shots,” he added.

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While B&A image galleries are very important as an online resource, marketing tool and an in-office reference, video is what consumers want to see. Therefore, more practices are shooting patient testimonials and actual procedures, and posting them on YouTube where they generate user comments, attract those who are curious about aesthetic treatments, and in many cases, lead to new patient inquiries.

“Video is so big right now,” said Scott Alten, managing partner at RxPhoto, LLC (Boston, Mass.).

“Practices can utilize video as a well-engaged way to involve their clients in the practice. You want to communicate effectively with the patient about all the treatments you provide, and demonstrate your expertise. Show different angles of different treatments or procedures. For instance, don’t just have a video that talks about the benefits of getting body contouring procedures, show an actual body contouring patient after treatment one, then treatment two. And mention that you have a package deal for two treatments, etc.”

A practice introduction and overview video is essential, stated Tim Sawyer, president and co-founder of Crystal Clear Digital Marketing (Orlando, Fla.). “If you are proud of your facility and it looks nice, you want to make sure that people can experience your office virtually. Introduce various treatment rooms, and discuss each and every treatment that you provide. Although you want the videos to look good, it doesn’t have to be Hollywood quality. Many people just use their iPhones.”

Having some video expertise or contracting with a professional videoographer to manage filming and post-production is often a more efficient approach, Ms. Fox noted.

“In addition, there’s an art to video. When we interview clients for video, we want to pull out the essence of that personality, and for many people it is not easy to be in front of the camera. It is not normal for most people, so they feel awkward and can look stiff, which is exactly the opposite of what you are trying to accomplish. Having a professional interviewer and a professional film videographer can be very important. They can capture and edit the footage appropriately, so that it ends up being fun to watch rather than a painful viewing experience.”

Along these lines, one step that practitioners don’t always consider is that every video has to be edited into a short form that people will want to watch on their smartphones, primarily, and which needs to be posted on a video streaming service, such as Vimeo or YouTube.

“Physicians have to be careful not to overload staff with video-related duties,” stated Ms. Fox. “Photo and video gathering are often delegated to a staff member that is on the run all day, seating patients or assisting in consultations. That’s why you would consider using professionals.”

Also, simply placing a practice video online doesn’t mean people will automatically find it and watch it. Videos are not yet searchable by Google-style search engine technologies and metrics.

“From a search engine optimization standpoint, video is not the greatest because there’s no content to be searched, per se,” said Mr. Sawyer. “What we recommend is setting up a part of your site where those videos can also be transcribed to text. You can hire someone to transcribe your video, which would be published with the video and available for Google to index for searching.

“Ultimately, the goal is to consistently create video content around your unique approach to treatments and procedures. You should be adding those on a regular basis because people do enjoy watching them, and they will come back for more,” Mr. Sawyer concluded.
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For many of today’s aesthetic physicians, it is an important marketing strategy to be present on social media. Social media gives physicians the option of interacting with patients and others in public forums, which can be a blessing for business – or a curse if they violate privacy laws.

Bradford E. Adatto, an attorney with the ByrdAdatto law firm in Dallas, Texas and Chicago, Ill., recently reviewed four common social media scenarios and explained what is true or false when it comes to social media communications.

True or false?
I can answer patients’ questions about their procedures done in my office on social media.

Mr. Adatto: False.

Short answer: You cannot release protected health information without the patient’s written consent.

“The major assumption in all of these scenarios is that either the Health Insurance Portability and Accountability Act (HIPAA) applies, or your state’s privacy laws apply. If HIPAA doesn’t apply you might still have your state’s privacy rules to be concerned with. With that in mind, you cannot release protected health information without the patient’s prior written consent,” he explained.

True or false?
I can answer non-patient questions about cosmetic procedures in general on social media.

Mr. Adatto: True.

Short answer: Make sure you do not establish a patient-physician relationship in providing this information.

“Unless you can always answer general questions, however, you have to be very careful when a patient-physician relationship is established. A patient-physician relationship is established when the patient perceives that you’re giving medical advice. This becomes problematic if the patient is in other states where you’re not licensed,” Mr. Adatto said. “You have to be careful to be general versus specific when answering these types of questions.”

True or false?
I can answer patients’ (negative and positive) comments about their experiences in my practice on social media.

Mr. Adatto: False.

Short answer: You cannot release protected health information without the patient’s written consent.

“The reason I answered this one false is this: In the cases I’m familiar with, providers have responded to something and released protected health information. So, I always say, don’t. However, if you do, you have to de-identify any information that’s related to that particular patient,” he said. “Often, the push-back I get from our clients is, ‘Wait, if somebody says something negative about me, why can’t I respond to them?’ I say you can if you really want to, but you can’t respond acknowledging they are your patient or acknowledging anything as it relates to that patient’s procedures or anything that can identify that patient. Because of restrictions, you have to be very mindful of what you say.”

True or false?
I can answer patients’ questions about other types of procedures they’re interested in having at the practice and mention they’re patients.

Mr. Adatto: False.

Short answer: You cannot release protected health information without the patient’s written consent.

“I can answer patients’ questions about other types of procedures they’re interested in having at the practice and mention they’re patients.

Mr. Adatto: False.

Short answer: You cannot release protected health information without the patient’s written consent.

“Unless the patient has consented to you disclosing that they are a patient, you can’t mention they are a patient. If someone says, ‘I’d like to come in and have this done.’ You can make a very general statement like the staff is always happy to welcome any individual, while never acknowledging that patient has had anything done already,” Mr. Adatto noted.
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Bespoke Treatments: A New Standard of Customized Holistic Patient Care

By Jeffrey Frentzen, Contributing Editor

Across all specialties, personalized medicine or “bespoke treatment” approaches to health and wellness are quietly emerging as a trend in the medical field. While most physicians currently take a reactive, one-size-fits-all approach to patient care, many are starting to discover the bespoke method.
In the world of aesthetics, customized therapies may include a diverse range of modalities, such as energy-based systems, aesthetic procedures (facial injectables, thread lifts, microneedling, etc.), topical skincare regimens, nutraceuticals and/or cell-based remedies, which are integrated into a patient’s holistic, long-term health and wellness treatment plan.

This approach is ideal for both male and female patients, with the entire objective being to deliver the most effective tailored treatments, specific to the particular patient.

In aesthetics, for instance, the physician treats the patient’s outward appearance, but may or may not actively respond to unrelated health issues that are discussed during the consult, or later. In some situations, the patient might be referred to various specialists.

Conversely, bespoke patient plans often involve collaborating with other specialists for certain tasks. While the aesthetic practitioner focuses solely on rejuvenation of the face or body, other physicians address the other issues.

Everyone, including the patient, designs or takes part in creating a tailored plan that adjusts to the patient’s evolving medical and cosmetic needs.

It comes down to managing a patient’s health based on their specific characteristics, including age, gender, height and weight, diet, environment, etc., during all stages of care, and then pursuing treatment plans that address problems holistically.

“Every procedure should be personalized, and any treatment plan done well is a bespoke treatment,” stated Doris Day, M.D., F.A.A.D., a board certified dermatologist in New York City, N.Y., who specializes in laser, cosmetic and surgical dermatology. “At our practice, we always say one-size-fits-none.”

Currently, the individualized therapy approach has not been well communicated to the public. To most patients, terms like “personalized medicine” and “bespoke therapies” don’t have much meaning, although that is likely to change, noted Dr. Day.

“For now, these are concepts. Sometimes practices will use phrases like ‘our proprietary treatment’ and ‘only available here’ as a marketing ploy, but this is intended to make a patient worry they aren’t receiving the best treatment.’”

At Dr. Day’s practice, a bespoke treatment may begin with addressing dermatological and aesthetic-related needs, but then expands to include many related and / or unrelated conditions.

“For example, in a skincare bespoke treatment, the task is to create a personalized plan for someone who just wants their skin rejuvenated,” she reported. “Then you talk with them further and start planning the comprehensive treatment. The practice of treating a single indication without taking the entire person into account is going away.”

In the process of developing a treatment plan, Dr. Day watches for complaints or illnesses that might affect the outcomes. “I look for pathology and problems, and take into account different injections and treatments the patient has received,” she said.

“We bring in multi-disciplinary approaches more and more, and have created a network of specialists that understand the individualized approach.
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It is a way to collaborate with other experts to really provide the best outcomes,” she continued.

Jason Emer, M.D., a cosmetic dermatologist in Beverly Hills, Calif., feels the modern bespoke methodology is likely to transform medicine. “Deep down everybody wants individualized medicine,” he said. “They want to know that it is not a cookie-cutter approach.”

In order to expand his practice and also cultivate a suitable “bespoke” office environment, Dr. Emer has brought many outside specialists into his practice, either full or part-time.

“We are set up to handle a variety of concerns, both aesthetic and medical,” he emphasized. “When my patients come in to get a treatment plan they talk to my aestheticians about skincare, peels, microneedling, facials and spa services. They talk to my P.A. about laser treatments and fillers. They talk to my consultants and plastic surgeons about surgeries and different options.

“We have a new facial plastic surgeon that even does male-female transition surgery,” he added. “Altogether, around five of us will go into the consult. People feel so important and so empowered by that.”

The consult ends up resembling a panel discussion, Dr. Emer described. “When prospective patients see you as an expert team, they come into the consult willing to tell you about everything going on with them. Patients see that we are trying new things and consider us progressive and innovative. Long story short, they see us as a luxury brand.”

While creating a comprehensive health and wellness center is beyond most physicians’ capability, bigger practices may employ enough staff and specialists to keep at least a portion of bespoke treatments routinely in-house. Also, if there is a surgery center and rooms devoted to energy-based aesthetic platforms, then the task of selling long range treatment plans might be easier.

“I explain to my patients that while I may have just about every device, I’m going to do what is right for them and not just use what I have,” Dr. Day expressed.

“In our consult, the patient and I talk about his or her best features, as well as what I can and cannot address,” she continued. “If I don’t have a particular service that is needed, then I will refer them out to the right physician. It is important to be honest about the things you can take care of and the things you can’t, and then help them find the best resource for those services.”

Developing strong professional relationships with those outside physicians is key to developing a bespoke approach, Dr. Day expressed.

“When you send the patient to them, they will know to stick to their portion of the treatment plan. I have relationships with a host of other specialists that I respect and trust.”
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Bespoke Treatments: A New Standard of Customized Holistic Patient Care

Increasingly, patients want that continuity of care and are willing to adopt a holistic view of wellness, too, stated Dr. Emer.

“They desire to have a menu of services where they can choose the treatments today that will be gratifying to them right now, as well as those procedures or regimens that are long-term, in order to keep them looking good and to prevent the aging process. That is the bespoke approach defined,” he said.

To Evan Goldstein, D.O., a cosmetic surgeon in New York City and Beverly Hills, the emergence of bespoke treatments is a natural evolution in patient care. Specializing in concierge-style medical services, Dr. Goldstein offers niche treatments that mostly attract gay clientele.

“Both physicians and patients have been conditioned to accept mediocrity in healthcare,” stated Dr. Goldstein. “That shouldn’t be the case. If people are willing to pay for quality care, when and what does that entail? Ultimately, the patient has to walk away from the experience feeling that they are a king or queen.

“In medical school you’re trained a specific way,” he continued. “Basically, it is a corporate way. Then you start practicing in the real world and realize the quality of medical care is average, to say the least. While mediocrity might be acceptable to most of the world, my wishes are to deliver the best care possible. With the bespoke method, one is tailoring their skills and care to make sure that people get the service that they want.”

Personalized medicine obliges the provider to be degreed and board certified, Dr. Day opined. “This is because we are physicians doing medical treatments for beauty. We are not doing beauty treatments. Getting BOTOX is not the same as getting a blow dry. Getting Voluma injections is not a beauty treatment, it is a medical procedure to make you more beautiful. These are medical treatments whether they are done by M.D.’s that are properly trained or not.”

In any case, the emphasis should always be on delivering high-touch customer service, Dr. Goldstein maintained.

“The patient experience should be seamless. When you look at hospitals they are about volume-based models. It is very hard to do bespoke treatments in that environment,” he said.

“This is what led me down the path of opening up a boutique aesthetic practice, in which people get 40 minutes per visit and have full access to my staff and me. It is more like creating the narrative that I know I would want when I see a physician. It also helps me build my business,” Dr. Goldstein added.

The office environment should help to define the nature of the personalized services available, as well as show off some flair.

“Right when people walk into my practice they say it is completely different from any other physician’s office,” Dr. Goldstein shared.

“It is made up like my house. I’ve created a high-end environment that isn’t threatening. I don’t even call myself Dr. Goldstein. I’m Evan, and we communicate and become friends. In making sure that people feel okay and safe from the get go, they feel comfortable enough to dictate how we approach their treatment.”
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Bespoke Treatments: A New Standard of Customized Holistic Patient Care

Dr. Emer’s elaborate practice environment in his new offices, speaks to success and expansion, and his treatment offerings seem to cover many of the procedures that typify a “bespoke physician.”

A large majority of clinics that boast bespoke treatments are usually referring to facial rejuvenation procedures or skincare regimens (or both). In addition to neurotoxins – BOTOX, Dysport and Xeomin – to correct lines and wrinkles, energy-based options, such as Thermage and Ultherapy are available for facial contouring, skin tightening and additional wrinkle therapy.

Thread-lifting procedures offer a non-surgical alternative to the facelift. For instance, Dr. Emer uses PDO absorbable sutures preloaded into delivery syringes, as well as Silhouette InstaLift for immediate lifting of the mid-face area.

In the area of body shaping, including fat reduction, contouring and tightening, Dr. Emer has a reputation for achieving superior body sculpting results on male abdomens using the VASERlipo system from Solta Medical, Inc. (Bothell, Wash.).

For the face, Dr. Emer relies on workhouse systems like the Fraxel DUAL fractional laser system for non-ablative resurfacing, and Clear + Brilliant (both from Solta), a low-level laser-based skin rejuvenation procedure that improves texture and delivers softer, glowing skin.

In addition, Dr. Emer employs cutting edge topical products, “Some of which include placental stem cells and human growth factors, foreskin or fibroblast stem cells,” he noted.

“In the future, I think we’re going to be addressing the actual radiance of the skin much more with topical products, utilizing stem cell therapies and other regenerative medicine elements,” he indicated.

To address women’s sexual health and wellness, he uses the energy-based Fractora V system from InMode Aesthetic Solutions.

“Women want to improve the cosmetic appearance of their vaginas,” Dr. Emer began. “Fractora V allows us to perform radiofrequency (RF)-based microneedling on the vagina, to plump it up, as well as skin tightening or wrinkle reduction. There’s also ThermiVa, which is more for internal treatments, to address moisture issues and orgasms.”

Personalized medicine approaches in aesthetics will also embrace advancements like fillers with movement, such as Restylane Refyne and Defyne from Galderma, and skin boosters, Dr. Emer noted. “Skin boosters are now popular in other countries. They soften and hydrate the skin.

“In addition, individualized treatment programs will increasingly use cell-based therapies that make use of a person’s own blood and tissue,” he continued.

“For instance, we’ve begun taking the stem cells from the patient’s fat and re-injecting them into the body, to build muscle and regenerate tissue, help joints, etc.,” Dr. Emer noted.

“There are some amazing treatments out there that deliver a more subtle, natural look, as well as really enhance the overall look of the face and body.”
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It is critical to make total facial restoration a focus of any surgical or non-surgical aesthetic practice. There are six modalities that I commonly employ on the face for natural results, which can also be used above or below the waist.

While these modalities possess some level of regulatory clearance, it is important to note that off-label use of these products involves risk, thus they should only be utilized, or appropriately delegated, by well-trained licensed professionals.

1. **Neurotoxins.** Neurotoxins are the foundation of medical aesthetics. Patient satisfaction is high, and indications have grown from relaxing lines to facial reshaping and minimizing underarm sweat.

2. **Dermal fillers.** The realization that facial aging was a phenomenon of volume loss / misdistribution was a game-changer. Using a single modality to surgically pull skin hurt the reputation of aesthetics. In addition, responding to panfacial loss with segmental restoration using dermal fillers was a mistake. We have now learned it is better to split two syringes of filler between the cheeks and lips with attention to transition areas rather than placing all the volume into the cheeks only. And, for most patients, it is better to treat the entire face starting with six to eight units of dermal filler to cover all areas of loss.

3. **Fat grafting.** In our practice fat grafting to the face has introduced the mindset of comprehensive restoration. As practices embrace full restoration, patient satisfaction will increase, and new patients will enter the market. As a result, the use of dermal fillers will continue to expand.

4. **Platelet-rich plasma (PRP).** PRP is another autologous procedure that should be a part of all aesthetic practices. PRP bridges aesthetic and therapeutic indications. It is used for hair restoration, sexual health, skin brightening, and to extend the life of dermal fillers.

5. **Thread lifts.** This modality is on my list because it enjoys niche indications, is delegable, and has desirable margins. PDO filaments come in a variety of sizes and contours, and we’ve been using them for three years to rejuvenate skin and to lift tissue. A moderate amount of skill is required, but the risk profile for patients is favorable.

6. **Versatile energy-based platform.** Every practice in aesthetic medicine needs a multi-use energy-based device platform that delivers state-of-the-art results. Since hair removal became a commodity, my workhorse choice is the CO₂ family of MiXto V-Lase lasers, which are available in a single platform. This system may be the most effective and versatile device on the market. Offering several modes, it delivers extreme value. The surgical handpiece allows us to destroy superficial lesions. We can perform pressureless cutting, including blepharoplasty. And, it is more reliable for capillary destruction than my three other vascular lasers.

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Having become patient- and peer-evaluated as a top-tier practice, I am often asked to share my insights on the tools needed for success in aesthetic medicine.

So, my advice to any aesthetic practitioner entering aesthetics – if you are going to join the party bring these six friends!
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Let’s Talk About Sex!

Navigating the emerging specialty of sexual health within medical aesthetics

By Lisette Hilton

In recent years, the evolution of devices and non-surgical sexual wellness solutions has dramatically changed a treatment landscape once limited to surgery, medications or physical therapy. Men and women want to feel better sexually, and aesthetic physicians are at the frontlines, offering a growing array of non-surgical sexual wellness treatments.
According to the Cleveland Clinic, about 43% of women and nearly one-third of men report some degree of sexual dysfunction1.

Boston University School of Medicine published an article suggesting that about one in ten men, ages 40 to 70, have severe or complete erectile dysfunction, while 25% of men in this age group have moderate or intermittent erectile difficulties2.

Conversely, for women, it is more a question of when, not if, they will experience a concern with their sexual health, especially as they enter menopause.

Sexual wellness can be a seamless fit into a modern cosmetic practice, said Jennifer L. Walden, M.D., a plastic surgeon with medspas in Austin, Texas and New York, N.Y. This is because many of the technologies touted for sexual health are similar to those that physicians might already offer in their aesthetic practices, but for other indications, including skin rejuvenation and tightening.

For Dr. Walden and her staff, who treat vulvovaginal laxity, as well as atrophy-related symptoms like dryness, dyspareunia, sensitivity and lubrication, “radiofrequency and laser devices both work, but in different ways.”

Radiofrequency (RF) devices tend to help most with vulvovaginal laxity, due to the depth of penetration of the thermal energy. Ablative laser devices are a good adjunct for atrophy symptoms, explained Dr. Walden, who has ongoing clinical research looking at this combination approach.

“It is an exciting time for women,” Dr. Walden expressed. But now the conversation is turning to what devices will help men with their sexual dysfunction.

“I think the treatment of male sexual dysfunction will only benefit from this. These issues are becoming more a part of the conversation between doctor and patient, and we have the technology and skills to treat this,” Dr. Walden said.

No Longer Hush-Hush

Sexual wellness went from hush-hush to an openly discussed focus around 2015, according to Red M. Alinsod, M.D., a urogynecologist and pelvic reconstructive surgeon who practices in Laguna Beach, Calif.

That was the year when several technologies and devices caught the attention of physicians due to their promising ability to improve intimate wellness.

Dr. Alinsod had started using RF to treat the labia majora and inside the vagina around 2009, when other physicians were using these devices to treat skin on the face and neck. And since these devices didn’t have a vaginal handpiece, he developed one.

Using radiofrequency was much safer than labia majora plasty and vaginoplasty surgeries that would take patients out of commission for about six weeks.

Based on this, Dr. Alinsod helped invent ThermiVa from Thermi (Dallas, Texas), which is currently approved by the FDA for dermatologic conditions, including dry, loose and insensitive skin.

“Introducing a device that could help women’s conditions without daily pills was huge, so the industry caught on,” he said. “It wasn’t until 2015 that energy-based companies started coming to the U.S. and marketing devices for genital health – more specifically atrophy and dryness.”

Doctors and patients are finding that the energy-based devices do more than tighten loose skin, Dr. Alinsod continued.

“It is about comfort, moisture, texture, flexibility of tissues – not just tightening,” he said.

“We thought treatment was just going to tighten tissues, but other pleasant effects of increasing collagen and elastin, specifically, were remarkable,” Dr. Alinsod emphasized.

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“We thought treatment was just going to tighten tissues, but other pleasant effects of increasing collagen and elastin, specifically, were remarkable,” Dr. Alinsod emphasized.
In a ground-breaking discovery published in the May 2018 issue of *Dermatologic Surgery*, Dr. Alinsod said researchers found histologic evidence that small nerve fiber density increased from ThermiVa treatment. That could mean increased sensitivity for women who have a hard time achieving sensitivity and orgasm, he said.

Like Dr. Walden, Dr. Alinsod believes lasers can help tremendously with the dryness and atrophy of the vaginal canal and are a good adjunct for RF treatment.

“It is an easy and quick procedure. Within 5 to 10 minutes you can treat the inside of the vagina with RF and/or CO2/erbium lasers to improve tissue tone and moisture,” Dr. Alinsod advised.

But not all non-surgical sexual wellness treatment options are energy-based devices.

According to the Cleveland Clinic, about 43% of women and nearly one-third of men report some degree of sexual dysfunction.

Yet another option is the O-Shot, also known as the Orgasm Shot. The O-Shot is autologous platelet-rich plasma (PRP) placed in female genital tissues, such as the anterior compartment, mid urethra, vestibule and the clitoral region, including the clitoris. Providers often give O-Shot in conjunction with hyaluronic acid or fat from the face. The combination is now being used successfully in the genital region for vulvar vestibulitis, lichen sclerosis and severe atrophy, according to Dr. Alinsod.

In a recently published study in the journal *Menopause*, researchers reported that combination injection is a promising method for treating symptoms of vulvovaginal atrophy in postmenopausal breast cancer survivors with contraindications to hormone therapy. Plastic surgeons were among the study’s authors.

Charles Runels, M.D., inventor of the Vampire Facelift and the O-Shot, said physicians had been injecting the urethra with collagen or hyaluronic acid filler for years, before he came up with the PRP combination.

Dr. Runels not only trademarked the name, but has a service marked procedure, which he said avoids complications and helps to ensure optimal results.

“The O-Shot uses platelet-rich plasma to rejuvenate the tissue,” Dr. Runels began.

“The wonderful thing about PRP is that we have over 10,000 papers showing that platelet-rich plasma helps to rejuvenate tissue, fibroblasts, collagen, nerves, cartilage and more. We inject platelet-rich plasma sub-dermally and regrow the nerve and regenerate tissue using a tool that has never been shown to cause a serious infection, a cancer or a granuloma. It is what your body uses to heal itself. So, it is safe.”

Many are creating combination sexual wellness treatments implementing the O-Shot, lasers and radiofrequency, Dr. Runels noted.

So, What About Men?

The P-Shot (Priapus-Shot), also invented by Dr. Runels, uses PRP injections into the penis to treat erectile dysfunction. The treatment helps improve vascularization and collagen.

According to data from the official Priapus-Shot provider group, as many as one in five men treated with PRP will have a noticeable increase in penile length and girth.

In Dr. Walden’s practice they offer a treatment called Big D Wave™. This non-invasive, drug-free therapy for erectile dysfunction uses extracorporeal shockwave therapy, in addition to PRP injection.

“This technology works best as a series of ten treatments over a period of several weeks. It has been shown to enhance new blood vessel growth, or angiogenesis, and helps to remove small pieces of plaque within blood vessels – the common things that afflict men with ED,” she said.

While Dr. Alinsod said he doesn’t use a shockwave therapy device in his practice, he believes that delivering gentle shockwaves to the genital tissue to treat erectile dysfunction or orgasmic disorder is best done in combination with PRP.
“Practitioners can do shockwave therapy as a standalone, but when used in combination with other things like PRP injected into penile or genital areas, it has shown more promise,” Dr. Alinsod expressed. “It is now a standard in this field to include platelet-rich plasma to improve tissues, sensitivity and urinary symptoms.”

There are other devices for men’s erectile dysfunction on the market, including the GAINSwave device from GAINSwave (Aventura, Fla.), which also uses shockwaves, and eVive from Eclipse, which features acoustic sound waves.

Taking a Holistic Approach

While these therapies can be effective, often sexual dysfunction is a complex issue, which requires more than one type of treatment.

One aspect that might be missing in the sexual wellness market is the need to pay attention to the whole patient and to take a holistic approach to their care, Dr. Walden shared. “We can treat an organ or area of the body, but if there is a hormonal imbalance or psychological block, we’re not going to get much success. Thus, I find that treating in conjunction with hormone replacement therapy and evaluation of other medical issues is good practice,” she stated.

“We get patients’ gynecologists, urologists or primary care physicians involved if necessary, Dr. Walden continued. “I have a nurse practitioner who is dedicated to this and has extensive experience in urologic medicine, so she leads this portion of the practice for me. She, and my other two nurse practitioners, perform a clinical examination, interview the patient, evaluate their laboratory values and make recommendations to each patient with my oversight.”

Hormone therapy is a big part of Dr. Alinsod’s practice. He said offering standard or bioidentical hormone therapy as an adjunct to energy-based and other treatments helps maintain results, but should only be used in patients at average or low risk of breast cancer, uterine cancer, stroke, blood clot or heart attack.

“Bioidentical hormone therapy with estradiol and progesterone (not the synthetic medication) will potentially reduce risk of heart attacks and strokes. And with the use of natural progesterone, studies show a reduction in the risk of breast cancer,” he elaborated.

“Not only that, but the patient’s quality of life and sense of well-being improves. Their sense of impending doom decreases as well,” he reported. “I’m a big proponent of hormone replacement therapy whether it is bioidentical or standard therapy.”

Adding testosterone supplementation in women can help them to maintain lean body mass, bone strength and maintain interest in sex, according to Dr. Alinsod.

Dr. Walden reiterated that addressing patients’ mental wellness is important, too. This requires providers to take the time to talk with patients to determine if they can realistically help them with their sexual concerns. If not, doctors should consider referring patients to counseling or for further evaluation, Dr. Walden advised.

A Skill Like Any Other

According to Dr. Runels, bad things can happen when providers do even relatively simple sexual wellness treatments without the proper training, skills and knowledge.

“For example, the O-Shot has a very specific approach, including how to prepare the blood. We have over 70 teachers around the world that have to sign off on those they’ve trained, authorizing that they are ready to perform the procedure,” he stated.

“We post where trained physicians can obtain supplies that are FDA approved. We do webinars about the latest research. There are detailed videos about how to do things, step by step,” Dr. Runels added.

Cosmetic practices need to have a genuine interest in providing optimal sexual wellness services for patients. If they don’t, their results will be quite mediocre, Dr. Alinsod warned.

The good news is there are plenty of opportunities for physicians to learn the skills needed for optimal results from sexual health procedures. As Dr. Alinsod pointed out, there are almost weekly professional meetings worldwide that cover the topic.

References:
3. Vanaman Wilson, M.J., MD; Bolton, J., MD; Jones, I.T., MD; Wu, D.C., MD; Goldman, M.P., MD. Histologic and Clinical Changes in Vulvovaginal Tissue After Treatment With a Transcutaneous Temperature-Controlled Radiofrequency Device. Dermatologic Surgery: May 2018 - Volume 44 - Issue 5 - p 705-713 (https://journals.lww.com/dermatologicsurgery/Citation/2018/05000/Histologic_and_Clinical_Changes_in_Vulvovaginal_Tissue.html).
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“Sensus has assembled some of the smartest and brightest individuals to design and develop the next generation of Energy Based Devices. Using technological know-how from around the world, these built in the USA lasers are going to showcase the latest in technology and function for all needed laser and device platforms.” - Dr. Michael H. Gold, M.D., FAAD
Aesthetic Company Directory

Advalight
1850 Diamond St.
San Marcos, CA 92078
(888) 354-5551 telephone
www.advalight.com

ADVATx is a solid-state, dual wavelength, 589 nm / 1319 nm laser with 15 FDA-cleared indications for everything from vascular and pigmented lesions, to scars, acne and wrinkle reduction. The ADVATx laser provides versatility, clinical efficacy with no downtime for the patient, and a simple-to-use interface, without the need for consumables.

Advice Media
1389 Center Drive, Suite 230
Park City, UT 84098
(800) 260-9497 telephone (435) 575-7475 facsimile
www.AdviceMedia.com

Advice Media is a leader in online digital marketing for medical practices. We offer beautiful websites and proven marketing through SEO, social media, review management and paid search so that we are the last company you will need.

Aerolase
777 Old Saw Mill River Rd.
Tarrytown, NY 10591
(914) 345-8300 telephone (914) 345-8303 facsimile
www.aerolase.com

Aerolase is a worldwide technology leader for laser-based skin health. Our lasers are the product of more than two decades of research and development. Aerolase provides integrated solutions to the most commonly seen dermatological conditions and in-demand aesthetic procedures. Our lasers substantially improve treatment outcomes and patient experiences, help physicians practice medicine profitably, and reduce the overall costs of care in an evolving healthcare market.

Aesthetics Biomedical
4602 North 16th Street, Suite 300
Phoenix, AZ 85016
(800) 526-7029 telephone
www.aestheticsbiomedical.com

Aesthetics Biomedical (ABM) represents a team of the best and the brightest innovators in the global aesthetic market. ABM is dedicated to providing the highest quality patient experience utilizing best-in-class devices that do it right the first time, and deliver results you can trust and share with others.

Allergan, Inc.
2525 Du Pont Drive
Irvine, CA 92712
(714) 246-4500 telephone (714) 246-4971 facsimile
www.allergan.com

Allergan Medical provides the most comprehensive, science-based, aesthetic product offerings, including BOTOX® Cosmetic; hyaluronic acid and collagen-based dermal fillers; and LATISSE® (bimatoprost ophthalmic solution) 0.03%. Allergan Medical also offers the industry’s widest range of silicone gel-filled and saline-filled breast implant options for reconstructive and aesthetic breast surgery.

Alma Lasers, Inc.
485 Half Day Road, Suite 100
Buffalo Grove, IL 60089
(866) 414-ALMA (2562) telephone (224) 377-2050 facsimile
www.almalasers.com

Alma Lasers is a global innovator of laser, light-based, radiofrequency and ultrasound solutions for the aesthetic and surgical markets. With offices, R&D and manufacturing facilities on three continents, and distributors around the world, Alma’s mission is to provide modular, cost-effective and high-performance systems based on the very latest clinical research and cutting-edge technology. We enable practitioners to offer safe, effective and profitable aesthetic and surgical treatments, while allowing patients to benefit from the capabilities of state-of-the-art, clinically proven technologies and methods.

AMA/Meditime Co., Ltd.
675 Brea Canyon Rd., Suite 8
Walnut, CA 91789
(909) 274-7700 telephone
www.meditimeusa.com

AMA/Meditime Co., Ltd. has been a leading global distributor of advanced medical and aesthetic solutions since 1994. We specialize in high-end laser and radiofrequency systems, along with other cutting-edge equipment for skincare and medical treatments that incorporate the latest trends and technology. We are proficient in customer understanding and we promise to continuously provide our customers with the highest quality products and excellent service.

Bellus Medical
5005 Lyndon B. Johnson Freeway, Suite 370
Dallas, TX 75244
(888) 372-3982 telephone (972) 372-0247 facsimile
www.BellusMedical.com

Bellus Medical helps leading physician-directed practices grow their businesses by setting the standard for efficacy and safety. We design our innovations – the SkinPen® FDA-cleared microneedling device; Skinfuse® post-microneedling protocol; Allumera® light-activated cream; and ProGen and RegenLab® platelet-rich plasma systems – to draw new consumers to the industry.

Canfield Scientific, Inc.
4 Wood Hollow Rd.
Parsippany, NJ 07054
(973) 434-1201 / (800) 815-4330 telephone
(973) 887-0784 facsimile
www.canfieldsce.com

As a global leader in developing advanced photographic imaging solutions, Canfield Scientific, Inc.’s, innovative photographic solutions and powerful imaging tools are an integral part of aesthetic and medical consultations worldwide, improving communications, aligning doctor-patient expectations, facilitating treatment planning and highlighting results.
Collagen P.N. / Induction Therapies
3600 Chamberlain Lane, Suite 336
Louisville, KY 40241
(877) 746-4407 telephone (855) 856-1424 facsimile
www.collagenpin.com / www.inductiontherapies.com

Collagen P.N.: More needles, more power, more depth, more collagen. Advanced collagen induction therapy introduces controlled injuries into the skin triggering natural growth factors and collagen. Microneedling causes less damage to the epidermis than other non-ablative / ablative treatments. Induction Therapies topicals (specifically designed for post needling) minimize complications and accelerate healing.

Crystal Clear Digital Marketing
5750 Major Blvd., Suite 500
Orlando, FL 32819
(888) 611-8279 telephone (866) 890-8117 facsimile
www.crystaleleardm.com

Crystal Clear is an industry leader in providing world-class software, marketing and consulting solutions for the modern medical / aesthetic practice. Named “Top Aesthetic Service Provider 2016 - 2017” by Aesthetic Everything® and “Best Practice Marketing Company of 2016 - 2017” by The Aesthetic Guide®, Crystal Clear strives to help practices around the globe find, serve and keep more patients profitably through one fully-integrated system. From patent-pending opportunity management software to customized digital marketing services, Crystal Clear is the solution for managing all aspects of your medical practice in today’s social world.

Cutera
3240 Bayshore Boulevard
Brisbane, CA 94005
(415) 657-5500 telephone (415) 330-2444 facsimile
www.cutera.com

Cutera develops new solutions that give medical aesthetic professionals the power to adapt, evolve and stay at the forefront of their field so that they can deliver true patient satisfaction. Ideating, exploring, designing, testing and developing new solutions is the foundation of our process, which has created truly one-of-a-kind devices.

DefenAge Skincare
5845 Avenida Encinas, Suite 130
Carlsbad, CA 92008
(888) 368-5372 telephone
www.DefenAge.com

Can your skin naturally turn back the clock? According to a new study, yes, it can! A recent multi-center study shows that DefenAge’s Clinical Power Trio, “globally improves the visual appearance of aging skin,” and, “offers most of the advantages of retinols and growth-factor cosmeceuticals, without irritation, inflammation, sun-sensitivity, or concerns about neoplasia.” (Taub, Bucay, Keller, et al. JDD,2018;174(4):426-441).

Endo Pharmaceuticals, Inc.
1400 Atwater Drive
Malvern, PA 19355
(800) 462-ENDO (3636) telephone
www.endo.com

Endo Pharmaceuticals, Inc., headquartered in Malvern, Penn., develops and markets high-value, quality-branded pharmaceutical products for patients in need. Endo Pharmaceuticals’ specialty portfolio includes products for urology, men’s health, orthopedics and endocrinology, with product development underway in medical aesthetics.

Envy Medical, Inc.
5150 E. Pacific Coast Highway, Suite 720
Long Beach, CA 90804
(888) 848-3633 telephone (818) 874-1195 facsimile
www.envymedical.com

Envy Medical develops, markets and sells highly effective, non-invasive, clinically-proven skin rejuvenation therapies. Products include: Dermalfusion®, an advanced skin resurfacing treatment that provides precision exfoliation with condition-specific serum infusions for better patient outcomes and patented Lumily® Peptide, a tyrosinase inhibitor researched and developed by Stanford University, that safely controls, treats and prevents hyperpigmentation.

FotoFinder Systems, Inc.
7100 Columbia Gateway Drive, Suite 120
Columbia, MD 21046
(888) 501-0805 telephone (443) 283-3869 facsimile
www.fotofindersystems.com

FotoFinder offers a variety of professional photo solutions for face and body, automatic mole mapping and dermoscopy. Our Mission is to bring the skin into the picture brilliantly and make medical photography high performance, time saving and intuitive.

Fotona
2307 Springlake Rd., Suite 518
Farmers Branch, TX 75234
(972) 598-9000 telephone
www.fotona.com

Fotona develops and manufactures high performance, quality made laser systems. Our wide range of laser systems purvey quality, reliability, safety and cutting edge innovation in treatment speed and efficiency. Our global network of representatives and reference medical centers guarantee exceptional customer support, as well as technical and clinical training.

Galderma Laboratories, L.P.
14501 N. Freeway
Fort Worth, TX 76177
(817) 961-5000 telephone
www.galdermausa.com

Galderma is committed to delivering innovative medical solutions to meet the skin health needs of people throughout their lifetime while serving healthcare professionals around the world.
**Hironic Co., Ltd.**
19F U-Tower, 767, Sinsu-ro, Suji-gu, Yongin-si
Gyeonggi-do, 16827, South Korea
+82 31 525 7400 telephone +82 505 360 4201 facsimile
www.hironic.com

Established in 2006, Hironic is a KOSDAQ-listed company that manufactures innovative medical aesthetic laser and energy-based devices for dermatology and plastic surgery clinics. Hironic provides a diverse range of products including Double 11™, a skin lifting device utilizing high intensity focused ultrasound (HIFU) technology for skin rejuvenation; Microlift™, which permanently destroys fat cells using cryo fat reduction technology for body shaping; SLIMUS™, which also eliminates subcutaneous fat cells using 1064 nm diode laser and vibration via laser vibration alliance technology (LVAT); MIRACLEAIR™ and A-Fit™ for acne treatment; VeraShape™ for obesity care; ByeLipo™ for fat reduction and cellulite removal; Q-Fit™ for pigmented lesion treatment; and EasyMx1™, a non-invasive hair transplant device. The Hironic brand is recognized, valued and trusted globally.

**InMode**
100 Leek Crescent, #15
Richmond Hill, ON L4B 3E6 Canada
(855) 411-2039 telephone (855) 411-6789 facsimile
www.inmodemd.com

InMode is an aesthetic medical technology company focused on developing products and procedures utilizing the most innovative radiofrequency, light-based energy and laser technologies. Our minimally invasive and non-invasive procedures are clinically proven to reduce treatment time, recovery time and deliver real results so people can live their most beautiful lives.

**Lasering USA**
220 Porter Drive, Suite 120
San Ramon, CA 94583
(866) 471-0469 telephone (925) 718-8225 facsimile

Lasering USA is the exclusive U.S. and Canadian distributor for Lasering s.r.l, based in Modena, Italy. Founded in 1994, Lasering earned the reputation as a world-class manufacturer of surgical and aesthetic lasers. In 2006, Lasering introduced the first multi-fractional CO2 laser for skin resurfacing. The MiXto SX and MiXto Pro have a revolutionary patented scanning technology utilizing chopped CW emission and a “Z” pattern algorithm. MiXto physicians have won the “Best Non-Surgical Facial Rejuvenation Enhancement Award” four times at The Aesthetic Show.

**Lumenis**
2033 Gateway Place, Suite 200
San Jose, CA 95110
(877) LUMENIS telephone (408) 764-3500 facsimile
www.lumenis.com/aesthetic/

Lumenis® is a global developer, manufacturer and distributor of laser and intense pulsed light (IPL) systems. Surpassing 265 registered patents, 260 FDA clearances, and a presence in over 100 countries, Lumenis products are recognized worldwide as an industry gold standard. Market leading products include UltraPulse® and AcuPulse™ fractional CO2 lasers; LightSheer® Infinity™, Desira™ and Duet® hair removal systems; the M22™ multi-technology platform with VascuPlus™; and the newly introduced FemTouch™ on AcuPulse, a solution for vaginal health related conditions. Lumenis aesthetic systems deliver high standards of excellence, quality and reliability, with premium value and service.

**Mattioli Engineering Corporation**
1765 Greensboro Station Place, Suite 900
McLean, VA 22102
(703) 312-6000 telephone (703) 243-9139 facsimile
www.mattioliengineering.com

Mattioli Engineering is a global, research-driven company dedicated to providing state-of-the-art technology to the medical community, specifically in the field of dermatology, skincare, cosmetic and general surgery. The company led the development of sterile crystal microdermabrasion devices and transdermal delivery devices based on proprietary dermoelectric technology. They are a world leader with more than 10,000 devices delivered worldwide over 20 years.

**Merz Aesthetics**
6501 Six Forks Road
Raleigh, NC 27615
(919) 582-8000 telephone www.merzusa.com

Merz North America, Inc. is a specialty healthcare company dedicated to the development and marketing of innovative quality products for physicians and patients across the U.S. and Canada. Merz products are distributed through two divisions, aesthetics and neurosciences, and developed with the goal of improving patients’ health and quality of life.

**Quanta System S.p.A.**
Via Acquedotto, 109
Samarate, Varese 21017 Italy
+39 0331 367 797 telephone +39 0331 367 815 facsimile
www.quanta-system.com

Quanta System is an Italian company founded in 1985, based in Milan, Italy. Since 2004 it has been part of the El. En. International group. Quanta is among the first companies in the world producing lasers for three scientific fields: aesthetic medicine, surgery and art. Three areas united by one principle: to improve patients’ quality of life and take care of people.

**Rejuvn8, LLC**
4971 Bear Road
Liverpool, NY 13088
(315) 708-9913 telephone www.rejuvn8.com

Rejuvn8 offers both group and individual instructional courses, which cover the application of Polydioxanone (PDO) techniques and fat filler injections, as well as consulting services to physicians looking to add new medical aesthetic services. We represent the world-leading bio-filler autologous fat filler injection (BAFFI) kit, developed by a board certified general surgeon specializing in aesthetic medicine. The BAFFI kit allows you to perform these services in your clinics.
Rohrer Aesthetics, LLC
105 Citation Court
Homewood, AL 35209
(205) 940-2200 telephone  (205) 942-9905 facsimile
www.rohreraesthetics.com
Rohrer Aesthetics provides high quality, affordable light and energy-based products. Featured products include the Spectrum Laser/IPL, The Phoenix CO₂ and the Pxe8-RF RF microneedling system. The Spectrum includes four lasers and an IPL, and is priced at $34,995. Procedures include: removal of vascular and pigmented lesions, tattoos, unwanted body hair and skin resurfacing. The Phoenix CO₂ is priced under $45,000 and can cut, coagulate and vaporize soft tissue. Furthermore, it can improve pigmentation, reduce fine lines, coarse wrinkles and help improve women’s wellness. The Pxe8-RF combats aging using bipolar energy, alongside minimally invasive microneedles to facilitate effective skin tightening with little to no downtime and can be placed in your office for $12,500. All of Rohrer Aesthetics’ systems include a two-year warranty and our unmatched 30-Day Buy Back Guarantee.

SINCLAIR Pharma
1 Technology Drive, Suite F211
Irvine, CA 92618
(844) 864-5297 telephone (949) 271-3789 facsimile
InstaLift.com
SINCLAIR is a global aesthetic company renowned for its collagen stimulation expertise, focus on facial shape, and best-in-class products that enable physicians worldwide to meet patients’ needs for safe and effective rejuvenation solutions. SINCLAIR is committed to supporting medical professionals with excellent customer service and high-quality training programs.

Solta Medical, a division of Bausch Health Companies
25881 Industrial Boulevard
Hayward, CA 94545
(877) 782-2286 telephone (510) 782-2287 facsimile
www.solta.com
Solta Medical is a global leader in the medical aesthetic market, providing innovative and effective solutions. Solta offers energy-based aesthetic devices to address a range of skin-related concerns, including skin resurfacing and rejuvenation, fat reduction, hair removal and acne reduction. More than 5 million procedures have been performed with Solta Medical’s portfolio of products around the world.

Suneva Medical, Inc.
5870 Pacific Center Blvd.
San Diego, CA 92121
(888) 278-3345 telephone (858) 550-9997 facsimile
www.sunevamedical.com
Privately-held aesthetics company Suneva Medical develops, manufactures and commercializes innovative products, including its flagship brand, Bellafill®. Available in the U.S., Canada, Hong Kong, Korea and Mexico, Bellafill dermal filler is approved by the U.S. FDA for treating nasolabial folds and facial acne scars.

Thermi, an Almirall Company
3131 West Royal Lane
Irving, TX 75063
(866) 981-5017 telephone
www.thermi.com
Thermi, an Almirall company, is a global leader in advanced temperature-controlled RF technology. Thermi systems offer versatile modalities and safely deliver rapid results through controlled heating using RF to impact positive tissue change and naturally stimulate collagen. Clinicians use Thermi technology to help address common signs of aging and/or weight loss, which may include fine lines, post-baby body, cellulite, loose skin and intimate tissue laxity, and to empower people to take control of their skin, body and intimate life.

Wontech Co., Ltd.
200 Lakeside Dr., Suite 260
Philadelphia, PA 19144
(267) 803-6880 telephone
www.wtlaser.com
WONTECH Co., Ltd., established in 1999, develops and manufactures innovative energy-based devices for aesthetic, medical, surgical and veterinary applications. WONTECH is committed to developing high-quality products and has been improving maintenance and utilization of products through A/S and marketing worldwide. WONTECH has expanded its market not only domestically, but also into the U.S., Europe, Middle East, China and other overseas markets, and will continue to contribute to technology advancement that benefit physicians and patients.

Zimmer MedizinSystems
3 Goodyear, Suite B
Irvine, CA 92618
(800) 327-3576 telephone (949) 727-2154 facsimile
www.zimmerusa.com
Zimmer MedizinSystems is a global leader in the aesthetic marketplace. Among other innovative products, Zimmer manufactures award-winning devices for non-invasive and stand-alone therapy. Zimmer's flagship products for aesthetics include Z Wave Radial Pulse Technology and the ZCryo line of cold air devices for epidermal protection and patient comfort at -30°C. Drawing inspiration from medical science and modern technologies, Zimmer MedizinSystems designs products to meet and exceed the expectations of the end-user.
<table>
<thead>
<tr>
<th>Supplier</th>
<th>Product</th>
<th>Technology</th>
<th>Applications</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aesthetics Biomedical</td>
<td>The Vive Experience</td>
<td>Microneedling with RF</td>
<td>Fine lines and wrinkles.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Bellus Medical</td>
<td>SkinPen Precision</td>
<td>Mechanical Microneedling: FDA-Cleared; Single-Use Cartridge Unit; 14.32-Gauge Needles; Ergonomic Design; Cordless All-Day Charge</td>
<td>Facial acne scars for patients aged 22 and up. Clinically proven, FDA-cleared microneedling device.</td>
<td>$4,995</td>
</tr>
<tr>
<td>Collagen P.I.N.</td>
<td>Collagen P.I.N.</td>
<td>Automated Microneedling; Single-Use 36/30 Gauge or Single-Use 12/32 Gauge Needle Cartridges; Corded or Cordless; Lifetime/Forever Warranty</td>
<td>Fine lines, wrinkles, acne scars, post surgery scars, skin tightening and retexturizing. Induction Therapies – specific post-microneedling products minimize complications and maximize results.</td>
<td>$2,995</td>
</tr>
<tr>
<td>Envy Medical</td>
<td>DermalInfusion</td>
<td>Advanced, Non-Invasive Skin Exfoliation for Face and Body</td>
<td>Patented 3-in-1 technology simultaneously exfoliates using diamond tips, extracts and infuses skin with condition-specific serums.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Fotona</td>
<td>StarWalker MaGX</td>
<td>Q-Switched Pico/Nano (523 nm, 585 nm, 650 nm, 1064 nm)</td>
<td>StarWalker FracTAT Tx creates micro-size holes in skin over the tattoo area prior to the main laser procedure. This pretreatment avoids the 'frosting' effect and allows shorter time between multiple passes, reducing the number of Tx sessions.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Hironic</td>
<td>PLASONIC EasyMto Graft Hair Transplant Device</td>
<td>Plasma and Ultrasound Automated Follicular Unit Extraction (FUE)</td>
<td>Solution-delivery technology. Skin rejuvenation, moisturizing, sterilization, increased absorption, toning and maximized drug delivery. Supports extraction and implantation processes with automated, mechanically technologies: pneumatic for extraction and implantation, rotation power for extraction, and positive pressure for implantation. Equipped with a low-temperature storage system (1°C to 5°C) to improve the survival rate of follicular units.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Lasering USA</td>
<td>Mixto Pro / V-Lase</td>
<td>Non-Fractional, Non-Ablative CO2</td>
<td>Safe, painless, non-ablative CO2 soft tissue therapy for gynecology, ENT, dentistry and dermatology.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Quanta System</td>
<td>Discovery Pico Discovery Pico Plus Discovery Pico Start</td>
<td>Picoscnd, Q-Switched (not for Discovery Pico Start) and Photo-Thermal 1064 nm Nd:YAG, Picoscnd, Q-Switched (not for Discovery Pico Start) 532 nm Nd:YAG and Q-Switched 984 nm Ruby (only for Discovery Pico Plus). Up to 1.8 GW peak power. Pico-Boost Technology. OptiBeam II for fractional, square and round spots. Pulsed Nd:YAG 1064 nm; Pulsed Alexandrite 755 nm; Up to three models: Super Elliptical Spot Handpieces up to 24 mm; Performant Scanner with Repetition Rates up to 15 Hz</td>
<td>Benign pigmented lesions, tattoo removal, wrinkles and acne scars. Dermatological vascular treatments, permanent hair reduction and wrinkles. Induction Therapies – specific post-microneedling.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Rohrer Aesthetics</td>
<td>Spectrum</td>
<td>Multi-Platform Laser/IPL</td>
<td>Hair removal, tattoo removal, skin resurfacing, vascular reduction and pigmentation reduction. FDA approved for dermatological, gynecological and general surgery procedures. With a single treatment skin will become smoother, tighter and more vital.</td>
<td>$54,995</td>
</tr>
<tr>
<td>Thermi, an Almiral Company</td>
<td>ThermiV, Thermi250</td>
<td>Temperature Controlled RF, Temperature Controlled RF</td>
<td>Heats tissue in the vulvovaginal area. Temporary reduction in the appearance of cellulite. ThermiLight, ThermiRase, ThermiSmooth Face, ThermiV.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Vevazz</td>
<td>LED Bed Vevazz Body Contouring LED Face Mask</td>
<td>LED lights at various power, wavelengths, frequencies and intensities – Red Light 660 nm, Green Light 535 nm, Infrared 840 nm; 130 mW per Diode; 26 Diodes per Tx Paddle; 2-4 Small Paddles for Lymphatic Stimulation and 8-32 Large Paddles; LED Bed for full body coverage. Turn key systems.</td>
<td>Body contouring, weight loss, acne, wrinkles, anti-aging, neuropathy, skin tightening, stretch marks, pain, chronic pain, inflammation, wound healing, cellulite and more. Starting at $22,500. In-house financing available.</td>
<td>$44,995</td>
</tr>
<tr>
<td>WonTech Co., Ltd.</td>
<td>PICOCARE</td>
<td>Picoscnd Nd:YAG laser (1064 nm, 532 nm); Collimated, Dye (655 nm, 660 nm) and HEVA MLA (size 3 to 10 mm) handpieces.</td>
<td>Multi-colored tattoos, benign pigmented lesions, enlarged pores, uneven skin texture, dull skin tone, fine lines and acne scars.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Zimmer MedizinSystems</td>
<td>Z Wave ZOryo</td>
<td>Ballistic Radial Pulse Cold Air (up to ~30°C)</td>
<td>Temporary reduction in the appearance of cellulite. Skin cooling pre, intra and post laser treatments without interfering with the laser beam. Minimizes pain and thermal injury during laser and dermatological treatments. Temporary topical anesthetic relief for injections. Can be used for hair removal, tattoo removal and skin rejuvenation procedures.</td>
<td>Contact mfr.</td>
</tr>
</tbody>
</table>

Note: Data subject to change; please refer to Company Directory for supplier contact information.
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A NEW PERSPECTIVE on BEAUTY

Driven by world-class R&D and built on 20 years of pharmaceutical experience, we are working to develop the solutions of tomorrow to enhance your practice and help patients feel better about their bodies.

endo aesthetics

YOUR PRACTICE, OUR SCIENCE.
### Dermal Filler Product Comparison Chart

<table>
<thead>
<tr>
<th>Supplier</th>
<th>Product(s)</th>
<th>Key Component</th>
<th>Description</th>
<th>Physician Price</th>
<th>Regulatory Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adoderm</td>
<td>VARIODERM Fine Line</td>
<td>Non-animal Hyaluronic Acid</td>
<td>6 mg/mL; for superficial wrinkles and lip augmentation.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>VARIODERM Basic</td>
<td>Non-animal Hyaluronic Acid</td>
<td>12 mg/mL; for medium wrinkles and lip contour.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>VARIODERM Plus</td>
<td>Non-animal Hyaluronic Acid</td>
<td>18 mg/mL; for deep wrinkles and volume.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>VARIODERM Subdermal</td>
<td>Non-animal Hyaluronic Acid</td>
<td>27 mg/mL; for volume augmentation and facial contouring.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>VARIODERM Lips and Medium</td>
<td>Non-animal Hyaluronic Acid</td>
<td>12 mg/mL; special formulation for lip augmentation and medium wrinkles.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>VARIODERM Mesolift</td>
<td>Non-animal Hyaluronic Acid</td>
<td>12.8 mg/mL; effective smoothing of superficial wrinkles.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>VARIOFILL Body Contour</td>
<td>Non-animal Hyaluronic Acid</td>
<td>10 mL; for various indications on the body surface.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>Hyabell Lips</td>
<td>Non-animal Hyaluronic Acid</td>
<td>12 mg/mL; for lip augmentation and lip contour.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>Hyabell Basic</td>
<td>Non-animal Hyaluronic Acid</td>
<td>16 mg/mL; medium wrinkles and lip contour.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>Hyabell Deep</td>
<td>Non-animal Hyaluronic Acid</td>
<td>20 mg/mL; deep wrinkles, especially of the face.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>Hyabell Ultra</td>
<td>Non-animal Hyaluronic Acid</td>
<td>24 mg/mL; very deep wrinkles, face contouring, volumizing.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td>Allergan</td>
<td>CosmoDerm</td>
<td>Purified Human-based Collagen + Lidocaine</td>
<td>Purified human-based collagen 35 mg/mL.</td>
<td>$205 World wide</td>
<td>CE marked.</td>
</tr>
<tr>
<td></td>
<td>CosmoPlast</td>
<td>Purified Human-based Collagen + Lidocaine</td>
<td>Purified human-based collagen 35 mg/mL, cross-linked with glucuronic acid.</td>
<td>$233 World wide</td>
<td>CE marked.</td>
</tr>
<tr>
<td></td>
<td>Hydrafill – Softline</td>
<td>Non-animal Hyaluronic Acid</td>
<td>24 mg/mL; for medium wrinkles and lip contour.</td>
<td>$200 – $225</td>
<td>CE marked.</td>
</tr>
<tr>
<td></td>
<td>Hydrafill – Softline Max</td>
<td>Non-animal Hyaluronic Acid</td>
<td>24 mg/mL; for deep nasolabial folds, facial contouring and augmentation.</td>
<td>$220 – $225</td>
<td>CE marked.</td>
</tr>
<tr>
<td></td>
<td>Juvederm ULTRA 2</td>
<td>Non-animal Hyaluronic Acid + Lidocaine</td>
<td>Non-animal, cross-linked cohesive hyaluronic acid 24 mg/mL.</td>
<td>$220 – $225</td>
<td>CE marked.</td>
</tr>
<tr>
<td></td>
<td>Juvederm ULTRA 3</td>
<td>Non-animal Hyaluronic Acid + Lidocaine</td>
<td>Non-animal, cross-linked cohesive hyaluronic acid 24 mg/mL.</td>
<td>$220 – $225</td>
<td>CE marked.</td>
</tr>
<tr>
<td></td>
<td>Juvederm ULTRA 4</td>
<td>Non-animal Hyaluronic Acid + Lidocaine</td>
<td>Non-animal, cross-linked cohesive hyaluronic acid 24 mg/mL.</td>
<td>$220 – $225</td>
<td>CE marked.</td>
</tr>
<tr>
<td></td>
<td>Juvederm VOLUMA</td>
<td>Non-animal Hyaluronic Acid</td>
<td>13.5 mg/g plusmannitol 0.9%; 1 x 1 mL syringe.</td>
<td>$245 World wide</td>
<td>CE marked.</td>
</tr>
<tr>
<td></td>
<td>Juvederm HYDRATE</td>
<td>Non-animal Hyaluronic Acid</td>
<td>20 mg/mL for severely deep lines, facial contouring and augmentation.</td>
<td>Contact mfr.</td>
<td>CE marked.</td>
</tr>
<tr>
<td>Biologica Technologies</td>
<td>Allofill</td>
<td>Allograft Adipose Tissue</td>
<td>Allograft adipose-based filler containing naturally occurring growth factors.</td>
<td>Contact mfr.</td>
<td>FDA regulated as a HCT/P.</td>
</tr>
<tr>
<td>Galderma</td>
<td>Restylane</td>
<td>NASHA</td>
<td>NASHA gel – a non-animal hyaluronic acid, stabilized with BDDE. The differentiation is in the size of the NASHA particles, to assure a tissue-tailored range of products.</td>
<td>Contact mfr.</td>
<td>Restylane is approved worldwide with the exception of Japan.</td>
</tr>
<tr>
<td></td>
<td>Restylane Lyft</td>
<td>XpresHAn Technology</td>
<td>Flexible gels with a concentration of 20 mg/mL, varied cross-linking that allows for flexibility and support with consistent textures and smoothness. Volumizer.</td>
<td>Contact mfr.</td>
<td>FDA approved in December 2016. Approved as Emervel Classic and Emervel Deep outside of U.S. FDA approved.</td>
</tr>
<tr>
<td></td>
<td>Restylane Silk</td>
<td></td>
<td></td>
<td>Contact mfr.</td>
<td>FDA approved.</td>
</tr>
<tr>
<td></td>
<td>Restylane Refyne</td>
<td></td>
<td></td>
<td>Contact mfr.</td>
<td>FDA approved.</td>
</tr>
<tr>
<td></td>
<td>Restylane Defyne</td>
<td></td>
<td></td>
<td>Contact mfr.</td>
<td>FDA approved.</td>
</tr>
<tr>
<td></td>
<td>Sculptra Aesthetic</td>
<td>Injectable Poly L-Lactic Acid (PLLA)</td>
<td></td>
<td>Contact mfr.</td>
<td>FDA approved.</td>
</tr>
<tr>
<td>Hironic</td>
<td>JUVINA – Light</td>
<td>Non-animal, cross-linked cohesive Hyaluronic Acid</td>
<td>20 mg/mL; for superficial lines, worry lines, crows' feet and neck wrinkles.</td>
<td>Contact mfr.</td>
<td>CE marked.</td>
</tr>
<tr>
<td></td>
<td>JUVINA – Moderate</td>
<td>Non-animal, cross-linked cohesive Hyaluronic Acid</td>
<td>20 mg/mL for deep nasolabial folds, facial contouring and augmentation.</td>
<td>Contact mfr.</td>
<td>CE marked.</td>
</tr>
<tr>
<td></td>
<td>JUVINA – Deep</td>
<td>Non-animal, cross-linked cohesive Hyaluronic Acid</td>
<td>20 mg/mL for severely deep lines, facial contouring and augmentation, and chin.</td>
<td>Contact mfr.</td>
<td>CE marked.</td>
</tr>
<tr>
<td></td>
<td>JUVINA – Deep Plus</td>
<td>Non-animal, cross-linked cohesive Hyaluronic Acid plus Lidocaine</td>
<td>20 mg/mL; plus 0.3% lidocaine for superficial lines, worry lines, crows' feet and neck wrinkles.</td>
<td>Contact mfr.</td>
<td>CE marked.</td>
</tr>
<tr>
<td></td>
<td>JUVINA – Light Comfort</td>
<td>Non-animal, cross-linked cohesive Hyaluronic Acid plus Lidocaine</td>
<td>20 mg/mL; plus 0.3% lidocaine for deep nasolabial folds, facial contouring and augmentation.</td>
<td>Contact mfr.</td>
<td>CE marked.</td>
</tr>
<tr>
<td></td>
<td>JUVINA – Moderate Comfort</td>
<td>Non-animal, cross-linked cohesive Hyaluronic Acid plus Lidocaine</td>
<td>20 mg/mL; plus 0.3% lidocaine for severely deep lines, facial contouring and augmentation, and chin.</td>
<td>Contact mfr.</td>
<td>CE marked.</td>
</tr>
<tr>
<td></td>
<td>JUVINA – Deep Comfort</td>
<td>Non-animal, cross-linked cohesive Hyaluronic Acid plus Lidocaine</td>
<td>20 mg/mL; plus 0.3% lidocaine for forehead, chin and nose.</td>
<td>Contact mfr.</td>
<td>CE marked.</td>
</tr>
<tr>
<td></td>
<td>JUVINA – Deep Plus Comfort</td>
<td>Non-animal, cross-linked cohesive Hyaluronic Acid plus Lidocaine</td>
<td>20 mg/mL; plus 0.3% lidocaine for forehead, chin and nose.</td>
<td>Contact mfr.</td>
<td>CE marked.</td>
</tr>
<tr>
<td>Merz Aesthetics</td>
<td>Belotero Balance – 22.5 mg/mL</td>
<td>Hyaluronic Acid</td>
<td>Non-animal double phase cross-linked hyaluronic acid – via biofermentation – with CPM (Cohesive Polydensified Matrix) technology.</td>
<td>Contact mfr.</td>
<td>CE marked in Europe. FDA approved.</td>
</tr>
<tr>
<td></td>
<td>Radiesse</td>
<td>CaHA</td>
<td>Radiesse injectable implant is a sterile non-pyrogenic, semi-solid cohesive implant, whose principle component is synthetic calcium hydroxyapatite suspended in a gel carrier of sterile water for injection, glycerin and sodium carboxymethyl cellulose (1.5 cc, 0.8 cc).</td>
<td>Contact mfr.</td>
<td>CE marked in Europe. FDA approved.</td>
</tr>
<tr>
<td></td>
<td>Radiesse (+)</td>
<td>CaHA</td>
<td>Radiesse (+) injectable implant is an opaque, sterile non-pyrogenic, semi-solid, cohesive implant, whose principle component is synthetic calcium hydroxyapatite suspended in a gel carrier of glycercin, sodium carboxymethyl cellulose 0.3% lidocaine hydrochloride and sterile water for injection (1.5 cc, 0.8 cc).</td>
<td>Contact mfr.</td>
<td>FDA approved for the correction of nasolabial folds and moderate to severe atrophic, distensible facial acne scars on the cheek in patients over the age of 21 years.</td>
</tr>
<tr>
<td>Suneva Medical</td>
<td>Bellafiill</td>
<td>Purified Bovine Collagen and PMMA</td>
<td>80% purified bovine collagen and 20% polymethylmethacrylate (PMMA) microspheres and 0.3% lidocaine.</td>
<td>Contact mfr.</td>
<td>FDA approved.</td>
</tr>
</tbody>
</table>

Note: Data subject to change; please refer to Company Directory for supplier contact information. Not all devices are FDA cleared for the application(s) indicated.

<table>
<thead>
<tr>
<th>Manufacturer / Supplier</th>
<th>Acne Tx</th>
<th>Collagen Simulation</th>
<th>Exfoliation</th>
<th>Firming</th>
<th>Peel</th>
<th>Post-Procedure Tx</th>
<th>Scar Reduction</th>
<th>Skin Lightening</th>
<th>Sun Protection</th>
<th>Wrinkle Reduction</th>
<th>Website</th>
</tr>
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<tr>
<td>COSMED Dermaceuticals</td>
<td>●</td>
<td>●</td>
<td>●</td>
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<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td><a href="http://www.cosmedderm.com">www.cosmedderm.com</a></td>
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<tr>
<td>DefenAge Skincare</td>
<td>●</td>
<td>●</td>
<td>●</td>
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<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td><a href="http://www.DefenAge.com">www.DefenAge.com</a></td>
</tr>
<tr>
<td>Eclipse MedCorp</td>
<td></td>
<td></td>
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<td></td>
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<td><a href="http://www.Eclipsemed.com">www.Eclipsemed.com</a></td>
</tr>
<tr>
<td>Envy Medical</td>
<td>●</td>
<td>●</td>
<td>●</td>
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<td>●</td>
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<td>●</td>
<td>●</td>
<td>●</td>
<td><a href="http://www.envymedical.com">www.envymedical.com</a></td>
</tr>
<tr>
<td>Epionce</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td><a href="http://www.epionce.com">www.epionce.com</a></td>
</tr>
<tr>
<td>LIFTLAB Skin Regeneration</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td><a href="http://www.liftlabskincare.com">www.liftlabskincare.com</a></td>
</tr>
<tr>
<td>Oxygenetix</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td><a href="http://www.oxygenetix.com">www.oxygenetix.com</a></td>
</tr>
<tr>
<td>SkinMedica, an Allergan Company</td>
<td>●</td>
<td>●</td>
<td>●</td>
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<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td><a href="http://www.skinmedica.com">www.skinmedica.com</a></td>
</tr>
<tr>
<td>TOPIX Pharmaceuticals</td>
<td>●</td>
<td>●</td>
<td>●</td>
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<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td>●</td>
<td><a href="http://www.topixpharm.com">www.topixpharm.com</a></td>
</tr>
</tbody>
</table>

Note: Data subject to change; please refer to Company Directory for supplier contact information.
<table>
<thead>
<tr>
<th>Supplier Product Name</th>
<th>Device Type</th>
<th>Wavelength (nm)</th>
<th>Energy Output (pulses)</th>
<th>Pulse Length</th>
<th>Price</th>
<th>Accessories</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aerolase</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>Up to 1400 mJ</td>
<td>300 μs</td>
<td>Contact mfr.</td>
<td>No per treatment consumables and no skin contact by handpiece. No service contracts. Portable (22 lbs). No laser accessories, training and marketing package included.</td>
</tr>
<tr>
<td>Aesthetics Biomedical</td>
<td>The Viva Repep</td>
<td>Microneedling with RF</td>
<td>1 MHz and 2 MHz</td>
<td>70 W</td>
<td>100 – 800 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Alma Lasers, Ltd.</td>
<td>Harmony XL Pro Platform</td>
<td>Pulsed UV Light / AFT Pulsed Light / IN-Motion</td>
<td>532 nm, 660 nm, 685 nm</td>
<td>300 μs</td>
<td>Contact mfr.</td>
<td>Pulsed: contact cooled version or non-cooled module; AFT: IN-Motion AFT contact cooled version or non-cooled module options. Pulsed NRP: ST module with large 4.0 × 18 mm spot. Aesthetics: 5 mm and 8 mm spots. GS Nd:YAG: 3 mm and 5 mm spots. ND:YAG: 2 mm, 6 mm and 10 mm spots with contact counter. 1000 μm. 2 mm tips. Pixel 2940. Pixel tips are 11 mm² with 1 x 7, 7 x 7 and 9 x 9 arrays. Erbium tips are 1.0 mm and 4 mm, ClearLift Q5: 3 mm tip.</td>
</tr>
<tr>
<td></td>
<td>Pixel CO2</td>
<td>Fractional CO2 System</td>
<td>10,600 nm</td>
<td>Up to 70 W</td>
<td>Contact mfr.</td>
<td>Pulsed tip: 11 mm² with 1 x 7, 7 x 7 and 9 x 9 arrays, surgical handpieces, 50 mm and 100 mm.</td>
</tr>
<tr>
<td></td>
<td>VShape</td>
<td>Fractional CO2 System</td>
<td>10,600 nm</td>
<td>Up to 80 W</td>
<td>Contact mfr.</td>
<td>20 mm, Roll-Top tip, 12 mm stationary tip.</td>
</tr>
<tr>
<td></td>
<td>EXELIS</td>
<td>Ex:YAG</td>
<td>10,600 nm</td>
<td>Up to 25 J</td>
<td>Contact mfr.</td>
<td>Variable: 1 - 6 mm; 7 x 7 fractional handpiece.</td>
</tr>
<tr>
<td></td>
<td>BURANE</td>
<td>Ruby Q-Switched</td>
<td>694 nm</td>
<td>Up to 25 W</td>
<td>Contact mfr.</td>
<td>Dual wavelength device for resurfacing of vascular and pigmented lesions, tattoo removal and fractional skin resurfacing. 2 - 15 mm spot size.</td>
</tr>
<tr>
<td></td>
<td>Picosearch</td>
<td>Ruby Q-Switched</td>
<td>694 nm</td>
<td>Up to 25 W</td>
<td>Contact mfr.</td>
<td>Dual wavelength device for resurfacing of vascular and pigmented lesions, tattoo removal and fractional skin resurfacing. 2 - 15 mm spot size.</td>
</tr>
<tr>
<td></td>
<td>AlmaQ</td>
<td>Triplet Modality</td>
<td>10,600 nm</td>
<td>Up to 30 J</td>
<td>Contact mfr.</td>
<td>Pigmented and vascular lesions, tattoo removal, skin resurfacing, tattoo repair, fractional resurfacing with pixel handpiece.</td>
</tr>
<tr>
<td>Cutera</td>
<td>Xeo Pearl</td>
<td>YSGG</td>
<td>2040 nm</td>
<td>Up to 3.5 J/cm²</td>
<td>Contact mfr.</td>
<td>Metal tube; scanner type, scan size 2 x 2 mm to 20 x 20 mm, beam size: 70 μm - 200 μm. Max. spot quantity: 40,000.</td>
</tr>
<tr>
<td></td>
<td>Xeo Pearl Fractional</td>
<td>YSGG</td>
<td>2040 nm</td>
<td>Up to 1200 μs</td>
<td>Contact mfr.</td>
<td>Metal tube; scanner type, scan size 2 x 2 mm to 20 x 20 mm, beam size: 70 μm - 200 μm. Max. spot quantity: 40,000.</td>
</tr>
<tr>
<td>Fotona</td>
<td>SP Dynamics</td>
<td>Ne:YAG / Er:YAG</td>
<td>2940 nm</td>
<td>Up to 50 J</td>
<td>Contact mfr.</td>
<td>F-Runner: fractional Er:YAG scanner; 250 μm spot size, 150 μm² laser handpiece: 0.25 - 12 mm spot sizes.</td>
</tr>
<tr>
<td></td>
<td>XS Dynamics</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>Up to 50 J</td>
<td>Contact mfr.</td>
<td>Same as above.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Ne:YAG / Q-switch Pico / Nano</td>
<td>2940 nm</td>
<td>Up to 50 J</td>
<td>Contact mfr.</td>
<td>R20, R29, R36, R38, R60, FS20, FS20A, FS200, FS60, up to 20 mm spot size.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Ne:YAG / Q-switch Pico / Nano</td>
<td>2940 nm</td>
<td>Up to 50 J</td>
<td>Contact mfr.</td>
<td>Same as above.</td>
</tr>
<tr>
<td>Hironic Co. Ltd.</td>
<td>MIXEL</td>
<td>CO2 Fractional</td>
<td>10,600 nm</td>
<td>Up to 50 J</td>
<td>Contact mfr.</td>
<td>Metal tube; scanner type, scan size 2 x 2 mm to 20 x 20 mm, beam size: 70 μm - 200 μm. Max. spot quantity: 40,000.</td>
</tr>
<tr>
<td>InMode</td>
<td>Fractora</td>
<td>Fractional RF</td>
<td>N/A</td>
<td>Up to 82 μJ/pen</td>
<td>Contact mfr.</td>
<td>Variable pin configurations and T5 depths allow for a Designer Dermal approach to treatment. Safe on ethnic skin. No pulse counter limitations.</td>
</tr>
<tr>
<td></td>
<td>Mophneus</td>
<td>RF</td>
<td>N/A</td>
<td>Up to 2 pps</td>
<td>Contact mfr.</td>
<td>New concept of combining microneedling with an bipolar RF mechanism in the subdermal plane resulting in subdermal adipose tissue remodeling with lasting lasting skin contraction.</td>
</tr>
<tr>
<td>Lasering USA</td>
<td>SUM E30 Minto SK</td>
<td>CO2</td>
<td>10,600 nm</td>
<td>0.5 – 30 W</td>
<td>Contact mfr.</td>
<td>Patented chopped CW fractional scanner system; 20 x 20 mm, 180 and 300 micron scanning handpieces, full range of cutting handpieces, micromanipulator and BVA handpiece for vaginal rejuvenation. No disposables. Same as above.</td>
</tr>
<tr>
<td></td>
<td>SUM EVOLUTION II Minto PRO</td>
<td>CO2</td>
<td>10,600 nm</td>
<td>0.5 – 30 W</td>
<td>Contact mfr.</td>
<td>Patented chopped CW fractional scanner system; 20 x 20 mm, 180 and 300 micron scanning handpieces, full range of cutting handpieces, micromanipulator and BVA handpiece for vaginal rejuvenation. No disposables. Same as above.</td>
</tr>
<tr>
<td>Lumenis</td>
<td>UltraPulse (with ActiveFX, DeepFX, TotalFX and SCAR FX)</td>
<td>Fractional and Full Ablation CO2</td>
<td>10,600 nm</td>
<td>Proprietary, unique UltraPulse technology; up to 255 μJ per single pulse (auto pulse duration); Arg: power upgrade up to 50 W, peak power upgrade up to 240 W</td>
<td>Contact mfr.</td>
<td>Two scanners: CoolScan (CPG) delivers UltraPulse telecentric, collimated scanning with 2.0 mm spot size. DeepFX microbeam delivers energy with 0.12 mm spot size, up to 4 mm penetration depth. Collimated single spot energy delivery and focused incisional handpieces. SCAR FX fractional module delivers 150 mJ per pulse, deep treatment up to 4 mm in a single pulse and optimal ablation/correlation ratio. 34 FDA cleared aesthetic indications.</td>
</tr>
</tbody>
</table>

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## Fractional Technologies Comparison Chart

<table>
<thead>
<tr>
<th>Supplier Product Name</th>
<th>Device Type</th>
<th>Wavelength (nm)</th>
<th>Energy Output (joules)</th>
<th>Pulse Length</th>
<th>Price</th>
<th>Accessories</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Lumenis - continued</strong></td>
<td>AcuPulse MultiModes</td>
<td>Fractional CO₂</td>
<td>10,000 nm</td>
<td>Average power up to 40 W, peak power up to 200 W</td>
<td>SuperPulse pulses: less than 0.3 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>M22 ResuRX</td>
<td>1565 nm Er:YAG Fiber Laser</td>
<td>1565 nm</td>
<td>10 – 70 mJ per micro-beam</td>
<td>N/A</td>
<td>N/A</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td><strong>Lutronic</strong></td>
<td>eCO₂</td>
<td>CO₂ Fractional Laser</td>
<td>10,000 nm</td>
<td>Up to 240 mJ</td>
<td>UltraPulse: 40 – 1,000 μs; SuperPulse: 1 – 5 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>INFINI</td>
<td>Bipolar Fractional RF</td>
<td>N/A</td>
<td>60 W</td>
<td>N/A</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Mosaic HP LaserMD</td>
<td>ErGlass / Thulium Laser</td>
<td>1550 nm</td>
<td>1 – 20 mJ</td>
<td>N/A</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Pool / Nanosecond Dual Pulse Width Laser</td>
<td>1564 nm, 0.2 λm, 566 nm</td>
<td>1 – 20 mJ</td>
<td>N/A</td>
<td>N/A</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td><strong>Quanta System</strong></td>
<td>Discovery Pico Start</td>
<td>Picosecond FD Nd:YAG / Picosecond Nd:YAG</td>
<td>532 nm / 1064 nm</td>
<td>0.3 J/ps, 0.6 J (ps), 2 J/μs</td>
<td>400 ps / 450 ps; 250 μs</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Discovery Pico / Discovery Pico Plus</td>
<td>Picosecond FD Nd:YAG / Picosecond Nd:YAG</td>
<td>532 nm / 1064 nm</td>
<td>0.3 J/ps, 0.4 J (ps), 0.8 J/ps/mg, 2 J/μs</td>
<td>400 ps; 6 ns; 12 ns; 24 ps</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Youlaser CO₂</td>
<td>CO₂</td>
<td>10,600 nm</td>
<td>Up to 60 mJ</td>
<td>0.25 – 20 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Twain 2940</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>Up to 10 J/cm² (non microbeam mode)</td>
<td>0.3 – 1 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Quanta Forte</td>
<td>Multi-Application Platform: Er:YAG</td>
<td>2940 nm</td>
<td>Up to 0.5 J/cm² (non microbeam mode)</td>
<td>1 – 1.5 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td><strong>Rohrer Aesthetics, LLC</strong></td>
<td>Phoenix CO₂ Laser</td>
<td>CO₂</td>
<td>10,000 nm</td>
<td>Adjustable up to 200 mJ/pulse</td>
<td>Adjustable up to 200 mJ/pulse</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td><strong>Solta Medical, a division of Bausch Health Companies</strong></td>
<td>Freezé DUAL 1590/1927 Laser System</td>
<td>Fractional Laser with Zimmer Cryo 6 Skin Cooling System</td>
<td>1550 nm / 1927 nm</td>
<td>Up to 70 mJ/MMT (150 mm / 250 mJ/MMT)</td>
<td>N/A</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Freezé repair Laser System</td>
<td>Fractional Laser</td>
<td>10,600 nm</td>
<td>Up to 70 mJ/MMT (150 mm / 250 mJ/MMT)</td>
<td>N/A</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td><strong>Syneron</strong></td>
<td>Profound</td>
<td>Bipolar RF / 600 kHz</td>
<td>N/A</td>
<td>Max. output voltage – 44 W/mm²</td>
<td>N/A</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>eMatrix Sublative Rejuvenation plus Sublative Applicator</td>
<td>Fractional Bipolar RF</td>
<td>N/A</td>
<td>Up to 62 mJ/mm²</td>
<td>N/A</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>eMatrix Sublative Applicator</td>
<td>Multi-Application Platform: Optical Energy (RF) / Fractional RF (plus)</td>
<td>N/A</td>
<td>RF: up to 100 mJ/mm²</td>
<td>N/A</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>CO₂ RE:</td>
<td>CO₂ Resurfacing System</td>
<td>10,600 nm</td>
<td>Up to 98 J/cm²</td>
<td>20 – 3,000 μs</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>PicoWay Resolve</td>
<td>Picosecond Laser with 10.1 Uniform Microbeams</td>
<td>532 nm / 1064 nm</td>
<td>Up to 1.5 mJ/μm² / pulse / up to 3.0 mJ/μm²</td>
<td>375 ps / 450 ps</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td><strong>WonTech Co., Ltd.</strong></td>
<td>PICOJET</td>
<td>Picosecond Nd:YAG</td>
<td>1064 nm / 532 nm</td>
<td>600 mJ / 530 mJ</td>
<td>370 ps / 450 ps</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>LVSLine</td>
<td>Thulium Fractional Laser</td>
<td>1927 nm</td>
<td>10 W</td>
<td>0.1 – 10 ms</td>
<td>Contact mfr.</td>
</tr>
</tbody>
</table>

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## Skin Rejuvenation Comparison Chart

<table>
<thead>
<tr>
<th>Supplier Product Name</th>
<th>Device Type</th>
<th>Wavelength (nm)</th>
<th>Energy Output (Joules)</th>
<th>Pulse Length</th>
<th>Price</th>
<th>Accessories</th>
</tr>
</thead>
<tbody>
<tr>
<td>AeroEase</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Neo</td>
<td>Nd:YAG</td>
<td>1064 nm</td>
<td>Up to 1272 J/cm²</td>
<td>990 µs - 1.5 ms</td>
<td>Contact mfr.</td>
<td>30+ applications with single handpiece. No pain / no anesthesia needed. No consumables and no skin contact by handpiece. No maintenance. Portable (25 lbs). All laser accessories, training and marketing package included.</td>
</tr>
<tr>
<td>Era</td>
<td>Er:YAG</td>
<td>2040 nm</td>
<td>Up to 1400 mJ</td>
<td>900 µs</td>
<td>Contact mfr.</td>
<td>No per treatment consumables and no skin contact by handpiece. No service contracts. Portable (22 lbs). All laser accessories, training and marketing package included.</td>
</tr>
<tr>
<td>Aima Lasers, Ltd.</td>
<td>Microneedling with RF</td>
<td>1 MHz and 2 MHz</td>
<td>70 W</td>
<td>190 - 800 ms</td>
<td>Contact mfr.</td>
<td>Contact cooled version or non-cooled module options.</td>
</tr>
<tr>
<td>Harmony XL Pico</td>
<td>AFT Pulsed Light</td>
<td>535 - 660 nm</td>
<td>50 J/cm²</td>
<td>10, 12, 16 ms</td>
<td>Contact mfr.</td>
<td>2 mm, 6 mm and 10 mm tips with contact cooling.</td>
</tr>
<tr>
<td></td>
<td>Nd:YAG</td>
<td>1064 nm</td>
<td>50 - 450 J/cm²</td>
<td>10, 15, 45, 60 ms</td>
<td>Contact mfr.</td>
<td>5 mm and 8 mm tips.</td>
</tr>
<tr>
<td></td>
<td>ClearLift Q-Switched / Nd:YAG</td>
<td>1064 nm</td>
<td>Up to 1200 J/cm²</td>
<td>20 ns</td>
<td>Contact mfr.</td>
<td>Dual wavelength device featuring both pico and nano modes for tattoo removal, skin resurfacing, vascular and pigmented lesions. 2 mm - 16 mm spot size. Coming soon: Q-switched technology for even better results.</td>
</tr>
<tr>
<td></td>
<td>ClearLift Q-Switched / Nd:YAG</td>
<td>1064 nm</td>
<td>Up to 1200 J/cm²</td>
<td>20 ns</td>
<td>Contact mfr.</td>
<td>Dual wavelength device featuring both pico and nano modes for tattoo removal, skin resurfacing, vascular and pigmented lesions. 2 mm - 16 mm spot size. Coming soon: Q-switched technology for even better results.</td>
</tr>
<tr>
<td></td>
<td>Dye-4-Light Pulsed Light</td>
<td>510 - 600 nm</td>
<td>0.5 - 25 J/cm²</td>
<td>5, 10, 25 ms</td>
<td>Contact mfr.</td>
<td>Dual wavelength device featuring both pico and nano modes for tattoo removal, skin resurfacing, vascular and pigmented lesions. 2 mm - 16 mm spot size. Coming soon: Q-switched technology for even better results.</td>
</tr>
<tr>
<td></td>
<td>Alexandrite</td>
<td>765 nm</td>
<td>2 - 12 J/cm²</td>
<td>3 ms</td>
<td>Contact mfr.</td>
<td>Dual wavelength device featuring both pico and nano modes for tattoo removal, skin resurfacing, vascular and pigmented lesions. 2 mm - 16 mm spot size. Coming soon: Q-switched technology for even better results.</td>
</tr>
<tr>
<td></td>
<td>Ruby Q-Switched</td>
<td>594 nm</td>
<td>2 - 14 J/cm²</td>
<td>29 ns</td>
<td>Contact mfr.</td>
<td>Dual wavelength device featuring both pico and nano modes for tattoo removal, skin resurfacing, vascular and pigmented lesions. 2 mm - 16 mm spot size. Coming soon: Q-switched technology for even better results.</td>
</tr>
<tr>
<td>Picoclear</td>
<td>Q-Switched Nd:YAG</td>
<td>1064 nm, 532 nm</td>
<td>290 mJ - 1 J</td>
<td>900 ps - 2 ns</td>
<td>Contact mfr.</td>
<td>Dual wavelength device featuring both pico and nano modes for tattoo removal, skin resurfacing, vascular and pigmented lesions. 2 mm - 16 mm spot size. Coming soon: Q-switched technology for even better results.</td>
</tr>
<tr>
<td>EXCIMER 308</td>
<td>EXCIMER Laser</td>
<td>308 nm</td>
<td>50 - 60 J/cm²</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td>Focus, Er:YAG, ND:YAG (with depth control), Collimated, Spectrum-Y (585 nm) and Spectrum-R (550 nm). Pigmented and vascular lesions, tattoo removal, skin resurfacing; fractional resurfacing with pixel handpiece.</td>
</tr>
<tr>
<td>Alma-Q</td>
<td>Triple Mode Nd:YAG Laser Q-Switched</td>
<td>1064 nm</td>
<td>Up to 30 J/cm²</td>
<td>4 ms - 60 ms</td>
<td>Contact mfr.</td>
<td>Optional IPL handpieces.</td>
</tr>
<tr>
<td>Cutera</td>
<td>exa</td>
<td>Laser</td>
<td>1064 nm</td>
<td>Up to 300 J/cm²</td>
<td>Contact mfr.</td>
<td>F-Runner, fractional Er:YAG scanner: 250 µm spot size, 16 mm² Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 mm² Tx area. S-11: ND:YAG scanner: 42 mm² Tx area. Er:YAG handpieces: 0.15 - 12 mm spot sizes; ND:YAG handpieces: 2 - 20 mm spot sizes.</td>
</tr>
<tr>
<td></td>
<td>excel X</td>
<td>Laser</td>
<td>532 nm, 1064 nm</td>
<td>Up to 300 J/cm²</td>
<td>Contact mfr.</td>
<td>F-Runner, fractional Er:YAG scanner: 250 µm spot size, 16 mm² Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 mm² Tx area. S-11: ND:YAG scanner: 42 mm² Tx area. Er:YAG handpieces: 0.15 - 12 mm spot sizes; ND:YAG handpieces: 2 - 20 mm spot sizes.</td>
</tr>
<tr>
<td>Fotonics</td>
<td>SP Dynamic</td>
<td>Nd:YAG / Er:YAG</td>
<td>1064 nm / 2940 nm</td>
<td>Up to 900 J/cm²</td>
<td>Contact mfr.</td>
<td>Handpieces: 2 - 8 mm spot sizes.</td>
</tr>
<tr>
<td></td>
<td>XS Dynamic</td>
<td>Er:YAG</td>
<td>2040 nm</td>
<td>Up to 500 J/cm²</td>
<td>Contact mfr.</td>
<td>F-Runner, fractional Er:YAG scanner: 250 µm spot size, 16 mm² Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 mm² Tx area. S-11: ND:YAG scanner: 42 mm² Tx area. Er:YAG handpieces: 0.15 - 12 mm spot sizes; ND:YAG handpieces: 2 - 20 mm spot sizes.</td>
</tr>
<tr>
<td></td>
<td>XP MAX</td>
<td>Nd:YAG</td>
<td>1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>Contact mfr.</td>
<td>Same as above.</td>
</tr>
<tr>
<td></td>
<td>QX MAX</td>
<td>Nd:YAG Q-Switched / Long Pulse</td>
<td>1064 nm, 532 nm, 585 nm, 650 nm</td>
<td>Up to 160 J/cm²</td>
<td>Contact mfr.</td>
<td>Same as above.</td>
</tr>
<tr>
<td></td>
<td>SP Spectra</td>
<td>Nd:YAG / Er:YAG</td>
<td>1064 nm / 2940 nm</td>
<td>Up to 600 J/cm²</td>
<td>Contact mfr.</td>
<td>Same as above.</td>
</tr>
<tr>
<td></td>
<td>XP Spectra</td>
<td>Nd:YAG / Long Pulse</td>
<td>1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>Contact mfr.</td>
<td>Same as above.</td>
</tr>
<tr>
<td></td>
<td>XP Dynamics</td>
<td>Nd:YAG / Long Pulse</td>
<td>1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>Contact mfr.</td>
<td>Same as above.</td>
</tr>
<tr>
<td></td>
<td>StarWalker MaQX</td>
<td>Nd:YAG Q-Switched Pico Nano</td>
<td>523 nm, 585 nm, 650 nm</td>
<td>Up to 300 J/cm²</td>
<td>Contact mfr.</td>
<td>R28, R38, R58, R60, R65, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.</td>
</tr>
<tr>
<td>Hionic Co., Ltd.</td>
<td>New M2DA3</td>
<td>RF / IR</td>
<td>Bipolar (RF: 1 MHz / IR: 700 - 20,000 MHz), monopolar (RF: 0.5 - 10 MHz)</td>
<td>100 W / 75 W</td>
<td>Contact mfr.</td>
<td>No consumables; real-time cooling system (up to -5°C).</td>
</tr>
<tr>
<td></td>
<td>MIXEL</td>
<td>CO2 Fractional</td>
<td>10,000 nm</td>
<td>60 mJ</td>
<td>Contact mfr.</td>
<td>No consumables; real-time cooling system (up to -5°C).</td>
</tr>
<tr>
<td></td>
<td>DOUBLE-S</td>
<td>High Intensity Focused Ultrasound</td>
<td>N/A</td>
<td>0.2 - 2 J/cm²</td>
<td>N/A</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>MIRACLE-RA</td>
<td>Blue Light, Vacuum, IPL</td>
<td>400 - 1200 nm</td>
<td>2 - 11 J/cm²</td>
<td>3 - 27 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Doublo Gold</td>
<td>High Intensity Focused Ultrasound</td>
<td>N/A</td>
<td>0.2 - 2 J/cm²</td>
<td>N/A</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Q-Fit</td>
<td>Q-Switched Nd:YAG</td>
<td>1064 nm</td>
<td>1.8 J / 0.5 J</td>
<td>5 - 10 ns</td>
<td>Contact mfr.</td>
</tr>
</tbody>
</table>

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<table>
<thead>
<tr>
<th>Supplier Product Name</th>
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<th>Energy Output (J/cm²)</th>
<th>Pulse Length</th>
<th>Price</th>
<th>Accessories</th>
</tr>
</thead>
<tbody>
<tr>
<td>InMode</td>
<td>Spectrum Shifted IFL</td>
<td>615 – 1200 nm, 580 – 1230 nm</td>
<td>10 – 30 J/cm²</td>
<td>5 – 30 ms</td>
<td>Contact mfg</td>
<td>Delivers 40% of total energy between 500 - 600 nm. Provides a photofacial in one to three treatments. Powerful peak power. 3,000 W/cm². No consumables.</td>
</tr>
<tr>
<td>Forma/Optimas Workstation</td>
<td>Bipolar RF</td>
<td>N/A</td>
<td>Up to 65 W</td>
<td>N/A</td>
<td>Contact mfg</td>
<td>Non-invasive subdermal heating for collagen remodeling and contraction. RF current flows uniformly between the electrodes for a comfortable and safe Tx. ACG technology features built-in temperature controls to attain clinically proven optimal epidermal temperature and exclusive capability for prolonged exposure at therapeutic temperatures.</td>
</tr>
<tr>
<td>Fraxel/Opus Workstation</td>
<td>Fraxional RF</td>
<td>N/A</td>
<td>Up to 62 mJ/pulse</td>
<td>Up to 2 pps</td>
<td>Contact mfg</td>
<td>Variable pin configurations and TX depths allow for a Designer Dermis approach to treatment. Safe on ethnic skin. No pulse counter limitations.</td>
</tr>
<tr>
<td>FaceTite and Morphelan / EmbryonicRF Workstation</td>
<td>RF</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>Contact mfg</td>
<td>Subdermal adipose tissue remodeling targets skin laxity through subdermal RF and underlying fat coagulation. Bridging the treatment gap between non-invasive and surgical, EmbryonoRF is perfect for patients who are not candidates for a face-lift, but want dramatic results without the downtime.</td>
</tr>
<tr>
<td>Lesering USA</td>
<td>SLIM E30 Mxto SX</td>
<td>CO₂</td>
<td>10,600 nm</td>
<td>0.6 – 30 W</td>
<td>2.5 – 16 ms</td>
<td>Contact mfg</td>
</tr>
<tr>
<td></td>
<td>SLIM EVOLUTION II Mxto Pro</td>
<td>CO₂</td>
<td>10,600 nm</td>
<td>0.6 – 30 W</td>
<td>2.5 – 16 ms</td>
<td>Contact mfg</td>
</tr>
<tr>
<td></td>
<td>Velore S5 Mxto VX</td>
<td>LBO Diode</td>
<td>532 nm</td>
<td>0.1 – 5 W</td>
<td>10 – 1,000 ms</td>
<td>Contact mfg</td>
</tr>
<tr>
<td>Lumenis</td>
<td>M22</td>
<td>Multi-Application, Multi-Technology Modular Platform</td>
<td>IPL: 615 – 1200 nm / Nd:YAG: 1064 nm</td>
<td>10 – 90 J/cm² / 20 – 225 J/cm²</td>
<td>4 – 20 ms / 2 – 20 ms</td>
<td>Contact mfg</td>
</tr>
<tr>
<td></td>
<td>M22 ResurfX</td>
<td>1565 nm Erbium Fiber Laser</td>
<td>1565 nm</td>
<td>10 – 70 J per microbeam</td>
<td>N/A</td>
<td>Contact mfg</td>
</tr>
<tr>
<td></td>
<td>M22 Q-Switched Nd:YAG</td>
<td>Q-Switched Nd:YAG</td>
<td>N/A</td>
<td>1.6 – 14 J/cm²</td>
<td>6 – 8 ms</td>
<td>Contact mfg</td>
</tr>
<tr>
<td>Ultrapulse</td>
<td>Fractional and Full Ablative CO₂</td>
<td>10,600 nm</td>
<td>Proprietary: unique UltraPulse technology. Up to 225 mJ per single pulse (short pulse duration), Avg. power up to 60 W, peak power up to 450 W</td>
<td>Unique 225 mJ in less than 2 ms</td>
<td>Contact mfg</td>
<td>Two scanners: CoolBeam (CBG) delivers UltraPulse telomeric, collimated scanning with 1.3 mm spot size; DeepFX micro-scar scanner delivers energy with 0.12 mm spot size, up to 4 mm penetration depth. Collimated single spot energy delivery and focused incisional handpieces. SCAAR fractional mode delivers 150 mJ per pulse, deep treatment up to 4 mm in a single pulse and optimal ablation/consolation ratio. 34 FDA cleared aesthetic indications.</td>
</tr>
<tr>
<td></td>
<td>AcuPulse MultiMode</td>
<td>Fractional and Full Ablative CO₂</td>
<td>10,600 nm</td>
<td>Average power up to 40 J; peak power up to 200 W</td>
<td>SuperPulse pulses less than 0.3 ms</td>
<td>Contact mfg</td>
</tr>
<tr>
<td>Mavalli Engineering Italia s.p.a.</td>
<td>Pulse II</td>
<td>IPL: 560 – 960 nm</td>
<td>Up to 30 J/cm²</td>
<td>14 – 35 ms</td>
<td>Contact mfg</td>
<td></td>
</tr>
<tr>
<td>Quantis System</td>
<td>Discovery Pico Start</td>
<td>PicoSecond FD Nd:YAG / PicoSecond Nd:YAG</td>
<td>532 nm / 1064 nm</td>
<td>0.3 J (ps) / 0.6 J (ps); 2 J (ps)</td>
<td>400 ps / 450 ps / 250 ps</td>
<td>Contact mfg</td>
</tr>
<tr>
<td>Discovery Pico Plus</td>
<td>Discovery Pico Plus</td>
<td>PicoSecond FD Nd:YAG / PicoSecond Nd:YAG Ruby Q-Switched (only for Discovery Pico Plus)</td>
<td>532 nm / 1064 nm / 694 nm</td>
<td>0.3 J (ps); 0.4 J (ps); 0.8 J (ps); 1 J (ps); 1.2 J (ps); 2 J (ps)</td>
<td>400 ps; 6 ns; 12 ns / 450 ps; 6 ns; 12 ns; 250 ps / 30 ns; 2 ns</td>
<td>Contact mfg</td>
</tr>
</tbody>
</table>

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<th>Price</th>
<th>Accessories</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Quanta System - continued</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q-Plus - EVO Series</td>
<td>Multi-Application Platform: Q-Switched Nd:YAG / Q-Switched Pulsed Nd:YAG</td>
<td>1064 nm / 532 nm / 532 nm (optional) / 755 nm</td>
<td>Up to 37.5 J/cm² (max. 30.0 J/cm²)</td>
<td>8 ns; 12 ns; 250 μs</td>
<td>Rep repeaters for up to 10 Hz; 20 Hz; and 40 Hz; dual handle; square and round flat-top spots; Spot sizes for macro and microcrystalline modes; 5.45, 6, 7.5, 9, 10.5 mm round; Flat square; Pulsed recurrent modes with contact cooling or Skin Cryo air adaption; Rep rates up to 15 Hz; Spot sizes available between 8-16 mm; Rep rates up to 12 Hz; Rep rates up to 10 Hz; Rep rates up to 8 Hz; Rep rates up to 6 Hz.</td>
<td></td>
</tr>
<tr>
<td>Light - EVO Series</td>
<td>Multi-Application Platform: Pulsed Alexandrite / Pulsed Nd:YAG / Pulsed Nanolase / Pulsed Alexandrite (optional)</td>
<td>532 nm / 1064 nm / 1230 nm (optional)</td>
<td>Up to 60 J/cm²</td>
<td>0.3 - 300 ms / 2 - 26 ms / 0.3 - 300 ms / 2 - 10 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Thunder Series</td>
<td>Pulsed Alexandrite / Pulsed Nd:YAG</td>
<td>755 nm / 1064 nm</td>
<td>Up to 60 J/cm²</td>
<td>0.3 - 300 ms / 0.3 - 300 ms / 0.3 - 300 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Twain IPL</td>
<td>Pulsed Light</td>
<td>570 nm - 1200 nm / 550 nm - 1200 nm</td>
<td>Up to 25 J/cm²</td>
<td>5 - 40 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Twain 2940</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>Up to 10 J/cm²</td>
<td>0.3 - 1 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td><strong>Quantum Forte</strong></td>
<td>Multi-Application Platform: IPL / Er:YAG / Diode 808</td>
<td>HRL365: 630 nm / 806 nm / 900 nm / RPL1: 532 nm / 535 nm / 590 nm / ACAT1: 415 nm / 450 nm / ER:YAG: 2940 nm / Diode 808: 808 nm</td>
<td>Up to 25 J/cm²</td>
<td>10 - 100 ms / 10 - 100 ms / 10 - 100 ms / 10 - 100 ms / 1 - 1 ms / 1 - 2 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td><strong>Rohrer Aesthetics, LLC</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Phoenix CO2 Laser</td>
<td>CO₂</td>
<td>10.600 nm</td>
<td>Adjustable up to 200 µJ / 200 µJ</td>
<td>Adjustable up to 200 µJ</td>
<td>$34,995</td>
<td>Infrared handpiece and ergonomic microsurgical zone scanner. Retractor features a unique scanning technology to customize treatment for individual patients. 30 mm x 50 mm pattern is used on both hands in under 2 minutes. Can also be used to improve vaginal health.</td>
</tr>
<tr>
<td>Spectrum</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>1000 µJ</td>
<td>300 ms</td>
<td>$34,955 (fully loaded) $39,995 (with single handpiece)</td>
<td></td>
</tr>
<tr>
<td><strong>Solta Medical, a division of Bausch Health Companies</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Fraxel repair SST</td>
<td>CO₂ Laser</td>
<td>10.600 nm</td>
<td>Up to 20 mJ / 20 mJ / 20 mJ / 20 mJ</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Fraxel DUAL 1550 / 1927</td>
<td>Er:YAG / Er:YAG</td>
<td>1550 nm / 1927 nm</td>
<td>Up to 40 mJ / 40 mJ / 40 mJ / 40 mJ</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Fraxel 1550</td>
<td>Er:YAG / Er:YAG</td>
<td>1550 nm</td>
<td>Up to 40 mJ / 40 mJ / 40 mJ / 40 mJ</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>ClearBrilliant</td>
<td>Diode Laser</td>
<td>1440 nm</td>
<td>Up to 4 mJ / 4 mJ / 4 mJ / 4 mJ</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>ClearBrilliant Perma+ Thermage FLX™ / Thermage CPT</td>
<td>Fractional Diode Laser</td>
<td>1927 nm</td>
<td>N/A</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td><strong>WonTech Co., Ltd.</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PICOcare</td>
<td>Pico-second Nd:YAG</td>
<td>1064 nm / 532 nm</td>
<td>600 mJ / 300 mJ</td>
<td>450 ps</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>PASTELL</td>
<td>Q-Switched Nd:YAG/Laser</td>
<td>532 mm, 1064 nm</td>
<td>532 mm, 1064 nm, 1200 nm, 1064 nm PTP Mode / PowerMode: 1000 W / Gemini Mode: 1000 W</td>
<td>4 - 48 ns (520 mode) / 4 - 48 ns (Gemini mode)</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>COSENT System</td>
<td>Long Pulsed Nd:YAG/Laser</td>
<td>1064 nm, 1310 nm</td>
<td>50 J (1064 nm), 15 J (1310 nm)</td>
<td>0.3 - 1 ms (short) / 0.3 - 50 ms (long)</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>UltraSkin II</td>
<td>HIFU</td>
<td>N/A</td>
<td>3.0 J/cm²</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>VSTAR</td>
<td>Long-Pulsed KTP / Nd:YAG Laser</td>
<td>532 nm / 1064 nm</td>
<td>1 J / 0.5 J</td>
<td>1.4 - 40 J / 1.4 - 40 J</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Sandro Dual</td>
<td>Long-Pulsed Nd:YAG / Pulsed Nd:YAG</td>
<td>755 nm / 1064 nm / Hybrid mode (755 nm / 1064 nm)</td>
<td>50 J / 80 J / 60 J</td>
<td>0.2 - 300 ms / 0.2 - 300 ms / 0.2 - 300 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
</tbody>
</table>

**Note:** Data subject to change; please refer to Company Directory for supplier contact information. Not all devices are FDA cleared for the application(s) indicated.

<table>
<thead>
<tr>
<th>Supplier Product Name</th>
<th>Device Type</th>
<th>Wavelength (nm)</th>
<th>Energy Output (Joules)</th>
<th>Pulse Length</th>
<th>Price</th>
<th>Accessories</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advalight ADVATx</td>
<td>Diode</td>
<td>589 nm / 1319 nm</td>
<td>Up to 40 J/cm²</td>
<td>Variable</td>
<td>Contact mfr.</td>
<td>Included scanner handpiece and optional foot pedal.</td>
</tr>
<tr>
<td>Aerolase</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Neo</td>
<td>650 nm Nd:YAG</td>
<td>1064 nm</td>
<td>Up to 1272 J/cm²</td>
<td>650 μs – 1.5 ms</td>
<td>Contact mfr.</td>
<td>30+ applications with single handpiece. No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No routine maintenance. Portable (25 lbs.). All laser accessories, training and marketing package included.</td>
</tr>
<tr>
<td>Aima Lasers, Ltd.</td>
<td>Harmony XL Pro</td>
<td>AFT Pulsed Light / Fractional Er:YAG Pixel</td>
<td>420 – 950 nm / 2940 nm / 1320 nm</td>
<td>Up to 25 J/cm² / 300 – 2,500 mJ/pulse / 5 – 40 J/cm²</td>
<td>Contact mfr.</td>
<td>Pixel tips are 11 mm! with 1 x 7, 7 x 7 and 9 x 9 arrays. Er:YAG tips are 1 mm and 4 mm. Nd:YAG: 6 mm tip.</td>
</tr>
<tr>
<td></td>
<td>Pixel CO₂</td>
<td>Fractional CO₂ System</td>
<td></td>
<td>70 W</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>sShape EXELIO™</td>
<td>Pixel RF Fractional CO₂ System</td>
<td></td>
<td>Up to 80 W</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Fotona</td>
<td>SP Dynamis</td>
<td>Nd:YAG / Er:YAG</td>
<td>1064 nm / 2940 nm</td>
<td>Up to 600 J/cm²</td>
<td>Contact mfr.</td>
<td>F-Runner, fractional Er:YAG scanner: 250 μm spot sizes, 168 mm² Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm² Tx area. S-11: Nd:YAG scanner: 42 mm² Tx area. Er:YAG handpieces: 0.25 – 12 mm spot sizes: Nd:YAG handpieces: 2 - 20 mm spot sizes. F-Runner, fractional Er:YAG scanner: 250 μm spot size, 168 mm² Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm² Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes. Handpieces: 2 - 8 mm spot sizes.</td>
</tr>
<tr>
<td></td>
<td>XS Dynamis</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>Up to 500 J/cm²</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>QX MAX</td>
<td>Nd:YAG Q-Switched / Long Pulse</td>
<td>1064 nm, 532 nm, 585 nm, 650 nm</td>
<td>Up to 160 J/cm²</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>SP Spectro</td>
<td>Nd:YAG</td>
<td>1064 nm / 2940 nm</td>
<td>Up to 600 J/cm²</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>XP Spectro</td>
<td>Nd:YAG / Long Pulse</td>
<td>1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>XD Spectro</td>
<td>Nd:YAG / Fractional Er:YAG Pico / Nano</td>
<td></td>
<td></td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Fotona</td>
<td>SP Dynamis</td>
<td>Nd:YAG / Er:YAG</td>
<td>1064 nm / 2940 nm</td>
<td>Up to 600 J/cm²</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Hironic Co., Ltd.</td>
<td>MIRACLEAR A-Fit</td>
<td>Blue Light, Vacuum, IPL, Diode/RF</td>
<td>400 – 1200 nm</td>
<td>2 – 11 J/cm²</td>
<td>Contact mfr.</td>
<td>Small tip: 14.5 x 12.3 mm; normal tip: 26.5 x 14.5 mm.</td>
</tr>
<tr>
<td>InMode</td>
<td>Fractora / Optimas Workstation</td>
<td>Fractional RF</td>
<td></td>
<td>Up to 62 ml/pin</td>
<td>Contact mfr.</td>
<td>Variable pin configurations to treat active and cystic acne. Treats acne scars. Safe on ethnic skin. No pulse counter limitations.</td>
</tr>
<tr>
<td>Quanta System</td>
<td>Discovery Pico Start</td>
<td>Picosecond Nd:YAG</td>
<td>1064 nm</td>
<td>0.6 J (ps); 2 J (μs)</td>
<td>Contact mfr.</td>
<td>Peak power up to 0.8 GW at 532 nm and 1.8 GW at 1064 nm. Exclusive Picolite technology to allow emissions in pico, nano (not for Discovery Pico Start) or microns. OptimeTm is technology for flat-top round, square and fractional spots. Spot sizes available: 3, 4.5, 6, 7.5, 9, 10.5 mm round; 2x2, 3x3, 4x4, 5x5, 7x7 (only for Discovery Pico Start) square; fractional round 8 mm. Q-switched Ruby laser source available only with Discovery Pico Plus. Nd:YAG: F0 532 nm is available for all the Pico lasers.Twain IPL: R28, R29, R585, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.</td>
</tr>
<tr>
<td></td>
<td>Discovery Pico / Discovery Pico Plus</td>
<td>Picosecond Nd:YAG</td>
<td>1064 nm</td>
<td>0.6 J (ps); 2 J (μs)</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Q-Plus – Evo Series</td>
<td>Multi-Application Platform: Q-Switched Nd:YAG / Pulsed Nd:YAG (optional)</td>
<td>1064 nm / 1320 nm (optional)</td>
<td>Up to 37.5 J/cm² (ps); 55 J/cm² (μs) up to 1 J/cm²</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Light - Evo Series</td>
<td>Multi-Application Platform: Pulsed Nd:YAG (optional)</td>
<td>1320 nm (optional)</td>
<td>Up to 35 J/cm²</td>
<td>Contact mfr.</td>
<td>Light - Evo Series models: Light B (pulsed 1064 nm / 1320 nm) [optional]; Light B Star (pulsed 1064 nm / 1320 nm) [optional]; Light B (pulsed 1064 nm / 1320 nm) [optional]; Light C (pulsed 1064 nm / 1320 nm) [optional], Light D (pulsed 1064 nm / 1320 nm) [optional] (250 ms); Light D (pulsed 1064 nm / 1320 nm) [optional] (500 ms).</td>
</tr>
<tr>
<td></td>
<td>Twin IPL</td>
<td>Pulsed Light</td>
<td>400 – 1200 nm</td>
<td>Up to 25 J/cm²</td>
<td>Contact mfr.</td>
<td>Optional handpieces for the Evo Series and Discovery Pico/Pico Plus. Optional skin cooling integrated. Spot sizes: 48x13 mm² or 25x13 mm².</td>
</tr>
<tr>
<td></td>
<td>Twin 2940 (only acne scars)</td>
<td>Pulsed Light</td>
<td>2940 nm</td>
<td>Up to 10 J/cm²</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Quantar Forte</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>Up to 15 J/cm²</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Solta Medical, a division of Bausch Health Companies</td>
<td>IsoJob 2 Acre Therapy</td>
<td>Photopneumatic: Vacuum and Broadband Light</td>
<td>400 – 1200 nm</td>
<td>Up to 60 J/cm²</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Up to 25 ms</td>
<td>Contact mfr.</td>
<td></td>
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<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>WonTech Co., Ltd.</td>
<td>PICOCCARE</td>
<td>Picosecond Nd:YAG</td>
<td>1064 nm / 532 nm</td>
<td>600 mJ / 300 mJ</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Cosjet SR</td>
<td>Long Pulsed Nd:YAG Laser</td>
<td>1064 nm, 1320 nm</td>
<td>50 J (1064 nm), 15 J (1320 nm)</td>
<td>Contact mfr.</td>
<td>Handpiece cooling systems: skin cooling system and sapphire window contact cooling; footswitch spot size from 2 to 10 mm. Spot size: 2, 3, 4, 5, 6, 8, 10, 12 mm; Sapphire window contact cooling.</td>
</tr>
<tr>
<td></td>
<td>V-laser</td>
<td>Long-Pulsed KTP / Nd:YAG Laser</td>
<td>532 nm / 1064 nm</td>
<td>0.9 – 1 ms (short)</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>1 – 100 ms (long)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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<table>
<thead>
<tr>
<th>Supplier Product Name</th>
<th>Device Type</th>
<th>Wavelength (nm)</th>
<th>Energy Output (J/cm²)</th>
<th>Pulse Length</th>
<th>Price</th>
<th>Accessories</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advalight</td>
<td>Diode</td>
<td>589 nm / 1319 nm</td>
<td>Up to 40 J/cm²</td>
<td>Variable</td>
<td>Contact mfr.</td>
<td>Included scanner handpiece and optional foot pedal.</td>
</tr>
<tr>
<td>Aerolase</td>
<td>Neo</td>
<td>1064 nm</td>
<td>Up to 1272 J/cm²</td>
<td>650 µs – 1.5 ms</td>
<td>Contact mfr.</td>
<td>30+ applications with single handpiece. No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No routine maintenance. Portable (25 lbs). All laser accessories, training and marketing package included. No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No services contracts. Portable (25 lbs). All laser accessories, training and marketing package included.</td>
</tr>
<tr>
<td></td>
<td>V650</td>
<td>1064 nm</td>
<td>Up to 1272 J/cm²</td>
<td>650 µs – 1.5 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Alma Lasers, Ltd.</td>
<td>Harmony XL Pro</td>
<td>AFT Pulsed Light / Nd:YAG / ClearLift / Q-Switched / Nd:YAG / Dye-VL / AFT Pulsed Light / Alexandrite Diode</td>
<td>555 - 900 nm / 1004 nm / 1044 nm / 1064 nm / 1308 nm / 660 nm / 755 nm</td>
<td>30 J/cm² / 30 – 450 J/cm² up to 1200 J/cm² up to 39 J/cm² / 1 – 32 J/cm²</td>
<td>10, 12, 15 ms / 10, 15, 25, 30, 60 ms / 20 ns / 5, 10, 25, 35 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>VascuLife</td>
<td>1470 nm</td>
<td>Up to 15 W</td>
<td>10 – 990 ms</td>
<td>Contact mfr.</td>
<td>Unique robotic pullback fiber system: 1470 nm radial erasing diode for complete and accurate treatment of great and small saphenous veins (GVS, SSV).</td>
</tr>
<tr>
<td>Cutera</td>
<td>Excel V</td>
<td>Laser / Limeight</td>
<td>552 nm / 1064 nm / 1084 nm / 1210 nm</td>
<td>Up to 50 W</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>30 J/cm² / 30 J/cm²</td>
<td>Up to 30 J/cm² / 280 J/cm²</td>
<td>10 ms / 60 ms / Automatic</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Fotona</td>
<td>SP Dyanima</td>
<td>Nd:YAG / Er:YAG</td>
<td>1064 nm / 2490 nm</td>
<td>0.1 – 50 ms</td>
<td>Contact mfr.</td>
<td>F-Runner, fractional Er:YAG scanner: 250 µm spot size, 168 mm² Tx area. S-Runner: Er:YAG scanner: 4 mm spot size, 16 cm² Tx area. S-11: Nd:YAG scanner: 42 mm² Tx area. Er:YAG handpieces: 0.25 – 12 mm spot sizes; Nd:YAG handpieces: 2 – 20 mm spot sizes.</td>
</tr>
<tr>
<td></td>
<td>XP-2 Focus</td>
<td>Nd:YAG</td>
<td>1064 nm</td>
<td>0.1 – 50 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>XP MAX</td>
<td>Nd:YAG</td>
<td>2490 nm</td>
<td>0.1 – 50 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>GX MAX</td>
<td>Nd:YAG / Q-Switched / Long Pulse</td>
<td>1604 nm / 650 nm / 550 nm</td>
<td>0.1 – 300 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>SP Spectro</td>
<td>Nd:YAG / Er:YAG</td>
<td>1064 nm / 2490 nm</td>
<td>0.1 – 50 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>XP Spectro</td>
<td>Nd:YAG / Long Pulse</td>
<td>1064 nm</td>
<td>0.1 – 50 ms</td>
<td>Contact mfr.</td>
<td></td>
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<tr>
<td></td>
<td>XS Dynamis</td>
<td>Er:YAG</td>
<td>2490 nm</td>
<td>0.1 – 1.5 ms</td>
<td>Contact mfr.</td>
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</tr>
<tr>
<td></td>
<td>X Focus</td>
<td>Nd:YAG</td>
<td>1064 nm</td>
<td>0.1 – 50 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>StarWalker MlQX</td>
<td>Nd:YAG Q-Switched Pico / Nano</td>
<td>580 nm, 985 nm, 690 nm, 1064 nm</td>
<td>Up to 300 J/cm²</td>
<td>580 ps, 0.6 – 50 ms, 5 ns / Hybrid Pico in Nano, Fractional</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>InMode Aesthetic Solutions</td>
<td>VascuLife</td>
<td>Diode</td>
<td>1064 nm</td>
<td>40 – 300 J/cm²</td>
<td>5 – 100 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Laserizing USA</td>
<td>Vektor 55 MxTo VA</td>
<td>LBO Diode</td>
<td>522 nm</td>
<td>0.1 – 5 W</td>
<td>10 – 1,000 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Vektor 55</td>
<td>LBO Diode</td>
<td>522 nm</td>
<td>0.1 – 5 W</td>
<td>10 – 1,000 ms</td>
<td>Contact mfr.</td>
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<tr>
<td>Newyork</td>
<td>NS-532 Laser System</td>
<td>Solid State Diode Pumped 532 nm Green Light Laser</td>
<td>532 nm</td>
<td>3 or 5 W</td>
<td>0.5 – 2,000 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Quanta System</td>
<td>S90</td>
<td>Solid State Laser</td>
<td>532 nm</td>
<td>Up to 63 J/cm²</td>
<td>0.25 – 8000 ms</td>
<td>Contact mfr.</td>
</tr>
</tbody>
</table>

Note: Data subject to change; please refer to Company Directory for supplier contact information. Not all devices are FDA cleared for the application(s) indicated.
## Vascular Technology Comparison Chart

<table>
<thead>
<tr>
<th>Supplier Product Name</th>
<th>Device Type</th>
<th>Wavelength (nm)</th>
<th>Energy Output (J/cm²)</th>
<th>Pulse Length</th>
<th>Price</th>
<th>Accessories</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Quantia System - continued</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Thunder Series</td>
<td>Multi-Application Platform</td>
<td>Pulsed Nd:YAG</td>
<td>1064 nm</td>
<td>Up to 300 J/cm²</td>
<td>0.3 – 300 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Twin IPL</td>
<td>Pulsed Light</td>
<td>570 – 1200 nm / 550 – 1200 nm</td>
<td>Up to 25 J/cm²</td>
<td>5 – 40 ms (pulses train duration up to 240 ms)</td>
<td></td>
<td>Contact mfr.</td>
</tr>
<tr>
<td><strong>Rohrer Aesthetics, LLC</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Spectrum</td>
<td>YAG Laser</td>
<td>1064 nm</td>
<td>50 J/cm²</td>
<td>Adjustable up to 10 ms</td>
<td>$36,000 (fully loaded)</td>
<td>Multi-platform laser/IPL features: 810 diode, Er:YAG, Q-switched Nd:YAG, long pulsed YAG and IPL. Nd:YAG features adjustable spot size (1.5 mm and 3 mm); built-in contact cooling; safely removes facial and leg veins and small angiomas on the body without bruising.</td>
</tr>
<tr>
<td><strong>WonTech Co., Ltd.</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>COSJET SR</td>
<td>Long Pulsed Nd:YAG Laser</td>
<td>1064 nm, 1320 nm</td>
<td>50 J (1064 nm), 15 J (1320 nm)</td>
<td>0.3 – 1 ms (short) / 1 – 100 ms (long)</td>
<td>Contact mfr.</td>
<td>Handpiece cooling systems: skin cooling system and sapphire window contact cooling; contact spot size from 2 to 16 mm. Spot size: 2, 3, 4, 5, 6, 8, 10, 12 mm; Sapphire window contact cooling. Spot size: 2, 3, 5, 7, 10, 12, 15, 18, 20 mm; Skin Cooling Spray (SCS).</td>
</tr>
<tr>
<td>V-laser</td>
<td>Long-Pulsed KTP / Nd:YAG Laser</td>
<td>532 nm / 1064 nm</td>
<td>1 J / 60 J</td>
<td>40 ms / 100 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Sandro Dual</td>
<td>Long-Pulsed Alexandrite / Nd:YAG Laser</td>
<td>755 nm / 1064 nm / Hybrid mode (755 – 1064 nm, 1064 – 755 nm)</td>
<td>50 J / 80 J / 60 J</td>
<td>0.2 – 300 ms / 0.2 – 300 ms / 5 – 50 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
</tbody>
</table>

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## PRODUCT PROFILES

### Silhouette InstaLift

Silhouette InstaLift® is a breakthrough, facial rejuvenation technology. This minimally invasive procedure immediately lifts the mid-face area and gradually increases volume by regenerating collagen to restore a natural looking shapelessness to the mid-face. This convenient, outpatient procedure can be performed in approximately 45 minutes with minimal downtime and has an excellent safety profile. It offers patients a natural looking outcome with long-lasting results.

Sinclair Pharma: 844-864-5297 or visit Instalift.com

### ThermaG FLX

ThermaG FLX is the newest generation of ThermaG® technologies known for non-invasively reducing the appearance of fine lines and wrinkles on the face, eyes and body, as well as being the only system on the market indicated to treat the eyelids. ThermaG FLX features a new optimized energy delivery algorithm, AccuG™ technology, which offers real-time tuning with each pulse to account for variations in local impedance and deliver consistent energy from one treatment site to the next. The system also features multidirectional vibration in a new ergonomic handpiece to improve patient comfort and enhance user experience. Treatment time is now also 25% faster with a new tip that covers a larger surface area.

Solta Medical, a division of Bausch Health Companies: 510-786-6946 or visit www.solta.com

### Hydroimpact

Hydroimpact is a hydrogen skincare device that instantly produces and directly delivers hydrogen water into the skin. Hydrogen removes free radicals in the skin, which is the fundamental cause of skin aging; helps restore damaged cells; and boosts anti-aging and antioxidant activities. Its patented “Smart Suction” handpiece allows hydrogen water to exfoliate the skin and return back into the nozzle simultaneously, so there is no remaining water on the skin.

AMA/Meditime Co., Ltd.: 909-274-7700 or visit www.meditimeusa.com
<table>
<thead>
<tr>
<th>Supplier Product Name</th>
<th>Device Type</th>
<th>Wavelength (nm)</th>
<th>Energy Output (Joules)</th>
<th>Pulse Length</th>
<th>Price</th>
<th>Accessories</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Aerolase</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Neo</td>
<td>Diode</td>
<td>650 nm Nd:YAG</td>
<td>Up to 1272 J/cm²</td>
<td>650 µs – 1.5 ms</td>
<td>Contact mfr.</td>
<td>30+ applications with single handpiece. No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No active maintenance. Portable (26 lbs.)</td>
</tr>
<tr>
<td><strong>Alma Lasers, Ltd.</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Soprano ICE</td>
<td>CW Diode</td>
<td>1064 nm</td>
<td>Up to 12 J/cm²</td>
<td>10 – 1,350 ms</td>
<td>Contact mfr.</td>
<td>Dual mode: pulse and In-Motion SHR for virtually painless hair removal. Facial tip for hard to reach areas. Contact cooled or non-cooled module options.</td>
</tr>
<tr>
<td>Harmony XL Pro</td>
<td>In-Motion AFT Pulsed Light / Alexandrite / Nd:YAG</td>
<td>810 nm, 850 nm / 755 nm / 1064 nm</td>
<td>Up to 120 J/cm²</td>
<td>1,300 ms</td>
<td>Contact mfr.</td>
<td>6, 8, 10, 12, 14, 16 mm.</td>
</tr>
<tr>
<td>ARCON LEDA</td>
<td>Diode</td>
<td>755 nm</td>
<td>Up to 40 J/cm²</td>
<td>5 – 140 ms</td>
<td>Contact mfr.</td>
<td>6, 8, 10, 12, 14, 16 mm.</td>
</tr>
<tr>
<td>Soprano ICE Platinum</td>
<td>CW Diode</td>
<td>808 nm, 890 nm</td>
<td>Up to 40 J/cm²</td>
<td>5 – 80 ms</td>
<td>Contact mfr.</td>
<td>6, 8, 10, 12, 14, 16 mm.</td>
</tr>
<tr>
<td><strong>Fotona</strong></td>
<td></td>
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</tr>
<tr>
<td>DP Dynamics</td>
<td>Nd:YAG / Er:YAG</td>
<td>1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.1 – 1.6 ms</td>
<td>Contact mfr.</td>
<td>50+ applications with single handpiece. No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No active maintenance. Portable (26 lbs.)</td>
</tr>
<tr>
<td>XP MAX</td>
<td>Nd:YAG / O-Switched / UltraPulse</td>
<td>808 nm, 1064 nm, 522 nm, 585 nm, 650 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.1 – 1.6 ms</td>
<td>Contact mfr.</td>
<td>50+ applications with single handpiece. No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No active maintenance. Portable (26 lbs.)</td>
</tr>
<tr>
<td>StarWalker MaxQX</td>
<td>Nd:YAG O-Switched / Pico / Nario</td>
<td>808 nm, 1064 nm, 522 nm, 585 nm, 650 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.1 – 1.6 ms</td>
<td>Contact mfr.</td>
<td>50+ applications with single handpiece. No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No active maintenance. Portable (26 lbs.)</td>
</tr>
<tr>
<td><strong>InMode</strong></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>DiodeSeal XL / Optima Workstation</td>
<td>Diode</td>
<td>810 nm</td>
<td>40 J/cm² (short) / 80 J/cm² (long)</td>
<td>Single and 1 pps auto repeat</td>
<td>Contact mfr.</td>
<td>Gold standard wavelength with ultra-fast speed / pulse to tissue spot size. No point contact for pulsing. Very powerful due to structural bonding cooling (SPC – pre, parallel, post). No consumables.</td>
</tr>
<tr>
<td><strong>Lumenis</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>LightSaver Dust</td>
<td>Diode</td>
<td>800 nm</td>
<td>45 J/cm² / 12 J/cm²</td>
<td>10 – 100 J/cm²</td>
<td>Contact mfr.</td>
<td>Two spot sizes: 20 x 35 and 9 x 9 mm. Vacuum Assist technology. Advanced ChillTip handpiece.</td>
</tr>
<tr>
<td>LightSaver ET</td>
<td>Diode</td>
<td>800 nm</td>
<td>40 J/cm² / 12 J/cm²</td>
<td>50 – 100 J/cm²</td>
<td>Contact mfr.</td>
<td>Three spot sizes: 15 x 15 mm, 10 x 10 mm, and 5 x 5 mm.</td>
</tr>
<tr>
<td>LightSaver Infinity</td>
<td>Diode</td>
<td>800 nm</td>
<td>45 J/cm² / 12 J/cm²</td>
<td>50 – 100 J/cm²</td>
<td>Contact mfr.</td>
<td>Three spot sizes: 15 x 15 mm, 10 x 10 mm, and 5 x 5 mm.</td>
</tr>
<tr>
<td>LightSaver Desire</td>
<td>Diode</td>
<td>800 nm</td>
<td>45 J/cm² / 12 J/cm²</td>
<td>50 – 100 J/cm²</td>
<td>Contact mfr.</td>
<td>Three spot sizes: 15 x 15 mm, 10 x 10 mm, and 5 x 5 mm.</td>
</tr>
<tr>
<td>M22</td>
<td>Multi-Appliance, Multi-Technology Modular Platform</td>
<td>IPL: 515 – 1200 nm / Nd:YAG: 1064 nm</td>
<td>Up to 400 J/cm²</td>
<td>0.1 – 1.6 ms</td>
<td>Contact mfr.</td>
<td>Three spot sizes: 15 x 15 mm, 10 x 10 mm, and 5 x 5 mm.</td>
</tr>
<tr>
<td><strong>SPLENDOR X</strong></td>
<td>Alexandrite / Nd:YAG</td>
<td>755 nm</td>
<td>7 W output power</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td>Universal IPL Module treats 24 applications. Universal IPL handpiece has two light guides (15 x 35 mm and 15 x 15 mm), with two exchangeable Expert Filters: 515, 580, 615, 640, 680, 755.</td>
</tr>
<tr>
<td><strong>MultiEngineering Italia spa.</strong></td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Pulse II</td>
<td>IPL</td>
<td>650 – 900 nm</td>
<td>Up to 25 J/cm²</td>
<td>14 – 35 ms</td>
<td>Contact mfr.</td>
<td>30+ applications with single handpiece. No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No active maintenance. Portable (26 lbs.)</td>
</tr>
<tr>
<td><strong>Quanta System</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q-Plus - EVO Series</td>
<td>Multi-Appliance Platform: Pulsed Nd:YAG / Pulsed Alexandrite</td>
<td>1064 nm / 755 nm</td>
<td>Up to 300 J/cm² / up to 60 J/cm²</td>
<td>0.3 – 300 ms / 0.3 – 300 ms</td>
<td>Contact mfr.</td>
<td>Three spot sizes: 20 x 35 and 9 x 9 mm. Vacuum Assist technology. Advanced ChillTip handpiece.</td>
</tr>
<tr>
<td>Domino - EVO Series</td>
<td>Diode</td>
<td>755 nm</td>
<td>0.3 – 300 ms</td>
<td>Contact mfr.</td>
<td>Three spot sizes: 20 x 35 and 9 x 9 mm. Vacuum Assist technology. Advanced ChillTip handpiece.</td>
<td></td>
</tr>
<tr>
<td>Light - EVO Series</td>
<td>Multi-Appliance Platform: Pulsed Nd:YAG / Pulsed Alexandrite</td>
<td>755 nm / 1064 nm</td>
<td>Up to 300 J/cm² / up to 60 J/cm²</td>
<td>0.3 – 300 ms / 0.3 – 300 ms</td>
<td>Contact mfr.</td>
<td>Three spot sizes: 20 x 35 and 9 x 9 mm. Vacuum Assist technology. Advanced ChillTip handpiece.</td>
</tr>
<tr>
<td>Thunder Series</td>
<td>Pulsed Alexandrite / Pulsed Nd:YAG</td>
<td>755 nm / 1064 nm</td>
<td>Up to 300 J/cm² / up to 60 J/cm²</td>
<td>0.3 – 300 ms / 0.3 – 300 ms</td>
<td>Contact mfr.</td>
<td>Three spot sizes: 20 x 35 and 9 x 9 mm. Vacuum Assist technology. Advanced ChillTip handpiece.</td>
</tr>
<tr>
<td>Twain IPL</td>
<td>Pulsed Light</td>
<td>500 nm – 1200 nm / 625 nm – 1200 nm / 590 nm – 1200 nm</td>
<td>Up to 25 J/cm² / up to 25 J/cm²</td>
<td>5 – 10 ms / 5 – 20 ms</td>
<td>Contact mfr.</td>
<td>Three spot sizes: 20 x 35 and 9 x 9 mm. Vacuum Assist technology. Advanced ChillTip handpiece.</td>
</tr>
<tr>
<td>Quanta Forte</td>
<td>Multi-Appliance Platform: IPL / Diode 806</td>
<td>590 nm / 860 nm</td>
<td>Up to 25 J/cm² / up to 25 J/cm²</td>
<td>5 – 10 ms / 5 – 20 ms</td>
<td>Contact mfr.</td>
<td>Three spot sizes: 20 x 35 and 9 x 9 mm. Vacuum Assist technology. Advanced ChillTip handpiece.</td>
</tr>
</tbody>
</table>

Note: Data subject to change; please refer to Company Directory for supplier contact information. Not all devices are FDA cleared for the application(s) indicated.
## HAIR REMOVAL COMPARISON CHART

<table>
<thead>
<tr>
<th>Supplier/</th>
<th>Product Name</th>
<th>Device Type</th>
<th>Wavelength (nm)</th>
<th>Energy Output (joules)</th>
<th>Pulse Length</th>
<th>Price</th>
<th>Accessories</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rohrer Aesthetics, LLC</td>
<td>Spectrum</td>
<td>Diode Laser</td>
<td>810 nm</td>
<td>N/A</td>
<td>Adjustable up to 400 ms</td>
<td>$54,956 (fully loaded); $25,955 (with single handpiece)</td>
<td>Multi-platform laser/IPL features: 810 diode, Er:YAG, Q-switched Nd:YAG, long pulsed YAG, and IPL. 810 diode hair removal features adjustable pulse duration from 20 ms to 400 ms safe for all skin types. Large 12 mm x 14 mm spot size combined with adjustable Hz from 1 - 10 pulses/sec, allows treatment of large areas (full back, chest or legs) in under 15 minutes. Handpiece includes built-in contact cooling and reduces (usually permanently) dark-colored hair after three to five treatments.</td>
</tr>
<tr>
<td>Solta Medical, a division of Bausch Health Companies</td>
<td>Clear + Brilliant pelio</td>
<td>Diode</td>
<td>808 nm</td>
<td>Up to 750 J/cm²</td>
<td>4 – 400 ms</td>
<td>$74,995</td>
<td>Linear scanning technology maximizes efficacy, speed and patient comfort. Large spot size and scan area. Integrated contact cooling.</td>
</tr>
<tr>
<td>Syneron Candela</td>
<td>GentleMax Pro</td>
<td>Dual Wavelength Alexandrite / Nd:YAG</td>
<td>755 nm / 1064 nm</td>
<td>Up to 400 J/cm² / up to 550 J/cm²</td>
<td>0.250 – 100 ms</td>
<td>Contact info: Standard Tx spot sizes from 6-18 mm; large spot delivery system handpiece provides 20, 32 and 64 mm Tx spots; trigger and foot switch pulse control; patented Dynamic Cooling Device (DCD) providing consistent epidermal protection and patient comfort.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>GentleLase Pro-U</td>
<td>Alexandrite</td>
<td>755 nm</td>
<td>Up to 400 J/cm²</td>
<td>0.250 – 100 ms</td>
<td>Contact info: Same as above. Nd:YAG system upgrade to GentleMax Pro available.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>GentleYAG Pro-U</td>
<td>Nd:YAG</td>
<td>1064 nm</td>
<td>Up to 520 J/cm²</td>
<td>0.250 – 100 ms</td>
<td>Contact info: Same as above, Alexandrite system upgrade to GentleMax Pro available.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>eōs Plus with Motif LHF Applicator</td>
<td>Multi-Application Platform: Optical Energy (IR) / RF (elos)</td>
<td>680 – 980 nm</td>
<td>Light Fluence: up to 35 J/cm², RF: up to 25 J/cm²</td>
<td>Up to 3 Hz</td>
<td>Contact info: Spot size: 12 x 12 mm; tip cooling temp: 5°C.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>eōs Plus with Motif HR Plus Applicator</td>
<td>Multi-Application Platform: Optical Energy (IR) / RF (elos)</td>
<td>580 – 980 nm</td>
<td>Light Fluence: up to 35 J/cm², RF: up to 25 J/cm²</td>
<td>1 Hz</td>
<td>Contact info: Spot size: 25 x 12 mm; tip cooling temp: 5°C.</td>
<td></td>
</tr>
</tbody>
</table>

Note: Data subject to change; please refer to Company Directory for supplier contact information. Not all devices are FDA cleared for the application(s) indicated.

## PRODUCT PROFILES

### Alma-Q

With both 532 nm and 1064 nm wavelengths, Alma-Q features Q-switched, long pulse and double pulse modes on a single dedicated platform to treat a wide range of indications. The high powered Q-switched laser is effective in removing natural or artificial pigmentation while minimizing the risk of damage to surrounding tissue. Approved for all skin types, Alma-Q is FDA cleared for tattoo removal, skin resurfacing and hair removal, and can also be used to treat benign pigmented lesions, benign vascular lesions, wrinkles and pseudofolliculitis barbae (PFB).

Alma Lasers: 866-414-ALMA (2562) or visit www.almalasers.com

### Ultrapeel II

The Ultrapeel® II innovative and technology-advanced microdermabrasion system allows users to perform a vast range of treatments in a completely safe, hygienic and sterile manner. The Ultrapeel II is reliable and versatile, and with easy-to-use accessories, sterilization features and power regulations, the Ultrapeel II represents the standard of care in the medical field.

Mattioni Engineering Corporation: 703-312-6000 or visit www.mattioniengineering.com

### PICOCARE

PICOCARE® is a novel picosecond laser system for tattoo removal, treatments of benign pigmented lesions, scars and skin rejuvenation. This system features dual wavelengths (532 nm and 1064 nm) so epidermal and dermal pigmentation, and various colored tattoos can be treated on all skin types. Additional handpieces available: 965 nm and 660 nm dye for certain tattoo colors (965 nm for blue and 660 nm for green), epidermal pigmented lesions, active acne and rosacea; and HEXA MLAs for scarring and skin rejuvenation.

WonTech Co.: 267-803-6880 or visit www.wtlaser.com
## Body Shaping Technologies Comparison Chart

<table>
<thead>
<tr>
<th>Supplier</th>
<th>Device</th>
<th>Energy Source</th>
<th>Mechanism of Action</th>
<th>Regulatory Status</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Alma Lasers, Ltd.</strong></td>
<td>Accent Prime</td>
<td>Ultrasound; Bipolar and UniPolar</td>
<td>Deep heating focused RF technology, effective dieticic heating with powerful impedance matching; cold shear wave ultrasound technology to selectively target treatment areas. Acoustic pressure selectively destroys the fat cells with a combination of focused RF technology.</td>
<td>FDA cleared, CE cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Alma Ultra</td>
<td>Ultra; Bipolar (with focused RF technology); UniPolar; Pixel RF</td>
<td>Heat-induced collagen shrinkage and micro-thermal injury.</td>
<td>FDA cleared, CE pending.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Soprano ICE ClearTitle</td>
<td>Near-Infrared</td>
<td>Same as above. Patented 360° lipolysis technology with simultaneous lasing and suction capabilities. All-in-one solution covering all stages of liposuction, fat harvesting, transfer and fat re-implantation for aesthetic body contouring.</td>
<td>FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Harmony/XL ClearTitle</td>
<td>Pulsed Near-Infrared</td>
<td>Same as above.</td>
<td>FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td><strong>Cutera</strong></td>
<td>truSculpt iD</td>
<td>Monopolar RF</td>
<td>Proprietary, low frequency and uniform delivery technology penetrates deep to treat the entire fat layer from skin to muscle to create selective apoptosis of the subcutaneous adipose.</td>
<td>FDA Cleared. Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>XP-2 Focus</td>
<td>Nd:YAG 1064 nm; Er:YAG 2940 nm</td>
<td>Laser-assisted lipolysis, treatment of wrinkles; Photothermal - heat generated by laser light.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>XP Dynamics</td>
<td>Nd:YAG 1064 nm; Er:YAG 2940 nm</td>
<td>Same as above.</td>
<td>FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>XP Spectro</td>
<td>Nd:YAG 1064 nm; Er:YAG 2940 nm</td>
<td>Same as above.</td>
<td>FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>XP Spectro</td>
<td>Nd:YAG 1064 nm</td>
<td>Same as above.</td>
<td>FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td><strong>Hironic Co., Ltd.</strong></td>
<td>Microl-A</td>
<td>Cooling Lipolysis</td>
<td>Cooling energy is delivered to the subcutaneous fat layer without any damage to surrounding tissues. Two Cryolipolysis handpieces can be used simultaneously.</td>
<td>CE cleared. Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>VersaShape</td>
<td>Multipolar RF; 0.5 MHz, Vacuum, 580 mm Hg, LED 810 nm, 658 nm Diode, 1060 nm Diode Laser with Vibration</td>
<td>Vacuum-assisted multipolar RF and LED device for obesity care. Low level laser therapy (LLLT) for fat reduction and cellulite removal. High penetration depth of 1060 nm diode laser with minimal absorption in the dermis, effecting subcutaneous fat cells for permanent elimination. The diode laser increases temperature of the target fat to 42°–47°C, which means hyperthermic treatment and interval vibration occurs after the laser energy is delivered, maximizing fat drainage.</td>
<td>FDA &amp; CE clearance in progress.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td><strong>InMode Aesthetic Solutions</strong></td>
<td>BodyFX and MinifX / Contoura Workstation</td>
<td>Bipolar RF, Negative Pressure, Mechanical Massage, Ace Technology</td>
<td>Targets fatty tissue for body and cellulite. RF provides precise, optimal heating of skin for contraction and body shaping using A.C.E. (Acquire, Control, Extend) technology to optimize maximal energy. Vacuum massage with gentle pressure allows maximum depth. Tissue temperature and impedance monitoring achieves and maintains optimal TX temperature endpoints for enhanced safety and reduced risk of thermal injury. No consumables. HF-assisted lipolysis. Dual electrode configuration allows both internal coagulation (fat) and external skin contraction. A.C.E. technology prevents overheating.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td><strong>Lumenis</strong></td>
<td>NuViva</td>
<td>Temperature Controlled RF</td>
<td>Temperature controlled RF provides a temporary reduction in the appearance of cellulite.</td>
<td>FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td><strong>Solta Medical, a division of Bausch Health Companies</strong></td>
<td>Therman FLX</td>
<td>RF</td>
<td>Patented RF energy penetrates deep into the dermis and subcutaneous tissue to tighten skin.</td>
<td>CE cleared. FDA cleared for non-invasive Tx of wrinkles and rhytides; incl. upper / lower eyelids; temporary improvement in appearance of cellulite (with vibration).</td>
<td>Contact mfr.</td>
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<tr>
<td></td>
<td>Liposonix</td>
<td>High-Intensity Focused Ultrasound (HIFU)</td>
<td>Non-invasive fat reduction system utilizing state-of-the-art HIFU to permanently destroy/transform adipose tissue and provide Custom Contouring capabilities. Intended use and indications for use: The Liposonix system delivers HIFU energy that can disrupt subcutaneous adipose tissue (SAT) to provide a non-invasive approach to body contouring to achieve a desired aesthetic effect.</td>
<td>CE cleared. FDA cleared. U.S.: Indicated for non-invasive waist circumference reduction (i.e., abdomen and flanks). E.U.: Indicated for temporary reduction in dimpling and lower extremities excluding the lower leg (i.e., abdomen, flanks, hips, thighs and buttocks). Canada: Indicated for abdomen, flanks, hips, thighs and buttocks.</td>
<td>Contact mfr.</td>
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<td></td>
<td>VASElipo</td>
<td>Ultrasound</td>
<td>Ultrasonic energy selectively emulsifies fatty tissue through Acoustic Streaming, while preserving nerves, blood vessels, collagen and fat cell viability. Emulsified fat is removed via specially designed, atrumatic suction cannulas.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
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<tr>
<td></td>
<td>VASEshape</td>
<td>Non-Invasive Ultrasound and Massage</td>
<td>Small vacuum-assisted massage handpiece coupled with an ultrasound transducer directs a double beam of 1 MHz ultrasound energy to shape the body by temporarily reducing the appearance of cellulite.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
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<td></td>
<td>PowerX</td>
<td>Power-Assisted Liposuction</td>
<td>A powered handpiece on the VASElipo system rotates the attached cannula based on predetermined angle and speed settings, allowing physicians to quickly debulk large areas of fat and reduce physician fatigue.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
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<tr>
<td><strong>Syneron Candela</strong></td>
<td>UltraShape Power</td>
<td>Non-Thermal, Pulsed Ultrasound Waves</td>
<td>Ultrasound energy is focused at the subcutaneous fat layer beneath skin surface. Oscillating high pressure induces selective destruction of mechanically fragile cell membranes resulting in fat cell destruction.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
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<td></td>
<td>VelShape III</td>
<td>Bipolar RF, IR and Mechanical Tissue Manipulation with Pulsed Vacuum</td>
<td>The combination of IR and vacuum-coupled RF technologies effectively causes deep heating of the fat cells (adipocytes), surrounding connective fibrous septae, and the underlying dermal collagen fibers.</td>
<td>CE cleared. FDA cleared for temporary reduction in circumference of the abdomen and thighs, and the appearance of cellulite.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td><strong>Thermi, an Almirall Company</strong></td>
<td>Thermi250</td>
<td>Temperature Controlled RF</td>
<td>Temperature Controlled RF to provide temporary reduction in the appearance of cellulite. Versatile modalities and safe delivery of rapid results through controlled heating using RF to initiate positive tissue change and naturally stimulate collagen. Address common signs of aging and/or weight loss (fine lines, post-baby body, cellulite, loose skin and intimate tissue laxity).</td>
<td>FDA cleared.</td>
<td>Contact mfr.</td>
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<tr>
<td></td>
<td>ARWATI</td>
<td>Temperature Controlled RF</td>
<td>FDA cleared. Contact mfr.</td>
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<td><strong>Zimmer MedizinSystems</strong></td>
<td>ZWave</td>
<td>Electromagnetic Ballistic Radial Pulse</td>
<td>Mechanical impact; radial pulse technology temporarily reduces the appearance of cellulite. Electromagnetic generator creates ballistic force that is transferred to the applicator. Pulsed radial wave therapy is delivered to the treatment area for cellulite Tx and enhanced body shaping.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
</tbody>
</table>

Note: Data subject to change; please refer to Company Directory for supplier contact information. Not all devices are FDA cleared for the application(s) indicated.
**Vivace**
The Vivace™ is the newest generation of RF microneedling and is FDA-cleared for patient safety. This minimally invasive treatment stimulates the natural production of collagen and is shown to be effective in alleviating facial wrinkles and fine lines, as well as tightening and toning the face, neck, hands and body. The Vivace is designed for an incomparable, comfortable patient experience. If you are looking for optimal results for your patients, look no further than The Vivace Experience™.

**Fotona**: 972-598-9000 or visit [www.fotona.com](http://www.fotona.com)

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**StarWalker MaQX**
Combining four complementary wavelengths and 14 laser modalities, the StarWalker functions as a highly versatile, multipurpose system that performs a wide range of applications in aesthetics. StarWalker’s energy, four colors and proprietary FracTAT™ procedure also make it an industry-leading tattoo removal laser system. StarWalker’s third-generation technology combines the unsurpassed range of pulse duration modes of Fotona’s VSP (Variable Square Pulse) technology with ASPTM to adapt the temporal structure of laser pulses to the biophotonic dynamics of laser-tissue interaction.

**Z Wave**
The Zimmer Z Wave constitutes the latest development in the treatment of cellulite. Utilizing soft pulse technology to enhance patient comfort, it delivers mild, consistent sound wave therapy to the target area over a series of treatment sessions. The Z Wave is FDA-cleared for the temporary reduction of the appearance of cellulite. Typical patient treatment time is 3-4 minutes per body zone.

**Zimmer MedizinSystems**: 800-327-3576 or visit [www.zimmerusa.com](http://www.zimmerusa.com)

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**PLASONIC**
PLASONIC is an incomparable solution-delivery technology combining plasma (PlaPass) and ultrasonic (SonoPass) energy in one system. Plasma ions are emitted at an invisible size of 20 to 50 μm, which transfers the energy into the skin. The solution is dissolved in the skin temporarily as cell adhesion molecules break due to the plasma effect. Next, SonoPass produces physical pressure on the particles and helps them absorb into the deeper skin layer. With this Drug Delivery System (DDS) technology, aestheticians can provide a wide range of customized premium programs.

**Hironic**: +82 31 525 7400 or visit [www.hironic.com](http://www.hironic.com)

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**Envy Medical**
Envy Medical was born out of a demand for safer alternatives to treating problem skin. Dermatilus® technology, and a concise range of daily at-home skincare products support the high standards of professionals while maximizing patient satisfaction with visible results. Envy Medical’s products are powered by ingredient discoveries including Lumity® peptide, the tyrosinase-inhibitor researched and developed by Stanford University that is clinically-proven to safely address, control and prevent hyperpigmentation. Choose Envy Medical for results that retain patients and build your practice without compromising skin’s delicate balance.

**Envy Medical**: 888-848-3633 or visit [www.envymedical.com](http://www.envymedical.com)

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**Mattiolipulse Two**
MattioliPulse™ Two is an IPL system designed by Mattioli Engineering that allows operators to perform either skin rejuvenation or hair removal (HR) treatments via two applicators with different surfaces. MattioliPulse Two features technologies that improve and simplify treatments: a multi-language interface, pre-programmed parameter settings for HR applications, and a user-selectable parameter interface to improve unit performance and results. Vascular and acne applicators are also available.

**Mattioli Engineering Corporation**: 703-312-6000 or visit [www.mattioliengineering.com](http://www.mattioliengineering.com)
**ADVALyne**
ADVALyne is a solid-state, dual wavelength, 589 nm / 1319 nm laser with 16 FDA-cleared indications for everything from vascular and pigmented lesions, to scars, acne and wrinkle reduction. Delivering yellow light without the need for costly and toxic pulse dye kits has long been considered the holy grail of vascular lasers. The ADVALyne laser exceeds this, providing versatility, clinical efficacy with no downtime for the patient and a simple to use interface, without the need for consumables.

**Alma Lasers:** 866-414-ALMA (2562) or visit www.almalasers.com

**M22 ResurFX**
The ResurFX module of M22 is a true, one-pass, fractional non-ablative treatment technology. Unlike other fractional technologies, ResurFX needs only one pass to be effective, saving you time and protecting the patient’s skin. ResurFX uses a 1565 nm fiber laser and a very advanced scanner, which enables you to choose from more than 600 combinations of shape, size and density for optimal treatment results. Even better, your practice wins as there are no consumables or recurring procedure fees.

**Lumenis:** 877-LUMENIS (598-3647) or visit www.aesthetic.lumenis.com

**PiXel8-RF**
The PiXel8-RF uses bipolar RF energy alongside minimally invasive microneedles (insulated and non-insulated) to facilitate effective, non-surgical skin tightening with little to no downtime. During the treatment, heat is delivered deep within the skin layers to stimulate and remodel collagen, and regenerate elastin cells. This results in a firmer, smoother, and more consistent skin surface. Call to find out how the PiXel8-RF can be placed in your office at no charge.

**Rohrer Aesthetics:** 205-940-2200 or visit www.rohreraesthetics.com

**Soprano Ice Platinum**
Alma Lasers’ Soprano Ice Platinum platform is the complete solution for laser hair removal and lesions. Soprano Ice Platinum offers three combined wavelengths covering the optimal spectrum with new three-dimensional (3D) tri-clustered diode technology for 755 nm, 810 nm and 1064 nm treatment. With multiple revenue streams and zero disposables, Soprano Ice Platinum is the most robust platform ever in the award-winning Soprano family. Soprano Ice Platinum continues to offer the treatments your patients demand: virtually painless SHR hair removal, proven safely on all skin types, including tanned skin, and full, homogenous coverage for optimal results.

**FotoFinder Systems, Inc.:** 888-994-0727 or visit www.fotofindersystems.com

**Induction Therapies, Makers of Collagen P.I.N.**
Break through to ageless skin with Collagen P.I.N., an advanced medical-grade, automated, percutaneous induction needling device. With more needles and more power, this non-invasive technology delivers controlled micro-wounding, resulting in enhanced collagen and elastin regeneration. Safe and effective for all Fitzpatrick skin types, it targets photo-aging, acne, scarring and more. Our private label skincare is the result of years of research, expertise and input from physicians seeking very specific formulations, resulting in more than 25 unique products that no other skincare company offers. Plus, we now offer the A Method by Tina Alster M.D., based on years of clinical expertise.

**Collagen P.I.N.:** 877-746-4407 or visit www.collagenpin.com / www.inductiontherapies.com
Advice Media
What does success mean to you and your aesthetic practice? Advice Media has partnered with thousands of aesthetic practices over the past 20 years, helping doctors achieve their personal and professional success. We bring you patients through website design and digital marketing, allowing you to transform more lives and achieve your own definition of success! Contact us today to become our next success story.

Advice Media: 800-260-9497 or visit www.AdviceMedia.com

Votiva
As women age, their bodies face a host of new changes, from a loss in elasticity and collagen, to physical trauma associated with vaginal childbirth, to reduced estrogen. The time has come for a safe and effective treatment that treats both internal and external areas, and is quick and comfortable. Votiva by InMode offers technologies that deliver immediate results and continued improvement over time for the treatment of sexual dysfunction, or as an adjunct to Kegel exercises (tightening of the muscles of the pelvic floor to increase muscle tone). Votiva is a top choice for safe and effective treatment for feminine health.

InMode: 955-411-2639 or visit www.inmodemd.com

Discovery Pico Series
The Discovery Pico Series 1064 nm, 532 nm and 694 nm (ns only), delivers both picosecond and nanosecond pulses with industry leading 1.8 Gw of peak power. Pico-BOOST technology offers four separate emission modes: Picosecond, Q-switched, OptiPulse™ and Photo-Thermal for even more treatment options. With a wide range of top hat square, round and fractional spots, the Quanta OptiBeam II handpieces make Discovery Pico a powerful and flexible laser in its class. Other options include a chilled tip Twain IPL and a Twain Erbium:YAG handpiece.

Quanta System S.p.A. for Quanta Aesthetic Lasers: 866-353-5115 or visit www.quantausa.com

Crystal Clear Digital Marketing
Crystal Clear is an industry leader in providing world-class software, marketing and consulting solutions for the modern medical/aesthetic practice. Named “Top Aesthetic Service Provider 2016-2017” by Aesthetic Everything® and “Best Practice Marketing Company 2016-2017” by The Aesthetic Guide®, Crystal Clear strives to help practices around the globe find, serve and keep more patients profitably through one fully-integrated system. From patent pending opportunity management software to customized digital marketing services, Crystal Clear is the solution for managing all aspects of your medical practice in today’s social world.

Crystal Clear Digital Marketing: 888-611-8279 or visit www.crystalcleardm.com

DefenAge Clinical Power Trio
Can your skin naturally turn back the clock? According to a new study, yes, it can! A recent multi-center, placebo-controlled clinical study shows that DefenAge®’s Clinical Power TriO™, “globally improves the visual appearance of aging skin,”* and “offers most of the advantages of retinoids and growth-factor cosmeceuticals, without irritation, inflammation, sun-sensitivity, or concerns about neoplasia.”* DefenAge’s key ingredient, Age-Repair Defensins®, features a stand-alone natural target-specific mechanism of action.


DefenAge Skincare: 888-368-5372 or visit www.DefenAge.com

NeoClear®
Acne-free. NeoClear.

NeoClear by Aerolase uses 650 Microsecond Technology™ to offer a new approach that has been proven to have highly efficacious, long-term effects on active acne (including problematic conditions, adult acne and acne on the torso), with low recurrence rates. NeoClear acne therapy increases per-patient revenues, offers quicker clearance rates and eliminates the side effects of systemic therapies.

Aerolase: 914-345-8300 or visit www.aerolase.com
**Bellafill**
Bellafill® dermal filler is FDA approved for the correction of nasolabial folds and moderate to severe, atrophic, distensible facial acne scars on the cheek in patients over the age of 21 years. This smooth, collagen-based filler is comprised of 80% bovine collagen gel and 20% polymethylmethacrylate (PMMA) microspheres. The collagen immediately volumizes smile lines or atrophic acne scars, liftning them to the level of surrounding skin. The PMMA microspheres form a matrix that supports production of endogenous collagen, which replaces the injected collagen over time.

*Suneva Medical: 888-278-3345 or visit www.sunevamedical.com*

**PDO Threads and BAFFI LipoFilling Kits**
The BAFFI Kit includes two spiral multi-perforated infiltration cannulas, two multi-hole suction cannulas with sharp margins, and an implant cannula. This kit also includes three different filters to allow the preparation of macro, micro and nano fat.

*Rejuvn8, LLC: 315-708-9913 or visit www.rejuvn8.com*

**Lavieen**
Lavieen® is a unique thulium fractional laser. It mainly targets the basal layer where melanin is present; therefore a single treatment of the Lavieen can show greater improvements in brightening and skin resurfacing. Separate control of power and pulse duration allows non-, sub, and fully ablative effects. With this feature, the physician can control downtime and clinical outcomes, treating a variety of indications, such as skin resurfacing and rejuvenation, drug delivery, superficial pigmented lesions, scars, hair regrowth and more. In addition, the shape and size of the laser beam can be modified according to the treatment area, and Lavieen does not require consumable tips. Lavieen is highly efficient and safe for all skin types and ages.

*WonTech Co., Ltd.: 267-803-6800 or visit www.wtlaser.com*

**SkinPen**
SkinPen® by Bellus Medical is the first microneedling device to receive an FDA De Novo clearance as a Class II medical device. Designed for leading physician-directed practices around the world, SkinPen grows your business and protects your patients by setting the standard for profitability, efficacy and safety. In a clinical trial, 90% of subjects said they would recommend the treatment to friends and family. The benefits to your practice are just as compelling: high return on investment, minimal risk of adverse effects and FDA-cleared safety.

*Bellus Medical: 888-372-3982 or visit www.bellusmedical.com*

**MiXto Pro / V-Lase**
MiXto Pro / V-Lase® utilizes a patented CO2 laser Chopped CW technology that delivers safe, gentle, non-ablative skin therapy. For gynecology indications, V-Lase is a 15-minute therapy without pain or downtime. Treatment addresses vaginal atrophy, laxity, stress urinary incontinence and vaginal dryness; as well as non-ablative soft tissue therapy for ENT, dentistry and dermatology. Additional accessories are available for skin resurfacing and numerous surgical applications.

*Lasering USA: 866-471-0469 or visit www.v-lase.com*

**SLIMUS**
SLIMUS is a non-invasive lipolysis device for various parts of the body such as the abdomen, back, arms and thighs. The high penetration depth of the 1060 nm diode laser with minimal absorption in the dermis, effects adipocytes for permanent elimination, stimulation and acceleration of fat cell drainage. SLIMUS is a non-invasive body fat reduction treatment and is very safe, with no downtime and quick recovery.

*HIRONIC: +82-31-525-7400 or visit www.hironic.com*
Revolutionary aesthetic workstation for hair removal and skin treatments across an infinite spectrum of skin tones like never before.

**BLEND X**
Bilateral laser emission of Nd:YAG (1064nm) and Alexandrite (755nm) wavelengths, synchronized and adjustable proportions

**Square shape spot sizes**
For uniform skin coverage, eliminating overlap and hotspots. Up to 27x27mm

**Fast treatments**
Large spot size and rapid repetition rate

**Treatment versatility and skin solutions**
Vascular and pigmented lesions, non-ablative skin rejuvenation

This is how confidence feels
StarWalker® MaQX
Ultra Performance Q-Switched Laser System

Fotona FracTAT™ Tattoo Removal using ND:YAG—
Micro holes are drilled resulting in fewer and faster treatments

Improve Your Practice Today With the Ultimate Performance Laser System!

Exclusive FracTAT™ Advanced Tattoo Removal

14 Laser modalities and 4 Laser Wavelengths

Expanded treatment range epidermal and dermal pigmented lesions, vascular treatments, acne treatments, facial redness, hair removal, and resurfacing.

Third generation ASP Technology

To learn more about what the StarWalker® can do for your practice contact Fotona at (972) 598-9000 or info@fotona.com today.