MEN’S KIT
DESIGNED BY MEN FOR MEN

For younger looking skin and an irresistible touch

SCIENTIFIC STUDIES SHOW

Defensin-molecule reprograms skin to become visibly younger every day, reversing aging.

DEFENAGE’S CORE REGIMEN
FACIAL CLEANSER
HEMP-COTTON SPORT TOWEL
TOILETRY BAG

corrects visible signs of skin exhaustion and aging on a global scale

2 BONUS GIFTS

SIMPLE AND IMPACTFUL
defenage.com
Upgraded Systems Offer “Smart” Feedback and Precision Controls

By Jeffrey Frentzen, Contributing Editor

Over the last several years, physicians have been applying energy for skin tightening and other aesthetic corrections; yet, most devices still lack real-time feedback features that intelligently react to how much of that energy is reaching intended tissue targets. One manufacturer has dramatically raised the technology bar, giving physicians automated, intelligent guidance leading to better outcomes.

An innovative energy-based technology recently debuted in the form of two new medical devices from Lutronic Global (Billerica, Mass.) – the Genius™ and Clarity II™. At first glance, both systems appear to be upgrades to the Infini™ and first-generation Clarity devices, respectively. However, they have been completely redesigned with proprietary Intelligent Design for Intelligent Care™ technology, which was developed jointly by Lutronic’s U.S.- and Korea-based researchers.

According to Lee Pannell, the company’s chief operating officer, in developing these systems, “Not only did we study clinical ergonomics to provide lightweight handpieces and more intuitive user interfaces, but our new systems provide patented, real-time tissue sensing and intelligent tracking.”

Intelligent Design

The FDA recently cleared the Genius radiofrequency (RF)-based microneedling platform, which addresses scars, skin texture, fine lines, wrinkles and laxity anywhere on the body by stimulating the regeneration of collagen and elastin.

This system incorporates “smart” features that provide additional feedback for physicians. These advancements include complex algorithms that thoroughly examine the patient’s skin hundreds of times per second, helping operators to deliver more consistent and efficacious energy during the treatment.

In addition, adjustable settings allow providers to optimize treatment based on age, skin type, amount of sun exposure, body area, tissue thickness and depth, and other variables. The system can also reproducibly increase dermal volume like never before.

The Clarity II was just unveiled at the March 2019 meeting of the American Society for Laser Medicine and Surgery (ASLMS). It has received Europe’s CE mark and South Korea MFDS clearance, and is currently pending FDA clearance.

This improved dual-wavelength platform combines 755 nm Alexandrite and long-pulsed 1064 nm Nd:YAG lasers on a single platform to address permanent hair reduction, pigmented and vascular lesions and other applications. The Clarity II comes with real-time temperature sensing, as well as proprietary Intelligent Tracking, which helps practitioners deliver faster, more consistent, efficacious treatment coverage while providing ongoing feedback regarding treatment endpoints.

“Intelligent Design was the feedback of clinicians,” stated Steven F. Weiner, MD, a facial plastic surgeon in Santa Rosa Beach, Fla., who also performed some of the Genius clinical trials for FDA clearance.

“Three reasons for the system’s intelligence,” he pointed out. “First, this technology combines all the right laser wavelengths in the right ratios. Second, it is equipped with a real-time temperature-sensing system that allows the physician to control the treatment endpoint accurately. Third, the system provides a visual display that lets the physician monitor the treatment progress in real time.”

As detailed by Mr. Pannell, the new systems offer increased power, spot size, speed and other factors, while reducing pain and downtime.” That alone was no simple task to achieve,” he noted. “We went even further to provide the real-time information that can guide clinicians to deliver optimal outcomes. For instance, Lutronic Genius helps ensure that the amount of energy requested is being delivered accurately to the depth requested.”
### Features

- **30** Facial Injectables Update
- **36** Body Shaping Advancements
- **46** Vegas Cosmetic Surgery Preview
- **56** The New Reality of Beauty

### Practice Management

- **64** Advanced Patient Communications - Part II
- **66** Tips for Weeding out Price Shoppers
- **68** Stop Discounting, Start Cross-Promoting

### Events & Education

- **70** Aesthetic Events and Education News

### Talent & Techniques

- **74** Emerging Applications of Neurotoxin

### Women in Aesthetics

- **76** Lara Devgan, MD

### Comparison Charts

- **84** Physician-Dispensed Topicals
- **85** Dermal Fillers
- **86** Emerging Technologies
- **87** Body Shaping Technologies
- **88** Vascular Technologies
- **90** Hair Removal
- **92** Skin Rejuvenation
- **96** Fractional Technologies
- **98** Acne Tx Devices

### Directory

- **80** Aesthetic Company Directory
Advertiser Index

ASSI (Accurate Surgical) 49
Advice Media 79
Aerolase 69
The Aesthetic Academy 106
The Aesthetic Channel 103
The Aesthetic Show 14
Aesthetics Biomedical 12-13
AmSpa 78
Apyx Medical 107
Bellus Medical 51
Bottled Science (Skinade) 63
Canfield Scientific 33
Certified Aesthetic Consultant 72-73
Crystal Clear Digital Marketing 71
Cutera 39
DASIL 101
DefenAge 2
DEKA 53
FotoFinder 67
Fotona 108
Frozen C 61
InMode 41
Lasering USA 55
Lutronic Global 11
Merz 28-29
MTF Biologics 19
Quanta System 21
Rejuvn8 35
Rohrer Aesthetics 26-27
Thermi 43
Vegas Cosmetic Surgery 45
Viscot Medical 23
Weave 25
Wontech 15
Zimmer MedizinSystems 59

Insert:
The Aesthetic Show Brochure

This index is provided as an additional service. The publisher does not assume any liability for errors or omissions.

* Indicates demographic advertisement
Similarly, the Clarity II’s mechanisms guarantee that energy is delivered precisely at the requested coverage rate without too much heat. “These proprietary features can eliminate the need to perform test spots or take an ultra-conservative treatment approach,” Mr. Pannell added. “Other systems on the market cannot come anywhere close to this.”

Intelligent Care

“Intelligent Care technology means practitioners can perform procedures more quickly and easily,” expressed Omar Ibrahimi, MD, PhD, a dermatologist and medical director at Connecticut Skin Institute (Stamford, Conn.).

“With the Genius, for instance, that means making sure each pulse is distributing the energy we want, and that the device is keeping track of the overall amount of energy delivered,” he continued. With the Clarity II, Intelligent Care means that the device is helping me deliver a more complete treatment in a way that is easier for me to perform while also achieving better results.”

Scott Gerrish, DO, medical director at Gerrish MedEsthetics (Vienna, Va.), welcomed the new Intelligent Care features when upgrading from the Infini to the Genius. “We had the Infini for about four years, and when the Genius became available we grabbed it. It is quite impressive. The main feature is the predictability of outcomes. The Intelligent Care technology gives you meaningful feedback as you’re using it and keeps you informed.”

Over the past four years, while the Infini has been a RF microneedling workhorse in Dr. Gerrish’s practice, “Temperature controls and feedback were often guesswork for the operator. While these older devices would just deliver whatever energy you set, the Genius not only dials in your settings, it can also alter how that energy is delivered in terms of the tissue response. Now we know exactly what it is doing.”

Cindy McClure, APRN-BC, owner of Southern Cosmetic Laser (Lodson, S.C.) has been a longtime Infini user and recently upgraded to Genius. She also employs two other Lutronic aesthetic devices in her practice, the LaseMD thulium-based laser and the Q-switched Spectra™ system. “Genius and Clarity II are definitely advancing the technology,” she noted. “The Genius’s smooth mechanization is quite advanced compared with other devices. It is a very smooth performer and delivers relatively comfortable treatments with much less downtime.”

Physician response to both platforms has been very strong, noted Mr. Pannell.

“Physicians are really enjoying the ability to tailor the patient experience, whether that is maximum results, minimal pain, minimal downtime or all of the above. Reactions to Clarity II, in particular, are astounding, perhaps because laser hair removal is considered to be such a commodity. However, the multifunctional Clarity II platform not only rapidly treats hair, it also addresses pigmentary and vascular conditions just as rapidly and with unprecedented safety.”

Drilling down into how Intelligent Care technology is implemented among these systems, Dr. Weiner explained, “What Lutronic’s engineers did was go back to the drawing board to determine any variables that could possibly affect the results, with the goal of maximizing those variables.”

For instance, in the Genius, improvements were made to the microneedle configuration regarding sharpness and diameter, Dr. Weiner elaborated. “It comes with coated
(insulated) needles and we can go anywhere from .25 mm up to 3.5 mm deep, treating the coagulation zone under the skin, which ultimately helps with wrinkles and skin tightening, as well as acne scarring.”

Next, the device’s motor was reengineered. “Its power has been maximized, as well as its speed. I can reach deeper depths more easily,” Dr. Weiner continued. “Then they looked into how the RF energy was being delivered and found that placing too much energy too quickly actually led to a termination of the energy pulse.”

**Impedance Improvements**

Another technical challenge for Lutronic’s engineers was figuring out how the Genius could measure the impedance of different skin types on the fly.

“The Genius employs real-time feedback mechanisms to determine the best way to optimize energy delivery to the dermis,” noted Dr. Gerrish. “This is important because not everybody’s skin is the same. In fact, in areas of face the skin is different within the individual.

“Genius measures the resistance of the skin, called impedance, and adjusts to deliver the requested energy depending on the person’s skin resistance,” Dr. Gerrish explained. “The system feeds that information to the operator, so we can push in the exact amount of energy that is needed. We can deliver that in anybody’s skin, regardless of their hydration, thickness, the amount of collagen or amount of scarring.”

Therefore, unlike other RF microneedling platforms, the Genius’ technology delivers energy much differently, Dr. Weiner remarked.

“This is an entirely different concept from what one sees in other devices. Sometimes competing devices don’t actually deliver all the energy, because some bounces off the skin,” Dr. Weiner elaborated. “Maybe the needles aren’t sharp enough or the motor is not strong enough, or the operator does not press hard enough.

“Also, other systems may not apply the concept of delivering too much energy in a shorter period of time,” Dr. Weiner continued. “Instead, the energy will actually just cut off because the impedance goes way up. There is no way to deliver energy when the impedance is so high, and the resistance of the tissue cannot propagate the energy when it is that high. With Genius, all of these aspects are now built into the underlying technology, so we don’t run into those problems.”

The handpiece has also been updated, stated Dr. Weiner. “One thing you’ll notice about the Genius versus the Infini is a handpiece that is a lot slicker, more ergonomic. The problem we had before was that the tip was hard to see with the previous large handpiece. This has been corrected with the Genius,” he said.

**Interface Upgrades**

The devices’ user interfaces have been upgraded, as well, added Dr. Weiner. “When we start a Genius procedure we dial the millijoules per pin into the system that we want to deliver, and then we do a test spot. We
see how effective we were in conveying the energy and what energy was actually delivered," he stated.

“In almost every case it will be exactly as you calculate, meaning 49 pins times the per-pin energy and that will give you the total pulse energy,” he explained. “We aim for anywhere from 0.5 J per pulse up to 2 J per pulse, and maybe even slightly higher to get to deeper levels of tissue. Then, we will usually do two to three passes per patient, again adjusting the energy according to the indication we are treating, whether it is aging, acne scarring, contouring of the jawline or working in the submental area. Each of these different areas get treated a little bit differently.”

The software provides an easy-to-read feedback system during the procedure. “If the pulse you are giving is successful, then you see a green light. If you see a yellow light, the system is warning the operator that something is amiss. They could be moving the handpiece too quickly, or not being perpendicular to the skin or not pressing firmly enough,” Dr. Weiner shared. “Or, perhaps the tissue itself is too dehydrated or sun damaged to be able to accept the amount of energy that you want to send. You adjust according to that feedback,” reported Dr. Weiner.

The Clarity II operates via very similar parameters, Dr. Weiner conveyed. “As with the earlier Clarity system, the Clarity II operates on two wavelengths, but the delivery mechanism is completely changed. The new system uses a rolling mechanism to deliver the energy, so instead of doing pulses you roll the applicator along the skin and deliver pulses as you go.”

In addition, the Clarity II allows operators to adjust the rolling action to overlap. “Theoretically, you can go from 15% to 50%, for instance, and if you go within the prescribed speed range, you will get precise coverage every time. If you’re moving the applicator too fast, then the machine tells you that you need to slow down,” Dr. Weiner stated.

During treatment, the feedback system monitors skin temperature to the correct levels for all skin types, which is especially critical in darker skin where excessive heating raises the risk of inflammatory hyperpigmentation.

“As it turns out, because of all the changes to the underlying technology, the delivery of energy is actually more comfortable for patients, especially where RF microneedling is concerned,” Dr. Weiner revealed. “I don’t want to fool people into thinking that there is no discomfort at all when getting a Genius treatment. Patient discomfort is directly associated with the energy delivery. For patients that can tolerate a little bit of discomfort, you give more energy per pulse. For patients that cannot tolerate as much, sometimes you give more pulses, each with less energy.”

**Increased Patient Satisfaction**

Patient satisfaction has been high, noted Dr. Ibrahimi. “With the addition of Intelligent Care to the Genius, my patients have commented how much more comfortable the treatments are, while at the same time saying they feel the results are better. While the Clarity II is not yet FDA cleared, the test subjects I have treated all...”

---

"Before and after two treatments with Clarity"  
Photos courtesy of Sanchez Saizar, MD

"Before and 90 days after second treatment with Genius"  
Photos courtesy of Roy G. Geronemus, MD
remarked how much they prefer this device to previous methods of hair removal.”

Dr. Gerrish noted that while using the Infini gave good clinical results, “Patients said the treatment could hurt. We had to numb everybody with injections of lidocaine, which was a barrier for some patients. Just the numbing injections could create bruises, which ultimately created more downtime.”

According to Dr. Gerrish, “The benefits of the Genius are the redesigned needles and the way the system delivers the energy. Now, patients have said the comfort level is much better. We use just a topical to numb the dermis. That was the really exciting part for us. It opened up the door for so many patients who were hesitant to get numbed with anything more than a topical.”

Increased patient approval levels relate back to the ergonomic improvements and advanced technological prowess developed in both the Genius and Clarity II, noted Mr. Pannell.

“Our research not only leads us to study the science of tissue interaction, but we really take to heart the physician’s experience and the patients’ outcomes,” he expressed.

**Inspiring Objectives**

“While other companies simply set up distribution agreements for existing technology, Lutronic has gone the other direction,” Mr. Pannell stated. “In fact, one-third of our team is involved in our R&D efforts. These people are innovative, smart and enthusiastic to provide novel, completely-out-of-the-box products and solutions,” he said.

Ms. McClure has been impressed with how Lutronic not only offers top aesthetic solutions but also treats the provider well. “I’m really impressed with them,” she opined.

“When we have chosen any of Lutronic’s devices, they have really gone out of their way to make sure that we have every customer support needed, be it technology related, marketing or clinical support,” she elaborated.

“I’ve dealt with quite a few companies and Lutronic definitely stands out as one of the best. Their devices have all been good, but the real success is the company itself. We can adopt the best device in the world, but if I don’t have the manufacturer’s support behind me, then it’s not something I want to promote.”

In Dr. Ibrahimi’s opinion, “Lutronic is ahead of the curve in recognizing that things like Intelligent Care can help me deliver better and safer treatments to my patients. When a device makes me look better to my patients, then I am going to be a fan of that device.”

Both the Genius and Clarity II are “Heads and tails above anything else on the market,” Dr. Weiner concluded. “I told the company that once the Genius was FDA-approved everything else would become obsolete, because it is now really difficult for the competition to say that they match up to what is available in both of these systems.”
Genius™ + LaseMD™
TotalSkin Solution™

High Intensity Precision RF

Non-ablative Fractional 1927nm Thulium Laser

Renew Skin, Inside and Out.

See Article in the January 2019 JDD Issue:
Effectiveness of Combining High-Intensity Focused Radiofrequency and Non-Ablative Fractional Laser for Improving the Appearance of the Aging Face and Neck

aesthetic.lutronic.com
THE VIVACE EXPERIENCE™ IS THE HOTTEST TREATMENT ON THE MARKET AND PATIENTS ARE DEMANDING IT.

EXPERIENCE VIVACE. EXPERIENCE THE RESULTS.™
TESTIMONIALS

HERE'S WHAT PHYSICIANS ARE SAYING ABOUT THE VIVACE EXPERIENCE™

Dr. Emil Tanghetti
Sacramento, CA

Dr. Jordana Herschthal
Boca Raton, FL

Dr. Sheila Nazarian
Beverly Hills, CA

Dr. Marc J. Salzman
Louisville, KY

"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

Aesthetics Biomedical’s Exclusive U.S. Distributor: Cartessa Aesthetics
THE AESTHETIC SHOW
JULY 11-14, 2019 \ WYNN LAS VEGAS

WHERE SCIENCE MEETS BEAUTY

Attendee registration is now open!
For full program details and course registration, visit www.aestheticshow.com
Love Your Bare Face!
Cutaneous vascular disorders have been treated with a variety of medical methods, from sclerotherapy to energy-based devices like lasers and intense pulsed light (IPL), and even surgery. According to the extended theory of selective photothermolysis, long-pulsed lasers are preferred, with various wavelengths having been used to treat vascular lesions effectively and safely, including 577 nm, 585 nm, 595 nm, 532 nm, 755 nm, 1064 nm and others.

Owing to its feature of a higher absorption coefficient in hemoglobin, pulsed dye laser (PDL) is one of the most commonly used devices to treat vascular lesions, such as telangiectasia, rosacea and so forth. However, PDL has a train pulse associated with microseconds, which can cause blood to leak from the vessel wall and result in purpura. Also, since the medium is a consumable dye, high maintenance costs are required. Studies have shown that KTP provides a similar effect to PDL, but with the added benefit of improved comfort and reduced purpura, making it a suitable alternative wavelength. With a higher absorption coefficient in hemoglobin, it delivers a smooth pulse profile, rather than a spiky profile duration, which results in a reduction in the incidence of purpura when treating vascular lesions.

I personally use the long-pulsed KTP and Nd:YAG laser, V-laser, developed by Wontech, Ltd., Co. (Daejeon, South Korea), and am very satisfied with its performance and clinical outcomes.

V-laser has a square-shaped pulse and is called a true long pulse. The pulse duration can be adjusted over a wide range, allowing physicians to modify the pulse width based on the size of the lesion. For smaller vascular lesions sized less than 1 mm, 10-12 ms are typically used, and for larger vascular lesions from 2-4 mm, 20-40 ms are used.

The V-laser system has a dual wavelength of 532 nm and 1064 nm. I use the 532 nm KTP to treat red and superficial lesions, such as telangiectasia, cherry angioma, rosacea, hemangioma and diffuse redness, while the 1064 nm Nd:YAG is used for the treatment of blue and deep veins like venulectasia, reticular veins and others.

For leg veins larger than 2-3 mm, surgery is normally required. However, I have achieved very satisfactory clinical results using the V-laser. Patients are also satisfied with the V-laser treatment due to improved comfort and minimal post-treatment complications compared to surgery.

A 3 mm spot size is commonly used for vascular lesions, but occasionally a 5 mm spot size is used. However, it is important to remember that for safe and effective procedures with larger spot sizes, you must fine-tune the parameters and cooling temperatures.

The V-laser is equipped with a contact cooling system that is extremely efficient in increasing procedural comfort and skin cooling with no consumables. And the sapphire window is large enough to provide a perfect view of the treatment area. Cooling temperatures can be adjusted in five steps (off, 5° C, 10° C, 15° C, 20° C) so that treatment can be performed at the proper temperature for each lesion.

Clear gel is used when treating vascular lesions because colored gels can react to the laser energy. The gel improves cooling capability, which increases comfort and helps prevent thermal damage.

With a long-pulsed KTP and Nd:YAG, benign pigmented lesions can also be treated (i.e. lentigines, dyschromia, freckles, pigment, post-inflammatory hyperpigmentation,
poikiloderma, etc.). While benign pigmented lesions are frequently treated with Q-switched lasers, by delivering a photothermal effect instead of a photomechanical effect, a long-pulsed laser delivers a gentler treatment in terms of adverse side effects and downtime.

Even melasma can be treated with KTP and Nd:YAG. KTP works as a pigment remover and Nd:YAG is used to cut down the feeding vessels and/or improve the dermal environment.

The dual wavelength can also be used in other indications, including inflammatory lesions and skin rejuvenation. V-laser effectively treats inflammatory lesions such as acne vulgaris, providing photodynamic effects on *P. acnes* and sebaceous glands.

For skin rejuvenation, the 532 nm KTP removes pigmentation and diffuse redness, and improves dull skin tone. The 1064 nm delivers bulk heating to the dermis, thus stimulating fibroblasts for neocollagenesis. In addition, the combination of V-laser treatment with hyaluronic acid and/or neurotoxin can provide dramatic skin rejuvenation and skin revitalization outcomes.

The V-laser has a variety of spot sizes in the form of cartridges so you can choose a spot size that is appropriate for the treatment area and/or lesion. Another advantage is that even if one cartridge is broken, you don’t need to replace all of the cartridges.

Another thing to emphasize with the V-laser system is that it is designed to delay the first laser irradiation about 0.5 seconds. This reduces KTP damage, thus decreasing the need for maintenance and increasing the lifetime of the device.

Most patients who come to my clinic desire solutions for vascular and/or pigmented lesions and skin rejuvenation. The V-laser’s versatility and ease of use allow me to treat all of these indications and more, safely and effectively.

Zbigniew Matuszewski, MD
Dr. Matuszewski founded the Laser Studio in Poland in 1998. He has been fascinated with the possibilities of lasers in medicine since he first started practicing medicine. He has developed a number of original laser techniques and practices, and each treatment plan is individually designed for each patient. After more than 20 years of professional experience, Dr. Matuszewski has invented a number of successful and innovative aesthetic and surgical procedures, many of which are only performed at Laser Studio.

Acne vulgaris before and after treatment with V-laser
Photos courtesy of Zbigniew Matuszewski, MD
Every so often a new aesthetic innovation turns people’s heads. Such is the case with Renuva® from MTF Biologics, (Edison, N.J.), an off-the-shelf adipose matrix made from donated allograft tissue, which can be injected into soft tissue defects in any body area that fat is naturally occurring. It then acts as a scaffold to allow the body to grow new fat cells.

Physicians have used Renuva to address volume loss, liposuction irregularities, scars, hand and facial rejuvenation, and breast contouring.

“Renuva is a unique injectable that uses the matrix surrounding human fat cells, letting us volumize certain defects in the skin,” expressed Michael H. Gold, MD, a dermatologist in Nashville, Tenn. “It works by forming a matrix that becomes adipose tissue over time. I think it will be useful for facial volumization and for any fat-related defect, such as fat atrophy following steroid injections. This is a great concept that most clinicians will find useful.”

Renuva allografts retain the structural and endogenous materials found in human fat, such as collagens, growth factors and proteins needed for the matrix to vascularize after injection. This leads to localized adipogenesis as the graft incorporates and remodels.1

According to Rod J. Rohrich, MD, a plastic surgeon in Dallas, Texas, “Renuva supports the body to rebuild fat, which is very appealing to patients. I use it in the face, head and neck areas, and it works really well. It truly is a natural filler.”

As reported by Regina M. Fearmonti, MD, a plastic and reconstructive surgeon in San Antonio, Texas, “Having performed fat grafting to address volume loss in the hands and face, I was looking for an in-clinic alternative with comparable results and no donor site. While I have used long-lasting fillers to correct cellulite dimples and liposuction defects, I felt a need for a solution that handles more like fat and with lasting results. Renuva filled both of those needs.”

When compared to ordinary hyaluronic acid fillers, “For volumization it has compared nicely,” Dr. Gold reported. “In clinical trials, the patients’ skin quality and tone have shown improvement from baseline.”

Regarding volume retention, Dr. Fearmonti noted, “I have been using Renuva for two years. I usually perform larger volume injections over two sessions to avoid overcorrection and to better assess the result once the saline used to reconstitute the product has resorbed. Using that protocol, I have seen maintenance of the final injected volume at two years.”

Going forward, Dr. Rohrich is optimistic about Renuva’s potential as a safe, effective advancement in fat grafting. “I’ve used Renuva in patients where it lasted well over a year,” he stated.

“Also, you have a lot more control compared with a regular injectable,” Dr. Rohrich continued. “I think this is the beginning of how we are eventually going to do it. The age of truly replacing like with like in our own bodies has arrived, and this product can actually regrow what has been lost. It is the way to go.”

Reference:
The natural solution to restore fullness and correct soft tissue defects

See it for yourself at SCALE in Nashville, TN at Booth #3 and ASAPS The Aesthetic Meeting in New Orleans, LA at Booth #845

Visit mtfbiologics.org/AGrenuva for the schedule of Renuva activities at these events

Renuva® is an off the shelf, injectable matrix that is perfect for addressing defects where a small volume of fat is needed to restore fullness or smooth contours... without the need for fat grafting. Renuva is intended for use in areas where native fat exists, including but not limited to:

- Nasolabial folds
- Cheek filling
- Hand rejuvenation
- Breast contouring
- Liposuction irregularities
- Depressed scars

125 May Street, Edison, NJ 08837 USA • (800) 946-9008 • +1(732) 661-0202 • mtfbiologics.org
Mark B. Taylor, MD, a dermatologist based in Salt Lake City, Utah, started using the Discovery Pico device from Quanta System (Milan, Italy), because he liked its combination of picosecond, Q-switched and thermal pulses. Now, after two years of using this device, he is still confident that he made the right choice. “It has been a very reliable laser and the company has been in business a long time,” he stated.

With multiple pulse widths and wavelengths, and a new fractional handpiece, the Discovery Pico can keep aesthetic practices busy.

Dr. Taylor’s most common indication for the device is tattoo removal. “We see all types of tattoos – from small to huge tattoos covering a large part of the trunk or extremity,” he shared. For patient comfort, he uses topical or local anesthesia, depending on tattoo size and placement location on the body.

Assessing tattoo colors helps Dr. Taylor pick appropriate wavelengths and ink density determines energy levels. For recent, dark black tattoos, he typically chooses 1064 nm with a picosecond setting at 2 – 3 J/cm² and raises energy levels at subsequent treatments if needed.

“For red ink, we will use the 532 nm wavelength because that is more color-specific for red inks. The light is absorbed by the tattoo pigment particles and broken into very small pieces that can then be processed by the immune system,” he explained.

Yellow has traditionally been a very difficult tattoo ink to remove. However, Dr. Taylor said that with picosecond pulses, the Discovery Pico’s 532 nm wavelength provides better response than nanosecond lasers.

For most tattoos, the device’s 1.8 GW peak power supports larger spot sizes and faster treatments. “It also distributes more random photons into the skin that then bounce around and help break up pigment,” Dr. Taylor elaborated. “Using a new fractionated 1064 nm handpiece (with picosecond pulses) to ‘perforate’ the skin first may enable one to decrease total treatments by up to one-third, he added. Lightly inked homemade tattoos may require as few as two to four treatments; deeper professional tattoos may require many treatments.

Some tattoos, such as black ones, may respond better to nanosecond pulses, followed by picosecond pulses at subsequent sessions, said Dr. Taylor. “It is nice to have both the nanosecond and picosecond pulses available for different tattoos.”

The Discovery Pico’s fractionated hand-piece also provides effective tissue regeneration and treatment of fine lines, wrinkles and acne scars with better tolerability and high safety for patients, he said. “Typically, we recommend at least one session weekly for a month,” Dr. Taylor noted. For inflammatory acne, Dr. Taylor uses the 1064 nm laser with longer pulses.

To treat melasma, he typically uses a 7.5 mm spot and 0.9 J/cm² with the 1064 nm wavelength and picosecond pulses. These treatments are especially beneficial for patients with sensitive skin who are more likely to develop post-inflammatory hyperpigmentation (PIH) after laser treatment. Additionally, the laser’s thermal pulse, with spot sizes up to 9 mm, allows Dr. Taylor to provide skin tightening in focal areas on the face and neck.

“It is quite a versatile laser. We keep it very busy in our office.”

Mark B. Taylor, MD
Dermatologist and Cosmetic Laser Surgeon
Gateway Aesthetic Institute & Laser Center
Salt Lake City, UT

Permanent makeup tattoo before and six months after treatment with Discovery Pico
Photos courtesy of Mark B. Taylor, MD

Pigment before and after PicoFacial photo facial treatment with Pico Discovery
Photos courtesy of Mark B. Taylor, MD
Take care of Your skin

DISCOVERY PICO
The picosecond laser specially design to take care of your skin

The Discovery Pico is available exclusively from Quanta System’s US partner Cartessa Aesthetics. Contact us with questions about the Discovery Pico or to schedule a demo
info@cartessaesthetics.com / 1 (877) 662-2783 / cartessaesthetics.com
In the operative field, surgeons frequently need to mark patients before and sometimes during surgery on surfaces that are moist or covered with blood, fat and other fluids. The tips of most standard markers will usually stop writing on wet surfaces because they get clogged with fluids, which halts the flow of ink.

Viscot Medical (East Hanover, N.J.) has created the Visflow® Pressurized Surgical Skin Marker to eliminate this problem. The product’s flexible barrel enables continuous writing on wet tissue.

“This marker solves the frustrations that I’ve encountered with other markers, namely that they gum up with any kind of body fluid or preps,” stated Stephen B. Lober, MD, a plastic surgeon in Athens, Ga. “You take a sterile marker to make a mark, and then when you go to use it again it won’t work because the tip is coated, so you have to go get another one and then another one.”

With the Visflow Pressurized Surgical Skin Marker, however, ink continues to flow for repeated marking via a vent hole on the side of the pen’s barrel. By covering the vent hole and gently squeezing the barrel, ink is pushed into the tip, thus allowing the surgeon to continue without having to use multiple markers.

“By squeezing the marker, you push out that layer or barrier of oil or whatever it is that is gumming up the tip. You can keep reloading the tip,” Dr. Lober expressed. “It is a great way of marking intraoperative surgical fields, especially in abdominoplasty. In surgical training, during an abdominoplasty procedure, for instance, instead of having to use multiple sterile markers, people would instead use methylene blue with a Q-tip® application, which is not a precise method.”

Other approaches include using colored permanent markers in a sterile pouch made from draping sheets. “After training, most surgeons would continue with one of these approaches. However, these are cumbersome. When I left training and started my practice, I found out the cost for methylene blue and I started reeling,” Dr. Lober recalled.

According to Dr. Lober, each small vial of methylene blue cost him around $35 or $40. “Those costs add up quickly. Therefore, when a physician starts working in their own operating room, they will soon realize how much they are spending on methylene blue. I did not feel good about throwing my money away.”

Dr. Lober concluded, “The Visflow Pressurized Surgical Skin Marker is a nice solution to an annoying problem. Using it is a lot more cost-effective than sterile methylene blue, which is meant for injection and not for marking. The Viscot squeeze marker makes the whole marking process during surgery so much easier. The true utility of this device is that you can keep reusing it, so that definitely saves me money and time.”
New

Marks on wet tissue!

VisFlow® Ultra
Pressurized Surgical Marker
see demo: www.bit.ly/visflow-demo

$50 off
your first full case
call or e-mail for details

VISCOT MEDICAL, LLC.
1.800.221.0658 • www.viscot.com
viscotcs@viscot.com
What's in a name? Well, when you're talking about the Weave Integrated Communications platform from Weave (Lehi, Utah) – everything. As the name would lead you to believe, this platform weaves multiple communications and payment processes together under a single platform, eliminating costly single-purpose vendors and making life easier for physicians, staff members and patients.

P. Daniel Ward, MD, a facial plastic surgeon in Salt Lake City, Utah, chose the system around nine months ago to streamline his practice's communications and payment processes. He first learned of Weave from the husband of one of his staff members, who works for the company.

What began as after-hours small talk quickly became serious interest. Dr. Ward told his staff member's husband that Weave was doing exactly what his practice was paying five separate companies to do.

Dr. Ward’s practice now uses Weave’s Voice over Internet Protocol (VoIP), patient review system, fax, two-way texting and Text-To-Pay functions. Through the multiple vendors, these services had been costing his practice at least $800 monthly – around twice the cost of Weave.

**Improve Billing Functions**

The Text-to-Pay feature allows patients to schedule and pay for procedures using their mobile phones. When a patient books a surgery, Dr. Ward’s scheduler simply texts a secure link for the patient to click on to pay with a credit card. “Before, patients had to come in and swipe their credit cards, or sometimes give the number over the phone. Text to pay provides a much easier way to pay. And patients think it is great.”

According to Weave, patients pay 70% of Text-to-Pay requests within one day. Additionally, Dr. Ward’s biller finds it much easier to bill insurance co-payments via text rather than paper statements.

**Increase Practice Reviews**

In Dr. Ward’s experience, the system’s Reviews feature has definitely increased the number of reviews the practice garners. After an appointment, a staff member logs into Weave, enters the patient’s phone number and sends a personalized text thanking the patient for visiting and asking if they wouldn’t mind submitting a review.

With Dr. Ward’s installation, patients can click separate links to report good or unsatisfactory experiences. Good experiences go directly to Google, Facebook or Yelp. Less-than-stellar reviews go to the practice. This way, his office manager can call the patient to address the situation. “It is nice to validate their concern without it going right to Google,” he shared.

According to Weave, the occasional negative review is hardly a catastrophe. Most buyers trust a product more if its reviews appear unfiltered, and it is important that practices post a digital trail of their efforts to fix any problems.

**Promote Office Chatter**

Weave also supports team chat functions. “Everyone in our practice uses iPads,” said Dr. Ward. Through the app, front-desk staff can alert an aesthetician in a treatment room that their next appointment has arrived – without leaving the reception desk.

Similarly, the ability to text from his practice’s main number allows for easy patient communication. “Using a laptop, you can send texts, such as, ‘Mr. Jones, your test results have arrived. Please give us a call.’ It is a patient satisfier.”

Also among the 40+ functions supported by Weave are e-mail marketing (in beta), remote call management and missed call texts, as well as automated appointment confirmations and reminders. And the full VoIP phone system integrates easily with practice management and customer relationship management software, according to the company.

“We are so happy we found Weave,” said Dr. Ward. His only advice? “Sign up. It will eliminate some stress from your life.”

Reference:

YOUR PATIENTS DON’T COMMUNICATE THE WAY THEY USED TO. NEITHER SHOULD YOU.

GET BRILLIANTLY POWERFUL TOOLS FOR PATIENT COMMUNICATION /
PAYMENTS /
TEAMWORK /
REVIEWS /
ALL AT A PRICE BUILT FOR YOUR PRACTICE.

Get together. I getweave.com
the PiXel8-RF
Radio Frequency Microneedling System

$39,995

2-Year Warranty
30-Day Buyback Guarantee* *Call for Details

- Features Arctic Chill Cold Air Chiller (Blows cold air at -14°)
- Insulated Sterile Tips
- Non-Insulated Sterile Tips
- Unlimited Needle Shot Count
- Adjustable Depth of Penetration (Adjustable from .5mm up to 3.5mm)
- Enhanced Delay (Needles go in "hot" and come out "cold")
- Safe to Use on All Skin Types

A. 25-PIN TREATMENT HEAD
B. 49-PIN TREATMENT HEAD
C. 64-PIN TREATMENT HEAD
D. HAND-PIECE

BEFORE

AFTER

Photos provided by S. Randolph Waldman, MD

Photos provided by Ewa Timek, MD

“The Rohrer Aesthetics RF-Microneedling system provides a safe and effective treatment improving skin tone and texture.”

JEFFREY DOVER, MD OF SKINCARE PHYSICIANS IN CHESTNUT HILL, MA

ROHRER AESTHETICS

Call or Visit Us Online Now
205.940.2200 www.RohrerAesthetics.com
For a Complete Laser Arsenal, **You Can Buy Versions of These Five Systems** At an Approximate Cost of **$500,000**

**Or You Can Purchase the Spectrum for $57,495**

**Multi Platform Laser / IPL**

A. **810-DIODE**  
Hair Removal

B. **ERBIUM YAG**  
Skin Resurfacing

C. **Q-SWITCHED YAG/KTP**  
Tattoo Removal

D. **LONG PULSED YAG**  
Vascular Reduction  
Vascular Lesion Removal

E. **INTENSE PULSED LIGHT**  
Includes 4 Light Filters  
Hair & Acne Reduction  
Vascular & Pigmented Lesion Removal

Includes All Attachments  
2 Year Warranty  
30-Day Buyback Guarantee*  
*Call for Details

---

**ROHRER AESTHETICS**

Call or Visit Us Online Now  **205.940.2200**  www.RohrerAesthetics.com
Xeomin® is the only clinically proven anti-wrinkle injection that is uniquely purified to remove proteins unnecessary for treatment. ¹

With more and more choices, choose a product that is unique—Xperience the Difference with Xeomin®.

Call 1-844-4-MYMERZ or visit Xeominaesthetic.com to learn more.

Not an actual photo of XEOMIN®. Refer to Full Prescribing Information for a description of XEOMIN.

¹Studies have not been performed to determine whether the presence or absence of accessory proteins has a long-term effect on safety or efficacy. References: 1 XEOMIN (incobotulinumtoxinA) for injection, for intramuscular use. Prescribing Information. Merz Pharmaceuticals, LLC, 2018.

INDICATIONS AND USAGE
XEOMIN® (incobotulinumtoxinA) for injection, for intramuscular use is indicated for the temporary improvement in the appearance of moderate to severe glabellar lines with corrugator and/or procerus muscle activity in adult patients.

IMPORTANT SAFETY INFORMATION

WARNING: DISTANT SPREAD OF TOXIN EFFECT
See full prescribing information for complete BOXED WARNING.
The effects of XEOMIN and all botulinum toxin products may spread from the area of injection to produce symptoms consistent with botulinum toxin effects. These symptoms have been reported hours to weeks after injection. Swallowing and breathing difficulties can be life threatening and there have been reports of death. The risk of symptoms is probably greatest in children treated for strabismus but symptoms can also occur in adults, particularly in those patients who have underlying conditions that would predispose them to these symptoms.

Please see back of this page for important safety information.
INDICATIONS AND USAGE
XEOMIN® (incobotulinumtoxinA) for injection, for intramuscular use is indicated for the temporary improvement in the appearance of moderate to severe glabellar lines with corrugator and/or procerus muscle activity in adult patients.

IMPORTANT SAFETY INFORMATION

WARNING: DISTANT SPREAD OF TOXIN EFFECT
See full prescribing information for complete BOXED WARNING.

The effects of XEOMIN and all botulinum toxin products may spread from the area of injection to produce symptoms consistent with botulinum toxin effects. These symptoms have been reported hours to weeks after injection. Swallowing and breathing difficulties can be life threatening and there have been reports of death. The risk of symptoms is probably greatest in children treated for spasticity but symptoms can also occur in adults, particularly in those patients who have underlying conditions that would predispose them to these symptoms.

CONTRAINDICATIONS
Hypersensitivity reactions have been reported with botulinum toxin products (anaphylaxis, serum sickness, urticaria, soft tissue edema, and dyspnea). If serious and/or immediate hypersensitivity reactions occur further injection of XEOMIN should be discontinued and appropriate medical therapy immediately instituted. XEOMIN is contraindicated in patients with known hypersensitivity to any botulinum toxin preparation or to any of the components in the formulation. Use in patients with an infection at the injection site could lead to severe local or disseminated infection. XEOMIN is contraindicated in the presence of infection at the proposed injection site(s).

WARNINGS AND PRECAUTIONS
• The potency units of XEOMIN are specific to the preparation and assay method used and are not interchangeable with other preparations of botulinum toxin products. Therefore, Units of biological activity of XEOMIN cannot be compared to or converted into Units of any other botulinum toxin products.
• Treatment with XEOMIN and other botulinum toxin products can result in swallowing or breathing difficulties. Patients with pre-existing swallowing or breathing difficulties may be more susceptible to these complications. When distant effects occur, additional respiratory muscles may be involved. Patients may require immediate medical attention should they develop problems with swallowing, speech, or respiratory disorders. Dysphagia may persist for several months, which may require use of a feeding tube. Aspiration may result from severe dysphagia [See BOXED WARNING].

• Individuals with peripheral motor neuropathic diseases, amyotrophic lateral sclerosis, or neuromuscular junctional disorders (e.g., myasthenia gravis or Lambert-Eaton syndrome) should be monitored particularly closely when given botulinum toxin. Patients with neuromuscular disorders may be at increased risk of clinically significant effects including severe dysphagia and respiratory compromise from typical doses of XEOMIN.
• Glabellar Lines: Do not exceed the recommended dosage and frequency of administration of XEOMIN. In order to reduce the complication of ptosis the following steps should be taken:
  - Avoid injection near the levator palpabrae superioris, particularly in patients with larger brow depressor complexes;
  - Corrugator injections should be placed at least 1 cm above the bony supraorbital ridge.
• XEOMIN contains human serum albumin. Based on effective donor screening and product manufacturing processes, it carries an extremely remote risk for transmission of viral diseases and Creutzfeldt-Jakob disease (CJD). No cases of transmission of viral diseases or CJD have ever been reported for albumin.

ADVERSE REACTIONS
Glabellar Lines: The most commonly observed adverse reaction (incidence ≥2% of patients and greater than placebo) for XEOMIN was Headache (5.4%).

DRUG INTERACTIONS
Co-administration of XEOMIN and aminoglycoside antibiotics or other agents interfering with neuromuscular transmission, e.g., tubocurarine-type muscle relaxants, should only be performed with caution as these agents may potentiate the effect of the toxin.

Use of anticholinergic drugs after administration of XEOMIN may potentiate systemic anticholinergic effects. The effect of administering different botulinum toxin products at the same time or within several months of each other is unknown. Excessive neuromuscular weakness may be exacerbated by administration of another botulinum toxin prior to the resolution of the effects of a previously administered botulinum toxin.

USE IN PREGNANCY
There are no adequate data on the developmental risk associated with the use of XEOMIN in pregnant women. XEOMIN should be used during pregnancy only if the potential benefit justifies the potential risk to the fetus.

PEDIATRIC USE
Safety and effectiveness of XEOMIN in patients less than 18 years of age have not been established.
With a growing patient base spanning Millennials to Baby Boomers, combined with the introduction of novel products and cutting-edge techniques, facial injectable treatments remain in high demand.

In the realm of neurotoxins, for nearly a decade physicians have had three options available: Botox® Cosmetic (Allergan), XEOMIN® (Merz Aesthetics), and Dysport® (Nestle Skin Health / Galderma), which currently celebrates its 10-year anniversary of treating glabellar lines.

As clinical literature comparing BoNT-A agents for antibody formation, resistance and loss of effect is inadequate, a recent study analyzed Botox Cosmetic, Dysport and XEOMIN for decreased therapeutic effect based on data from the FDA adverse event reporting system (FAERS) database. The study revealed that adverse events for XEOMIN, which has been shown to be the only BoNT-A agent on the U.S. market that has removed unnecessary proteins and maintains a very pure active component, were much less likely to be related to decreased therapeutic effect versus the other two products.

Looking ahead, two products in the pipeline are expected to expand practitioners’ options and shake things up in the neurotoxin market. The recently FDA-approved product, Jeuveau®, from Evolus (Newport Beach, Calif.), will provide the first 900 kDa botulinum toxin since Botox Cosmetic. A 2019 launch of Jeuveau in the U.S. and Canada is imminent. A European release is scheduled for 2020.

Leading up to FDA approval, Evolus effectively completed a five-study clinical trial in the U.S., the E.U. and Canada in order to receive regulatory approvals for the treatment of moderate to severe glabellar lines. The clinical program, which met the respective primary endpoints, included three multicenter, randomized, controlled, single dose Phase III studies and two open label, multiple dose, long-term Phase II studies.

In April, the company announced the publication of the largest European and Canadian Phase III head-to-head pivotal non-inferiority study comparing Jeuveau and Botox Cosmetic. Results showed responder rates for the primary endpoint of 87.2% for Jeuveau and 82.8% for Botox.

Jeuveau’s planned price point – as much as 20% to 25% lower than the cost of Botox – will likely create strong competition with the big three neurotoxin providers. This fierce competition for market share will ultimately benefit physicians and consumers.

Another new product, known as RT002, from Revance (Newark, Calif.), or Daxi, has shown potential of becoming the first long-lasting injectable formulation of botulinum toxin type A.

In addition, partnering with South Korea-based neurotoxin developer Hugel, Inc., Croma-Pharma GmbH (Leobendorf,
Austria), is poised to enter the U.S. market in the near future with Botulax and its range of saypha® hyaluronic acid (HA)-based fillers and PDO thread products.

Whatever novel or established products are being used, practitioners are busily investigating new approaches that employ neurotoxins, dermal fillers, platelet-rich plasma (PRP), stem cells and other biologics alone or in combination, in order to advance rejuvenative therapies and procedures.

When it comes to dermal fillers, “Physicians are using a few new techniques, most of which are coming to the U.S. from Europe,” stated Lori Robertson, MSN, FNP-C, clinical director and owner of Skin Perfect Medical in Brea, Calif.

“For instance, skin boosters use injectable HA to restore a smooth complexion and stimulate collagen production. You employ micro droplets that help plump up the skin and kind of lift it up, but also pull water into the area. This will help boost hydration. Also, these products provide a really good way to help soften wrinkles when toxins alone won’t do it.”

Other new approaches include the “ferning” technique developed by Amsterdam-based Tom Van Eijk, MD, noted Ms. Robertson. “This injection technique uses only minimal amounts of Restylane® Classic (Galderma / Nestle Skin Health) to actually strengthen the skin and cause collagen growth with dermal thickening over time. The results are astounding,” she said.

As reported by Haideh Hirmand, MD, a plastic surgeon in New York City, N.Y., “Consumers are always asking for a natural looking result, and providers have responded, especially when it comes to fillers.”

The most natural appearing fillers allow movement with the contour of the face. Galderma’s Restylane® Refyne and Restylane® Defyne are HA-based fillers that utilize a special technology, which allows the injected filler to move with a range of facial expressions. The products help smooth moderate lines with built-in flexibility, providing a consistent texture for natural expressions in motion.

“These products are designed to help smooth out smile and laugh lines while maintaining a natural look, thereby creating a beautiful effect without any visible signs of having had any treatment when you smile and show expression,” Ms. Robertson noted. “Defyne is my ‘desert island’ filler because I can do so much with it. It doesn’t sit there and lift. It will diffuse and fill.”

Another innovative use of fillers and neurotoxins encompasses bio-stimulation, which is the triggering of the body’s self-healing mechanisms, in addition to forms of regenerative medicine, which in some cases apply the patient’s own tissue alongside injectable therapies.

As a concept, bio-stimulation is often used with terms like “collagen induction therapy” and “collagen restoration,” which covers an expansive list of products and technologies from injectables to microneedling.

Among fillers, products not only include HA, but also straight collagen, calcium hydroxyapatite (Radiesse; Merz Aesthetics) and injectable poly-L-lactic acid (PLLA), found in the Sculptra filler. Fillers comprising Polycaprolactone (PCL), such as Ellanse from Sinclair Pharma, offer high viscosity bio-stimulation.

Combining these therapeutic approaches is becoming more popular, noted Dr. Hirmand. “We are discovering ways to remodel the skin using collagen induction therapies with fillers, to bio-stimulate rather than just fill lines,” she expressed.

“We have protocols that optimize the collagen induction and bio-regenerative properties of fillers, which are like skin boosting techniques versus just filling one-off lines and hollows. It is a way to use HA to extend its utility beyond volumization,” Dr. Hirmand continued.

The clinical work being done by physicians to exploit the bio-regenerative qualities of injectables is truly cutting-edge, Dr. Hirmand stated.

“We are a little bit ahead of the science,” she elaborated. “The use of injectables in bio-regenerative aesthetic therapies, whether it is HA, PRP or stem cell therapies, is producing anti-inflammatory effects that we are seeing in clinical settings. The science is going to be emerging over the next few decades to support that.”

One of those novel, but lesser known, approaches is microbeading, which employs fillers to address a specific problem related to blepharoplasty, in which a hollowness around the eye gradually becomes more pronounced, post-procedure.

According to Dr. Hirmand, who developed this technique, “Microbeading is a very advanced technique that uses fillers in a new way, to inject into the lower lid itself. The idea is to not place filler under the thin skin of the lower lid, but instead to actually put it under the reticularis.”

“As people age, one of the changes that we observe, whether or not they had surgery or never had herniation of the fat bag, the eye starts to look really set back and the lower eyelid sometimes start to look hollow,” Dr. Hirmand pointed out.

“Further rejuvenation treatments actually exacerbate that hollowness in the lower lid. I started using custom blunt cannulas for periorbital injections and saw they were working. I’ve combined it many times with tear trough injections, but note that not everybody is a candidate. Also, it is not something that all physicians can use, like micro Botox. It is a very tricky, high level procedure.”

The more commonplace micro Botox procedure involves the injection of microdroplets of diluted botulinum toxin into the dermis or the interface between the dermis and the superficial layer of facial muscles. This results in decreased sweat and sebaceous gland activity that can improve skin texture and treat fine lines and wrinkles. It has also been used to address acne and rosacea.
“The micro Botox type treatment is effective, but it is very temporary. It has been around for years, but has recently made a slight comeback, and is something that practitioners can promote,” Ms. Robertson indicated. “However, you can’t control the neurotoxin like you really want to in certain situations, though. It is similar to when physicians blend PRP with fillers and find it doesn’t work that well.”

A more popular method combines PRP with RF microneedling, which has been shown to tighten and lift skin, as well as address fine lines, wrinkles, large pores, stretch marks and acne scarring. The heat generated by RF energy produces a healing response that allows the skin to thicken and tighten. The accompanying PRP, which is taken from the patient’s blood, releases growth factors and other cytokines to promote healing while also attracting the body’s stem cells to repair the damaged tissue.

In a short time, PRP has materialized into a popular but little understood transport agent for various products. The use of PRP involves hardware that processes the patient’s blood. For instance, RegenLab® USA (New York City, N.Y.) offers a point-of-care, one-step closed PRP preparation system that boasts optimal platelet recovery of more than 80%, an efficient 1.6x concentration factor, as well as sterile, bio-compatible, non-pyrogenic and disposable components.

Healeon Medical, Inc. (Newbury Park, Calif.) recently released its High-Density Platelet-Rich Plasma Series, which is also designed for point-of-care treatments and provides a variety of options, concentrations and volumes in PRP production.

An emerging injectable approach takes facial rejuvenation to a new level. Renuva from MTF Biologics (Edison, N.J.) is an injectable extracellular matrix that contains the collagen, growth factors and proteins needed for vascularization after injection, where it acts as a scaffold that literally grows new fat cells.

“It is basically an injectable adipose matrix,” said Dr. Hirmand. “I can take a syringe and literally inject something that can grow fat in the body, using a person’s own regenerative capabilities. This is the ultimate bio-regenerative product.”

In a slightly different vein, Biologica Technologies® (Carlsbad, Calif.), offers Allofill®, an adipose-derived injectable filler containing naturally occurring growth factors, and AMP aesthetic®, an off-the-shelf alternative to PRP.

Considering the future direction of these types of aesthetic treatments, which are more regenerative in nature, it is no surprise that younger generation patients, in particular, are interested in them as part of a preventive anti-aging regimen.

“Millennials are pushing the whole industry forward,” stated Rand Rusher, RN, a Beverly Hills, Calif.-based injector and injection trainer. “I like to be very cautious about that word ‘prevention’ and starting treatment on young patients. ‘Prevention’ is not really a word that we should use in this community. To say that you are ‘preventing’ means you are guaranteeing that your patient is not going to grow old, and you can’t say that.

“Moreover, if you are putting a neurotoxin into a 20-something’s levator muscle, and you do that for the next 20 years, then let them know they better save their money for a brow lift, because although the levator muscle weakens on its own, the depressor does not,” Mr. Rusher continued. “My point is that you need to be careful about educating your younger clientele on the effects of neurotoxin.”
TRAINING SESSIONS AVAILABLE WITH REJUVN8

State of the art aesthetic training brought to you by Rejuvn8. Contact us to schedule your sessions today!

RECEIVE TRAINING FOR:

LIPOFILLING
PDO THREADING
REGENERATIVE STEM CELL MEDICINE PRACTICES
MEDSPA BUSINESS CONSULTATION

B.A.F.F.I. LIPOFILLING TECHNIQUE DEVELOPED BY

ANTONELLA QUARANTA, MD

315-708-9913
WWW.REJUVN8.COM
The Expanding World of Body Shaping Technologies

By Jeffrey Frentzen, Contributing Editor

In a society where undertaking beautifying enhancements no longer holds the stigma it once did, more people are claiming their right to a personalized aesthetic ideal. And as the market for cosmetic procedures grows exponentially, increasingly advanced nonsurgical technologies are providing safer treatments. While surgical liposuction is also growing in popularity, albeit more slowly, less invasive, energy-based body shaping is sharply on the rise.

In the March 2019 preview of its 2018 annual statistics, the American Society of Plastic Surgeons (ASPS) reported an upsurge in new trends in body shaping procedures this past year, with a spike in non-invasive fat reduction. In 2017, the American Society for Aesthetic Plastic Surgery (ASAPS) listed nonsurgical fat reduction, which included procedures that employ energy-based devices, up 24.7%.

Leading Technologies

Prevalent energy-based body shaping technologies include radiofrequency (RF), laser and ultrasound, including high-intensity focused ultrasound (HIFU), as well as cryolipolysis, electromagnetic energy, radial shockwave and more.

“Currently, cryolipolysis is king,” expressed Suzanne Kilmer, MD, a dermatologist and founder of the Laser and Skin Surgery Center of Northern California (Sacramento, Calif.), clinical professor at the University of California, Davis and past president of the American Society for Laser Medicine and Surgery (ASLMS).

“While RF is up-and-coming, ultrasound energy and 1064 nm lasers are vying for popularity,” she continued. “More recently, we have seen high-intensity focused electromagnetic (HIFEM) technology emerge as a great adjunctive treatment.”

Cryolipolysis, by virtue of Allergan’s CoolSculpting device, is perhaps the most well-known fat reduction and body shaping technology right now. "The CoolSculpting method is effective on many patients," noted Michael Somenek, MD, a facial plastic surgeon in Washington, D.C. "In addition, while most people tolerate the cold, after the treatment there is some massage, which can be quite painful, at times.”

To deal with pain associated with the massage, some practitioners have incorporated Z Wave radial shockwave technology from Zimmer MedizinSystems, (Irvine, Calif.), as an adjunct therapy. It works with non-invasive lipolysis devices, enhancing the effect and providing a more consistent outcome, as well as relieving associated pain. The company also markets a cryolipolysis-based body shaping device, ZLipo.

As reported by Marc J. Salzman, MD, a plastic surgeon in Louisville, Ky., and assistant clinical professor of plastic surgery at the University of Louisville, “We combine cryolipolysis with acoustic soundwave therapy because it increases the amount of apoptosis that you can achieve. The sound waves break up the cells that are hanging on that would otherwise survive.”

Among other types of energy-based modalities that have found favor in aesthetic practices, for Dr. Salzman, “the possibilities with RF are quite interesting. We have come up with excellent ways of using RF under the skin, and now we have injectable RF via microneedling. The design of how to apply the RF is limited by the three keys of skin tightening. First, the temperature you have to reach, followed by the time you have to be at that temperature to achieve a therapeutic effect and then the patient’s tolerance.”

A recently released example of an RF-based body shaping system, truSculpt® iD, from Cutera® (Brisbane, Calif.), offers distinctive handpiece and placement location versatility and customizable 15-minute protocols to treat the full abdomen or multiple body areas simultaneously. This powerful, non-invasive monopolar RF platform adapts to patients’ individual needs and features real-time temperature control for clinically proven results, safety and patient comfort.
Another new standard in RF-based contouring that boasts effective, 15-minute treatments is InMode’s AccuTite device, which delivers precision heating via the company’s proprietary radiofrequency assisted lipolysis (RFAL) technology, which uses thermal energy to promote skin tightening and remove unwanted fat, inducing collagen production for firmer skin. AccuTite’s efficacy is backed by a number of clinical studies and peer-reviewed publications.

RF-based aesthetic platforms that offer multiple modalities have grown in acceptance, as well. For instance, the ThermiT™ line of devices, from Thermi, a Celliing Biosciences Company (Dallas, Texas), which includes ThermiTight™ for body shaping, are controlled via the firm’s ARVATI™ system. This new technology regulates the emission of continuous RF waves and features an enhanced 50W capacity, as well as intelligent software with electrode recognition, improved treatment speed and advanced temperature-control technology.

Non-invasive HIFEM® is new on the aesthetic scene, although it is established in the urology and gynecology fields. As an electromagnetic field passes through the body, it intermingles with motor neurons, which then trigger supramaximal muscle contractions. The exposure of muscles to these contractions leads to their strengthening. This technology addresses fat to an extent, but mostly provokes muscle contractions that result in muscle building and body sculpting effects.

The first device of this type marketed to aesthetic practices, EMSculpt® from BTL Aesthetics (Marlborough, Mass.), “Does not so much reduce fat as it helps sculpt the body from a muscle standpoint,” stated Dr. Kilmer. “We have used it in conjunction with other devices, where HIFEM increased muscle toning and fat loss.”

In a more traditional realm, laser-based lipolysis and specifically the 1064 nm wavelength has been shown to be effective in body contouring procedures, with many devices in the marketplace capable of heating larger areas of subcutaneous tissue while yielding a smaller thermal effect on neighboring dermal tissue.

For instance, TightSculpting®, from Fotona (Dallas, Texas), is a unique, dual-wavelength, non-invasive laser treatment for sculpting and tightening skin on all body areas. And, the SculpSure® laser, from Cynosure/Hologic (Westford, Mass.), offers a unique applicator system that can work on multiple body areas simultaneously, utilizing a 1060 nm wavelength to treat fat tissue and contour the body.

“For a select group of the patient population, there is still a place for laser lipolysis,” said Dr. Salzman. “Sciton has one called ALLURA® Body, and I’m doing more and more of that treatment because it causes visible tightening. Most laser-based lipolysis procedures are minimally invasive with very little downtime.”

Ultrasound has a place in the body shaping realm as well, although modern aesthetic platforms that employ ultrasound tend to combine it with RF-based technologies. A recent example, Alma Beauty Reform, from Alma Lasers (Buffalo Grove, Ill.), combines the two in a single platform – an RF applicator for skin tightening and an ultrasound applicator for fat reduction and body contouring. The two energies can also be found in generically branded ultrasound cavitation devices, which have appeared mostly in medspas as second tier energy-based systems for body contouring procedures.

HIFU technology is also employed for body shaping procedures, as in Ultralipo, from Wontech Co., Ltd. (Daejeon, South Korea), in which focused ultrasound energy delivers heat from 60° C to 80° C to the target body area, destroying fat tissues without damaging the surface of the skin.

HIFU-based devices are more frequently found in Asia, less so in the U.S., opined Dr. Salzman. “It works, but if you are creating enough heat to cause acute fat necrosis thermally, with some kind of injury, it is going to hurt. Apoptosis, which is produced by enough heat to cause cells to emit their intercellular fat, is a safer way to go,” he said.

**Combination Techniques**

Combining energy sources, such as hybrid platforms that support both ultrasound and RF modalities, with adjunctive treatments like HIFEM, are today’s trends in body shaping procedures.

“The goal is to create an optimal result for the patient. Sometimes, that means doing a combination treatment of non-invasive fat reduction and adding some device that can potentially improve skin tone and tighten the skin,” Dr. Somenek pointed out.

Furthermore, “part of the follow-up plan with the patient concentrates on their physical health, emphasizing a good diet plan, exercise and a continuing skincare regimen,” he added.

“We often do treatments in combination,” Dr. Kilmer shared. We will apply one device in one area, another device in another area, and then use body creams to enhance the efficacy of the result. In
Sculpting to get a leg up

truSculpt® iD offers an individualized and unmatched solution to regain proportion to outer and inner thighs of all shapes and sizes. There is no placement limitation and in as little as one 15-minute treatment, give your patients a leg up and the desire to flaunt their youthful shape.

Other treatment areas include abdomen, flanks, back, and upper arms.

Learn how truSculpt® iD can revolutionize your business at cutera.com/truSculptiD

Fast | Hands-Free & Hand-Held Versatility | ~24% Fat Reduction¹

¹Amy Taub Study, ASDS 2017, Poster, Model; non-actual patient. © 2019 Cutera, Inc. All rights reserved. AP2329 RA
body shaping, the missing link is that once we’ve sculpted then how best to smooth out any cellulite? I don’t have any products in hand that do a good job of that, although there are some new approaches coming down the pipeline.”

Personalized combination therapies are already de rigueur at Dr. Salzman’s clinic. “Say the patient has some adiposity. We will start with an RF-based body sculpting treatment and that will thin them out. They might want skin tightening or more definition, or a little more fat reduction. These are very common combinations using different devices.”

**Beyond Technology & Technique**

No matter the energy source or technique involved, “Efficacy, ease of use, length of treatment time and patient comfort during treatment are all important criteria for selecting an energy-based body shaping system,” noted Dr. Kilmer.

Length of treatment always plays a role, Dr. Someneck agreed. “How long is each treatment going to take and how many treatments does the patient need in order to see a result?” he asked.

“Being able to demonstrate results is probably the most important thing, because if you have a device that shows very mild improvement then it is not worth it to me. I like a device that actually does what the manufacturer claims and demonstrates some improvement for the patient in a very easy-to-use manner,” Dr. Someneck expressed.

“Patient comfort and tolerance of the procedure is also a top concern,” he continued. “A device that is technician independent is very attractive. You want to be able to put the applicators on, turn on the machine and let it act on the surface of the skin.”

**Designing for the Future**

While these technologies and combination treatment techniques are the state-of-the-art, what will the future hold for body shaping techniques?

First, the technology needs to be perfected, Dr. Salzman stated. “You need to get to at least 55° C to incite neocollagenesis that will tighten the skin; 43° does not work.”

“And the relationship between time and temperature is logarithmic,” he explained. “You may need ten seconds at 55° to obtain the equivalent amount of tightening that may be one million seconds at 43°, or whatever that logarithmic relationship might be.”
INTRODUCING

ACCUTITE

ACCURACY IS EVERYTHING

The new AccuTite makes focal RF contraction without excisional surgery a new standard in cosmetic medicine. AccuTite delivers precision heating to allow physicians to provide a minimally invasive solution that can be done under local anesthesia, in an office setting, in less than 15 minutes, without excisional surgery.
“Hence, the necessity for multiple treatments with these outside-in RF devices,” Dr. Salzman continued. “I know people who are working on microwaves to treat more than underarm sweating. You want to target the fat and break it up sonically, so that it doesn’t hurt and doesn’t require numbing. That is the holy grail.”

DEKA Medical, Inc. (El.En. Group, Firenze, Italy) offers the Onda system that uses microwave-based energy at 2.45 GHz, a frequency that heats deeper subcutaneous cells rather than the two outermost layers of skin. Reportedly, this body contouring approach has been found to be effective for abdominal circumference reduction.

For Dr. Somenek, future devices need to be able to target fat more effectively. “Most of these non-invasive devices have limitations. They are called non-invasive for a reason; namely, they do not deliver a surgical result,” he said. “It is important to keep that in mind and be truthful about it. However, at the same time I think that there will be an evolution in technologies in which we can more effectively target the fat in one or two treatments, but at more than the 20% – 24% reduction per treatment we are seeing now with conventional devices.”

Both now and in the future, physicians need to maintain a realistic perspective about which patients are good body shaping candidates, stated Jason Emer, MD, a cosmetic surgeon and dermatologist in West Hollywood, Calif. “The patient has to be a good candidate for good results.

“The bottom line is surgery is the gold standard,” Dr. Emer continued. “Nonsurgical improvements are the second-best option. Anyone who comes to you and says CoolSculpting didn’t work wasn’t a good candidate or didn’t get enough treatments. In general, all of those devices and modalities can work; they just have to be paired right. Typically, they don’t work that well by themselves and need to be done in combination.”

A thorough review of any long-term clinical study data associated with a device is critical, as well, Dr. Emer added.

“You have to be an astute physician and really press back on the manufacturers to make sure that they are being truthful about the results,” he noted. “Also, talk to the people that have done the studies. Take the time to do the research. There are a lot of energy-based systems in the marketplace, and just because something is new doesn’t mean it is better.”
Reveal the Beauty with ARVATI®

True Temperature-Controlled Radiofrequency Platform with EPIC Technology™

1 Portable Platform = 4 Versatile Treatment Options

**THERMItight®**
Regenerate Collagen

**THERMIva®**
Women’s Wellness

**THERMIrase®**
Erase Stress Lines

**THERMIMsmooth face**
Fight the Signs Of Aging

---

**ThermiSmooth® Face**
Robert Langdon, MD  3 Treatments | 3 Months

**ThermiRase®**
Barry DiBernardo, MD  1 Treatment | 6 Days

**ThermiTight®**
Barry DiBernardo, MD  1 Treatment | 3 Months

---

**InjectableRF® Electrode**
Comes in 5cm/10cm/15cm/20cm

**ThermiVa® Disposable Electrode**

**ThermiSmooth Reusable, Non-Invasive Hand Piece**
10mm/15mm

---

Grow your practice. Call us today! 833-ONE-RF4U
(6 6 3 - 7 3 4 8)

Learn more at www.ARVATI.com

ARVATI® devices are intended:  • To create lesions in nervous tissue.  • For use in dermatological and general surgical procedures for electrocoagulation and hemostasis.

© 2019 ThermiGen, LLC. All rights reserved MC-ARV-AD-0006 REV B 04/2019
For long-term melasma results, the photomechanical, rather than photothermal, effects of laser energy are essential because thermal injury can exacerbate the condition. Furthermore, melasma requires a delicate balance of approaches to prevent flare-up.

The StarWalker® laser platform from Fotona (based in the U.S. and Europe) is designed to rank among the most versatile platforms available. With four wavelengths (1064 nm Nd:YAG, 532 nm KTP, 585 nm dye converter and 650 nm dye converter), 14 energy delivery modes and a wide spectrum of parameter modulation, physicians can treat aggressively or gently enough to handle both challenging and common conditions.

In the case of melasma, results persistent to 18 months have been seen from treatment with StarWalker.

StarWalker’s Transverse Mode Discrimination (TMD) oscillator modality is combined with Adaptive Structured Pulse (ASP) technology to deliver Q-switched pulses at 5 nanoseconds (ns), interacting with the skin in 580 picosecond (ps) peaks to create a photomechanical effect, combining high energy with ultra-short pulses.

“The StarWalker can achieve a similar phototherapeutic effect with this hybrid pico/nano pulse structure, minimizing thermal effect and reducing the chance of a flare-up,” said Julio César Vélez Ocampo, MD, a dermatologist in Colombia, who developed the protocol with his brother, Sebastián Vélez Ocampo, MD, who is also a dermatologist.

“It could be described as a burst of picosecond peaks in a nanosecond pulse,” he continued. “With the tissue interaction of a picosecond laser and the higher energy of a nanosecond laser we can go deeper into the skin, with homogeneous treatment using larger spots.”

Drs. Vélez start with the 1064 nm Nd:YAG between 1.2 and 2 J/cm² using this hybrid pulse (MaQX mode) with the 8 mm spot size. “We then use FRAC3 mode in very low fluences (10 J/cm²) to treat inflammation, which is fundamental in melasma physiopathology, with the 4 mm spot size to treat to the depths required.”

StarWalker’s focal fractional handpiece is used for the third step of the treatment, fractional controlled non-thermal rejuvenation of the skin. “Here we use fluences between 6 and 11 mJ per microspot,” Dr. Vélez noted. “Once the pigment has been cleared (after approximately three sessions) we treat the vascular component of the melasma with VERSA 3 mode at fluences between 180 and 220 mJ, pulse width 1 to 15 ms, using the 2 mm spot size, with minimal heat. Our approach has yielded outcomes persistent to 18 months after the final treatment.” A typical course of therapy is six sessions at 15-day intervals.

Melasma is fairly common but not well understood despite extensive study. According to Dr. Vélez the multifactorial nature of melasma makes it very difficult to treat and prevent relapses.

“With any treatment for melasma, especially energy-based modalities, you are likely to see relapses within a few months if not treated carefully, which is why the longevity of these results is so important,” he said. “With any protocol, the patient must have good skincare at home to limit sun exposure and provide the best conditions for healthy skin.”

Known for treatment comfort and patient satisfaction, the StarWalker platform is indicated for tattoo removal, vascular and pigmented lesions, hair reduction, acne and acne scar revision, skin rejuvenation and more.

“No device has this kind of versatility and functionality in one system,” Dr. Vélez expressed. “You can perform this treatment using other devices, but you will need two or three different platforms. StarWalker does this in a single system, which is simpler and more cost effective.”
America's Premier Multispecialty Symposium

Bellagio
Las Vegas

Register Today!
June 5-8
2019

Hold the Date for VCS 2020!
June 10-13

www.vegascosmeticsurgery.com

This activity is jointly provided by Medical Education Resources and Vegas Cosmetic Surgery Symposium. This activity is sponsored by an education grant from 180.
Every year for the past 15 years, the Vegas Cosmetic Surgery (VCS) meeting, taking place June 5 – 8, 2019, at the Bellagio in Las Vegas, Nev., brings together physicians from multiple disciplines with leading educators in the fields of facial plastic surgery, plastic surgery, dermatology and oculoplastic surgery.

“VCS covers the entire gamut of the aesthetic specialty,” stated S. Randolph Waldman, MD, founder of VCS and a facial plastic surgeon in Lexington, Ky. “I really don’t think there is much left out. We cover everything from the newest technologies to the latest in injectable approaches and the most updated surgical treatments. It is the only meeting, at least in the U.S., that covers such a wide range of subjects. This, combined with an impressive faculty, is what makes it a world-class meeting.”

In creating the expansive scientific program, Dr. Waldman chooses topics and issues that are relevant to aesthetic practices. “VCS stays ahead of trends in the field, unlike a lot of other meetings,” he expressed. “I always put sessions on the program that are going to be apropos to everybody’s practice. I go by my own life and practice experiences, which sets this meeting apart from others. Also, I attend meetings in both the surgical and nonsurgical disciplines, as well as lecture at three dermatology meetings per year and at my own meetings. My goal is to create a program that I would want to attend.”

VCS is a true multispecialty and multidisciplinary meeting, said Paul S. Nassif, MD, a plastic surgeon in Beverly Hills, Calif. “This is the best meeting I go to annually, and I have been going from the beginning,” he said. “I take pages of notes home with me when I leave VCS every year, for me to explore as a surgeon for ideas, tricks and tips. Also, my office staff comes back with all kinds of information they learn from the practice management sessions.”
While Dr. Waldman’s leadership and direction has developed a sophisticated, comprehensive conference program that encompasses high-level education in the surgical arts, VCS has also more recently expanded its breadth and depth to accommodate nonsurgical, minimally and non-invasive treatment types and energy-based systems and methods.

“It is not a surgery meeting trying to have a couple of nonsurgical talks. We have something for everyone,” said Dr. Waldman. “The program ranges from rhinoplasty to filler injections to laser rejuvenation techniques to body sculpting, and on and on. Once people walk through the door and register, they will find education applicable to any attendee at any given time. We map that out carefully and make certain there is always something that would be of interest to them.”

Along with medical education, VCS’s practice management and marketing sections address a vast selection of subject matter. There is a multi-day portion of the meeting that is devoted to business-related issues, team building, social media outreach and patient relationship topics, not to mention the compelling session titled: The Art, Science and Benefits of Converting Your Nonsurgical Revenue Stream From a Non-Profitable Activity into a Business for the Aesthetic Surgeon.

The meeting’s didactic sections are equally extensive, detailing new and intriguing surgical and nonsurgical aesthetic approaches, with presentations by some of the top key opinion leaders and aesthetic physician frontrunners.

Key sections of the conference are devoted to rhinoplasty, blepharoplasty, minimally invasive procedures and facial surgery. Other coverage areas include clinical research, offering presentations on real world studies that are completed or in progress, and legal issues that affect practitioners.

Attendees will also discover new and cutting-edge sessions, including coverage of the “genetico-racial” skin classification system, which assigns patients to one of six categories that account for genetic disposition and anticipated responses to aesthetic treatments. Emerging techniques and products will also be addressed, including New Fillers, Toxins, and Cosmeceuticals Making Waves in the US Market In 2019, and illuminating lectures on the use of stem cells in dermatologic skincare and how to employ nanofat-related procedures in clinical practice.

The VCS program also specializes in numerous surgery-centric techniques, including important sessions on rejuvenating the lips and perioral region, how to modify periorbital muscles in cosmetic surgery, fat repositioning, canthopexy and mid-face lifting, among many others.

Sessions that discuss multi-modality procedures utilizing energy-based devices will be abundant this year as well. Sessions of interest include a proper assessment for energy-based vaginal treatments, body contouring via high-intensity focused electromagnetic (HIFEM) energy; and, in a nice mix of surgical with non-surgical approaches, how CO2-based lasers can perform open incisional double eyelid surgery.

VCS’s expansive exhibit hall gives attendees a one-stop shop for the newest products and technologies. Surgical adjuncts will be on display, such as the Epstein Abdominoplasty Retractor from ASSI Corp. (San Diego, Calif.), which is engineered to dissect the upper abdominal tunnel without losing countertraction. It features an easy-to-hold ergonomic handle and a host of mechanical advantages, from yielding exposure to reducing fatigue, and is available in several blade lengths designed to fit both long and short tunnels in the patient anatomy.

The Visflow Pressurized Skin Marker from Viscot Medical (East Hanover, N.J.), eliminates the problem of markers getting clogged by blood, fat and other fluids in the operative field. The product’s distinctive squeeze barrel design drives ink back into the tip, thus allowing the surgeon to continue to mark the patient without having to change markers.

Attendees can also examine some of the latest energy-based technologies on display. Zimmer MedizinSystems (Irvine, Calif.), will debut Z WaveQ, a new water-cooled, extra quiet radial pulse therapy device. This system delivers...
EPSTEIN
ABDOMINOPLASTY RETRACTOR

- Designed to assist in the performance of the dissection of the upper abdominal tunnel
- Superior ergonomic handling - less fatigue - provides excellent exposure
- The wide curved working end spreads and holds the tissue of the upper skin on stretch - No more slippage!
- Facilitates cautery elevation of the skin flap
- Excellent for very narrow tunnels
- Available in several convenient blade lengths to fit all body types

ASSL.ABR31726
80 x 27mm blade with 60mm wide working end with teeth and ergonomic handle

ASSL.ABR31826
110 x 27mm blade with 60mm wide working end with teeth and ergonomic handle

ASSL.ABR32026
140 x 27mm blade with 60mm wide working end with teeth and ergonomic handle

ASSL.ABR31926
160 x 27mm blade with 60mm wide working end with teeth and ergonomic handle

ASSL.ABR32226
240 x 27mm blade with 60mm wide working end with teeth and ergonomic handle

ASSL.ABR41726
80 x 27mm blade with 60mm wide working end with teeth, fiber optic and ergonomic handle

ASSL.ABR41826
110 x 27mm blade with 60mm wide working end with teeth, fiber optic and ergonomic handle

ASSL.ABR41926
160 x 27mm blade with 60mm wide working end with teeth, fiber optic and ergonomic handle

ASSL.ABR42126
140 x 27mm blade with 60mm wide working end with teeth, fiber optic and ergonomic handle

ASSL.ABR42226
240 x 27mm blade with 60mm wide working end with teeth, fiber optic and ergonomic handle

ASSL.ABR51726
80 x 27mm blade with 60mm wide working end with teeth, fiber optic and suction with ergonomic handle

ASSL.ABR51826
110 x 27mm blade with 60mm wide working end with teeth, fiber optic and suction with ergonomic handle

ASSL.ABR51926
160 x 27mm blade with 60mm wide working end with teeth, fiber optic and suction with ergonomic handle

ASSL.ABR52126
140 x 27mm blade with 60mm wide working end with teeth, fiber optic and suction with ergonomic handle

ASSL.ABR52226
240 x 27mm blade with 60mm wide working end with teeth, fiber optic and suction with ergonomic handle

accurate surgical & scientific instruments corporation
800.645.3569  516.333.2570  fax: 516.997.4948  west coast: 800.255.9378
Info: assi@accuratesurgical.com  •  Orders: orders@accuratesurgical.com
www.accuratesurgical.com

Not all ASSI products shown in our literature or on our website are available for sale in Canada
painless, quick, non-invasive treatments with consistently reproducible and visible results, as well as no disposables and no downtime.

Energy-based microneedling technologies have recently captured the attention of many practitioners, and these products are expected to be well represented at VCS.

Utilizing radiofrequency (RF)-based microneedling, the Vivace RF platform from Aesthetics Biomedical (Phoenix, Ariz.), contours and tightens skin on the face, neck, hands and body by stimulating the natural production of collagen to reduce the appearance of facial wrinkles and fine lines after a single procedure.

Rohrer Aesthetics (Homewood, Ala.), will show off its PiXel8-RF microneedling system, which uses bipolar RF energy alongside minimally invasive microneedles (insulated and non-insulated) to facilitate nonsurgical skin tightening with little to no downtime. During treatment, RF energy is driven deep within the skin layers to stimulate and remodel collagen to improve fine lines, wrinkles, acne scars and striae.

As with the previously mentioned systems, the handheld SkinPen®, from Bellus Medical (Dallas, Texas), is suitable for treating all skin types. As the first FDA-cleared microneedling device on the U.S. market, this device provides fast, comfortable minimally invasive treatments that work on all skin types and require little to no downtime.

Energy-based aesthetic systems have been growing in sophistication, as well. Renuvion® from Apyx Medical, (Clearwater, Fla.), combines helium plasma with a proprietary RF waveform to achieve tissue contraction by heating the treatment site to temperatures of ~85° C within milliseconds. The coagulation effect is not reliant on full-thickness heating of tissue, allowing for much lower skin temperatures (< 4° above baseline) than bulk heating devices and a more time-efficient procedure.

Other energies that focus on body shaping procedures include high-intensity focused ultrasound (HIFU), represented by the Ultralipo system from Wontech Co., Ltd. (Daejeon, South Korea), which delivers heat from 60° C to 80° C to the target body area, destroying fat tissue without damaging the surface of the skin.

Thermi, a Cellings Biosciences Company (Irving, Texas), offers the new ARVATI™ system powered by Thermi’s proprietary EPIC Technology™, which delivers the controlled emission of continuous RF-based energy via an enhanced 50 W capacity system, intelligent software with electrode recognition and a controlling algorithm that offers adjustable speeds for various Thermi-based modalities, such as ThermiTight™ body shaping, ThermiRase®, ThermiSmooth™ Face and ThermiVa® for feminine rejuvenation treatments.

Within the feminine rejuvenation genre, MiXto Pro V-Lase® from Lasering USA (San Ramon, Calif.), employs patented ablative CO2-based technology originally designed for facial skin resurfacing that has been adapted for feminine therapy treatments. This non-invasive system provides a painless method for various gynecological applications notable for stimulating new collagen and blood vessel formation.

Beyond body-related applications, hair removal is the bailiwick of the new Motus AY system from DEKA M.E.L.A. (Calenzano, Italy), a high frequency Alexandrite and Nd:YAG laser system allowing selectable energy levels that safely treat skin types I to VI. In addition, pigmented lesions, vascular and skin rejuvenation concerns can be addressed using additional handpieces.

Speaking of vascular lesions, the Aerolase V650® workstation from Aerolase (Tarrytown, N.Y.), provides a comprehensive solution to treat both deep and superficial vascular conditions via proprietary 650 Microsecond Technology™ that provides clearance for veins on the face and legs, rosacea and redness, psoriasis and vascular malformations without patient downtime or adverse effects.

One of the most difficult skin-related indications to treat – melasma – is just one forte of the StarWalker® platform, from Fotona (Dallas, Texas), which
“Every aesthetic practice should have a SkinPen®”

Dr. Suneel Chilukuri

The FIRST FDA-cleared microneedling device

Safe for all skin types

Excelled in 90+ validation tests

DISCOVER THE BENEFITS OF SKINPEN

Happy Patients
90% of clinical trial subjects were happy with their results and would recommend to friends and family

Little to No Downtime
Many patients return to work the next day

High Profitability
Most treatments have an ROI of over 500%

3 new patients/week
3 treatments/week
$350/treatment
$163,800 annual revenue

LEARN MORE TODAY AT INFO.SKINPEN.COM/TAG-2019

3 SkinPen U.S. intended use: The SkinPen Precision System is a microneedling device and accessories intended to be used as a treatment to improve the appearance of facial acne scars in adults aged 22 years and older. Ro enity. ©Bellus Medical 2019. Rev C.

*US national avg. cost
implements a multifaceted, non-invasive Q-switched laser approach to this condition, not only addressing melasma symptoms, but also its underlying causes, for long-term results.

The latest autologous fat transfer procedures will also be reviewed throughout the scientific program, from *The Principles of Periorbital Rejuvenation with Fat Grafting and Hyaluronic Acid*, to how to perform fat grafting to the buttocks and the revolution in biocellular-based rejuvenation techniques.

MTF Biologics (Edison, N.J.) will display a unique fat-grafting technique, an all-natural injectable extracellular matrix that acts as a scaffold to allow the body to essentially grow new fat cells to attach to it.

Skincare-related technologies will be discussed throughout VCS scientific sessions in an adjunctive role, while the latest products will be available in the exhibit hall.

These include DefenAge’s 3D Eye Radiance Cream from Progenitor Biologics (Carlsbad, Calif.), an innovative topical that improves the visible health of the skin around the eyes and helps to reverse aging; as well as DefenAge’s new Men’s Kit, a four-product skincare system that is clinically proven to address signs of exhaustion and aging on a global scale. In addition to the company’s signature Clinical Power Trio, the kit also comes with a soap-free facial cleanser to remove dirt, sweat, oils, surface debris and air pollutants, and is backed by Age-Repair Defensins®, which work to reprogram the skin to improve brightness, tone, texture and hydration.

In addition to products that treat the dermis, Skinade® from Bottled Science, Inc. (Chantilly, Va.), is a therapeutic drink that works from the inside, offering key nutrients that are essential for optimizing skin health. This “feedback mechanism” skincare product, which can be used as an adjunct post-procedure, boosts the skin’s natural production of collagen, hyaluronic acid and elastin for smoother, younger looking and better hydrated skin.

Other types of adjunctive products lining the exhibit hall include the Mediscope Bodystation from FotoFinder Systems, Inc. (Columbia, Md.), a cutting-edge, mobile imaging solution for consistent before-and-after photo documentation of virtually any aesthetic, medical or surgical procedure. The system features the unique Laser Liner for consistent patient positioning at baseline and follow-up appointments, and is supported by an intelligent database solution.

To support physician education outside of VCS, Rejuvn8 (Liverpool, N.Y.) offers training in the latest applications of Polydioxanone (PDO) threads, teaching practitioners how to effectively use this popular non-surgical option for enhancing the body.

On the practice management software side, the Weave Integrated Communications platform from Weave (Lehi, Utah) combines phone, messaging, team chat, fax, email and other features that integrate with practice management systems. The software features instant access to patient information, as well as the practice’s financial data, reviews, payments and marketing materials. Automated scheduling functions include reminders and recalls for every patient.

Tying together the range and value of products that will be displayed and discussed during meeting lectures, Dr. Waldman remarked, “VCS fills a very important niche by merging specialties that are interested in making people look better, and by doing that we secured the best speakers from all of the different disciplines to educate each other. The cross pollination of specialties is not only good for the physicians that attend VCS, but it is also in the best interest of the patients.”

As Dr. Nassif concluded, “The speakers are excellent. You don’t get the same old talks that you get at all of the other meetings. The variety is outstanding. I exchange thoughts with plastic surgeons, dermatologists, facial and oculoplastic surgeons. It is all at the top of the food chain. Additionally, the best thing about VCS is that it is fun, offers a good atmosphere and excellent people. It is a great organization.”
A Revolution in Laser Hair Removal is Here

The first high-speed Alexandrite laser for effective, comfortable hair removal across the widest array of skin types.
Considering the advent of technology in aesthetic plastic surgery over the past 30 years, none has been more significant than the carbon dioxide laser, introduced in 1990, for full field ablative facial resurfacing. While the downtime can be significant, patients tend to be quite satisfied because of the extended duration of benefit.

However, full resurfacing comes with higher risks and greater morbidity. So, the introduction of the fractional concept in 2004 allowed many manufacturers to produce technology that allowed physicians to carry out less invasive procedures, without compromising results.

When adding a technology to your practice, the primary consideration should be fulfilling the needs of your patient population. Being that I practice on the West Coast, I choose technology that allows me to achieve long-term results in a single treatment for patients with significant solar elastosis and rhytides due to significant sun exposure. Long-term means sustained results of a particular condition lasting at least one year (and five years before needing a repeat of the same procedure).

When it comes to the use of technology in a primarily surgical practice, I specifically wanted a device that would not only fundamentally change, but also maintain, the collagen makeup of the dermis. Comparing various types of resurfacing equipment, and knowing patients seek out my practice for long-term results, I chose the MiXto laser from Lasering because I wanted a technology that works consistently and more importantly aligns with my goals of outcome longevity. The characteristics of the MiXto more than met my standards.

When it comes to resurfacing, the MiXto’s continuous wave (CW) laser, with the proprietary Chopped CW pulsing mode, allows for significant thermal stimulation of dermal fibroblasts. Medical research has demonstrated there is a direct relationship between degree of dermal heat deposition and aesthetic improvement, i.e., more heat, better cosmetic results. With MiXto, the risk of post-op adverse events from greater thermal deposition is mitigated via a patented mathematical scanner algorithm, which provides the longest time possible between adjacent spots per given area of treated tissue.

With the ability to perform a large variety of procedures, the MiXto laser is very versatile, offering treatments tailored to each patient’s available downtime and desired results – from very mild, minimally invasive lunchtime treatments (a.k.a. Buff & Shine), all the way to very aggressive procedures that take 10, 15 or even 20 years off their appearance in one session.

While a thorough MiXto treatment may take longer than other faster technologies, the results speak for themselves. Just like a good facelift, which takes longer than some other procedures and produces optimal duration of effect, a properly performed MiXto treatment produces high patient satisfaction.

I have been using this laser for the past ten years and its versatility, combined with our continued use, make it one of the best technology investments for my surgical practice.

A Technology That Stands the Test of Time

By James Newman, MD, FACS

James Newman, MD, FACS
Dr. Newman is a board certified facial plastic surgeon in private practice in the heart of Silicon Valley. After serving ten years as Stanford University faculty, private practice has allowed him to customize approaches to facial rejuvenation by adding minimally invasive surgery along with technology advances such as the MiXto laser. Dr. Newman shares his expertise with a worldwide audience at PremierPlasticSurgery.com.
One Incredible Laser.

The MiXto® Fractional CO₂ laser delivers winning results to capture the “Best Non-Surgical Facial Rejuvenation Enhancement” award* in four different years.

MiXto® leads the way in micro-fractional CO₂ laser skin resurfacing for all skin types, easily outperforming all other heat producing energy based systems - lasers, IPL, RF, ultrasound, microneedling & plasma.

- **Trade-up your original MiXto SX® CO₂ laser (or QuadraLASE™) to the “New” MiXto Pro®.**
- **Notice to QuadraLASE™ customers – The QuadraLASE™ laser is a private label version of the original MiXto SX® CO₂ laser. Lasering USA provides complete repair service and advanced clinical training on all QuadraLASE™ systems.**

Call 866-471-0469.

*The Aesthetic Show, Las Vegas, Nevada*
America is a melting pot of beauty ideals. Aesthetic physicians from major metropolitan hubs to rural areas report a spectrum of influences that affect consumers’ aesthetic aspirations and ultimately what they will do to enhance their looks. The bottom line: There is no single standard of beauty and many different trends. An individual’s perception of beauty might be driven by race, ethnicity, culture, gender, geography, environment, age, social media, celebrities and more.

Metropolitan Beauty Trends

Cosmetic dermatologist Jason Emer, MD, who practices on the iconic Sunset Boulevard in West Hollywood, Calif., says he definitely sees changing perceptions in what is beautiful.

“On the West Coast, we’re seeing more accentuated features – people with higher cheekbones, sharper jawlines and a higher brow arch,” he notes.

A big trend among some men: Feminine is the new masculine. For example, men want smoother, softer skin, according to Dr. Emer.

“I think it is more prominent in the entertainment industry and for people in media – they are wanting to look softer. They want more feminine features that make them more approachable and more attractive to other males and females,” Dr. Emer points out.

“Men are doing a lot of peels, microneedling, facials and laser treatments to tighten the skin, when they weren’t doing these preventive treatments before.”

In addition, men also want softer and defined, not overdone, lips, so Dr. Emer uses hydrating fillers like Versa™ from Revanesse USA, Juvéderm Volbella® from Allergan, or Restylane® Silk from Galderma to soften the lips without adding a lot of volume.

Women want to keep things tight, Dr. Emer emphasizes. Women, many of whom are already getting dermal fillers and neurotoxin injections, are more likely to want neck tightening and jowl treatments.

“They want a more slender look to their face, rather than a squared off look. Angelina Jolie’s structured and wide jawline, which is a masculine feature, was considered feminine before. Now, we are finding that women want slimmer facial features. They are getting neurotoxin injected in their jawline and neck for the neck bands,” Dr. Emer says.

Patients are doing more thread lifting to lift and define features of the skin, Dr. Emer states.

In Hollywood and Los Angeles, overfilling is out, but lifting and tightening is in – even in young patients. Patients in their 20s are getting thread procedures to keep facial skin tight and build collagen, without looking filled, says Dr. Emer.

Dr. Emer, who sees patients from around the U.S., says East Coast metropolitan patients tend to be more sensitive to extreme changes than people on the West Coast.
“They’re not going to have as high of a cheek lift or brow arch. They’re probably going to be OK with a few more wrinkles to appear more ‘natural.’”

Body-wise, Dr. Emer says the snatched waists and big buttocks of years’ past are evolving to more athletic builds for women and chiseling for men.

“Instead of using fat grafting to the buttock for size, we’re lifting the buttock or tightening the skin. It is not necessarily sculpting or sizing, but rather tightening of the skin.”

Dr. Emer says he is using skin tightening treatments for the body and he likes the truSculpt® ID from Cutera, for not only removing localized fat, but also skin tightening. And he combines truSculpt with other technologies for fat reduction and skin tightening, especially in patients who are thinner, athletic or with smaller problem areas.

And for increased definition or for small areas not improved by these types of technologies, injectable lipolysis can be used to shrink down and permanently remove fat in stubborn areas, he says.

In addition to abdominal muscles, men also want sculpting on the chest and neck, Dr. Emer adds.

“For the chest, we’re doing implants and fat grafting to lift the chest. And we are removing glands in the chest to give people an athletic look,” Dr. Emer says.

Today’s social media influencers and celebrities, from Christie Brinkley to Jennifer Aniston and Gwyneth Paltrow, are opting for minimally invasive treatments that tighten skin and even muscle. Social media continues to have a big impact on younger patients, and doctors who post videos and content are becoming influencers in our field, Dr. Emer points out.

Even Trendsetters Want “Natural”

Charles Galanis, MD, a plastic and reconstructive surgeon in Beverly Hills, Calif., says he and colleagues around the country – even the world – are seeing a trend toward a more natural aesthetic.

“Plastic surgery traditionally has been equated with sort of that artificial or plastic look,” Dr. Galanis says. “I think what we are seeing is a transition to people who want to retain much of their identity with less drastic and more understated changes. In other words, they might want to get work done, but they don’t want it to look like work was done. Whether it is breast augmentation or facial rejuvenation, I think a more natural look is the goal.”

With breast or buttock augmentation, for example, the ideal is not so exaggerated but rather more modest and proportional to one’s frame, he says.

Social media continues to impact just about every aspect of what patients view as beauty ideals. Influencers, movie stars, reality show celebrities and others are impacting especially what young patients think is beautiful, Dr. Galanis points out.

“I think it is a moving target. Just as with any trend, things can change with one influential person’s statement,” he says.

Cultural influences also impact the beauty ideal, Dr. Galanis reveals.

“Some cultures prefer a larger body, for example. Some cultures put a thin or lean body on a pedestal. So, there will always be cultural differences on what defines beauty,” he says. “Because the internet has sort of made the world smaller, are we going to homogenize what we think the beauty ideal is? I still think whether it is body contouring surgery in South America or jaw shaping surgery in Southeast Asia, there are still certain things that are culturally unique in terms of what people pursue.”

South Florida Beauty Vibes

Shino Bay Aguilera, DO, a dermatologist who practices on trendy Las Olas Boulevard, in Fort Lauderdale, Fla., says the Sunshine State continues to embrace Brazilian and
Our 2016 Coolsculpting® revenue was the best we had for the past few years. In spite of increasing CoolSculpt competition in the area, our business more than doubled from 2015 to 2016 since we added Z Wave. It was Z Wave that helped us stand out with a competitive advantage in our marketplace.

- Steven Weiner, MD
  Facial Plastic Surgeon, Santa Rosa Beach, FL

What the Experts Say

I use the Zimmer chiller for all of my injectable filler and toxin as well as laser patients... The patients frequently comment on how much more comfortable they are due to the cold air and wonder aloud why other practitioners don’t employ this. We believe this improves our retention, which is higher than industry standards, significantly.

- Amy Taub, MD
  Advanced Dermatology, Chicago, IL
other South American influences, as well as beauty icons like Jennifer Lopez and Kim Kardashian.

“Women in South Florida are concerned about the buttocks. Pretty much everyone has breast implants or some work in that area to enhance their breasts. But now we’re getting a lot of calls and requests for things that are going to shape the buttocks. Some can be surgical, like the Brazilian butt lift and some of them don’t have any fat to transfer so they do things like Sculptra® Aesthetic (injectable poly-L-lactic acid) from Galderma, or now there’s EMSCULPT from BTL, which can actually give patients a more toned, lifted, round butt,” Dr. Aguilera says.

Toning is a big theme among both women and men. “You could work out every day, but if you don’t have the genetics you may not look up to par,” Dr. Aguilera advises. “Now with new technology, like the EMSCULPT, you don’t have to do 20,000 squats and still fall short in your aesthetic goals in that area.”

Men in South Florida also want visible abs, according to Dr. Aguilera. EMSCULPT helps with that, too.

“We live in the Sunshine State, so life here revolves around doing things on the water and having your shirt off,” he says.

As for the face, like in Los Angeles, men and women from many Florida cities are veering away from the overfilled look, which Dr. Aguilera says is well known just up the coast in Boca Raton, Fla.

“People are moving away from the fake look. They are looking for a more natural, refreshed look. They don’t want to look like something’s been done. In South Florida, we have a reputation for having people who look overdone, similar to Los Angeles. Now people come in and say ‘please don’t make me look like the people in Boca Raton. I don’t want to have that Boca babe look.’ And everybody understands what that means,” Dr. Aguilera reveals. “People are looking for more discreet and natural. They want to look like something was done, but not noticeably.”

According to Dr. Aguilera, cheekbones are the facial focal point.

“Everyone wants their cheekbones enhanced to make the face look more defined,” he says. “Maybe this stems from makeup techniques of highlighting and contouring, but patients want to achieve that look without putting makeup on. This influence could come from other races that

“People are moving away from the fake look. They are looking for a more natural, refreshed look. They don’t want to look like something’s been done.”
CONCENTRATED & CONTROLLED EXTREME COLD -78°C

Complements All Procedures - ROI GOLD
5 - 10 Minute Experience
Very Simple & Safe to Use
Realtime Skin Temperature Monitoring
All Ages & Skin Types
No Downtime

Ask about the 4 EXPERIENCES that will have your patients CRYO-ING FOR MORE!

$39,500

Dr. Bonakdar
Bonakdar Institute

"We are using FROZEN C for painless injections & an entire protocol of facials. One of the biggest patient worries concerning injectable muscle relaxer or dermal fillers is the fear of pain. A quick pre-procedure FROZEN C experience relieves this fear & injection pain. FROZEN C facials result in flawless, poreless skin with more uniform coloring, improving rosacea type redness due to its effect on vasculature."

Dr. Taghizadeh
Arizona Facial Plastics

"FROZEN C is a revolutionary device combining the best in CO₂cryotherapy at -73° Celsius for pain reduction and potential future aesthetic applications. The key to this technology is the use of sensors to provide feedback to maintain the proper temperature range. To date, this unique device offers an excellent option for integrating CO₂ cryotherapy into your clinical practice."

Dr. Lui & Dr. Kwon
Avant Aesthetics & Plastic Surgery

"At Avant Aesthetics & Plastic Surgery we make it our mission to bring the latest in technology to our patients and we are thrilled to add FROZEN C Facial to our protocols for everything from treating painful Acne to offering pain free injectables and even reducing inflammation after surgical procedures!"

FROZENExperience.com
INSTAGRAM @FROZENExperience
INFO@FROZENExperience.com

Brand New! MUSCLE MVP PRO
Magnetic Variable Pulse
Only $59,000!
www.MuscleMVPpro.com
have more of the ethnic look, where the cheekbones are more pronounced."

When it comes to millennials, they don’t really need procedures; they want them mainly for enhancement, Dr. Aguilera says.

“A lot of millennials want contouring. If anything, they want to look like the Snapchat version of themselves.”

**Beauty Ideals in Rural America**

Carl R. Thornfeldt, MD, a dermatologist in Fruitland, Idaho, reports that people in rural areas are often exposed to the outdoors, including sunlight, pollution and other environmental hazards in their lines of work.

It’s a perfect recipe for skin aging, he says.

While city dwellers might want to make more drastic changes to their looks and are willing to pay the price for trendy procedures, people who live out in the country want to look their best, but not different. They want good value, meaning products and services that offer results, not a lot of recovery or downtime (because they can’t take a lot of time off) and are affordable.

“They have accelerated aging because of their outdoor lifestyles and high desert exposure to airborne pollution and environmental changes. So, they want to soften that blow as much as possible, but they are also less willing to have more drastic procedures. They don’t necessarily want to look like they have class III or class IV photoaging, but they don’t mind having class II photoaging,” he says.

In Dr. Thornfeldt’s experience, while some of his patients get fillers or neurotoxins, many would rather have a procedure that lasts longer.

“So, we are getting more interest from people wanting threads and the types of treatments that have a longer-term effect, including photodynamic therapy (PDT).” PDT addresses their concerns about skin malignancy, as well as diminishes signs of aging.

Designing regimens suited to the rural lifestyle that help skin stay healthy and achieve aesthetic ideals is important, Dr. Thornfeldt states. He recommends patients use topicals for sun protection, barrier repair and skin rejuvenation, as well as supplements for skin health. In addition to his own skincare line, Epionce, Dr. Thornfeldt recommends supplements, such as Heliocare® (Polypodium leucotomos extract [PLE]), from Ferndale, and/or niacinamide and Pycnogenol® (proanthocyanidin), from Horphag Research, which help to prevent and reverse skin damage from the elements.

Based on patients’ lifestyles, Dr. Thornfeldt also considers when they should or shouldn’t have treatments. For example, having a procedure in which patients shouldn’t get sun exposure in the days following treatment shouldn’t be done in high summer, unless patients have the option of staying indoors or getting proper sun protection.

**Ideals and the Consult**

Dr. Galanis says it is important for plastic surgeons and other aesthetic physicians to stay on top of beauty trends and ideals, but, when it comes to sitting down with individuals during the consultation, he doesn’t pay any attention to what’s trending.

“My only attention is on the patient’s individual desires. My job is not to instruct someone on what is beautiful. My job is very simply to listen to what it is that patients want to address – not for anybody else, but for themselves. Whether it is something that is just holding them back from living their most confident life, or if for some reason they see a disconnect between their inner and outer beauty, my job is to listen to that, understand that and then offer them possible options to address it,” Dr. Galanis shares.

The most important thing an aesthetic physician can do is not assume what a patient perceives as beautiful, Dr. Thornfeldt adds.

“In the intake I ask them what bothers them most and what are their expectations,” Dr. Thornfeldt says. “You need to be responsive to the patient.”

Dr. Emer underscores the importance of establishing relationships with patients who have realistic expectations.

“I think the first consultation is very important. When you are talking to that person face-to-face, you can make sure you are on the same page,” Dr. Emer says.

If the physician and patient are not on the same page, physicians should consider not moving forward with procedures. It is best that people with unrealistic ideals and unattainable expectations do not become your patients, Dr. Emer concludes.
beautiful skin from the inside

skincare innovation in a drink

Come and meet the team at:
- Vegas Cosmetic Surgery - Bellagio, Las Vegas | Booth 523
- The Aesthetic Show - Wynn, Las Vegas | Booth 625

REAL PEOPLE, REAL RESULTS

Independent 90-day skinade® trial* (average results versus control group)

- 25.5% increase in collagen density
- 34% increase in skin hydration
- 28% improvement in skin elasticity

Only available through skincare professionals.
To find an account, go to skinade.com.
To become an approved account, please call us at 1-800-SKINADE or email info@skinade.com

*Conducted by SkinLabs London

Ultrasound images show a 58% increase in collagen density through the noticeable change in white and yellow patches in a 42-year-old female.

Photomicroscopy images show the visible results on the skin from the increase in collagen, skin hydration and elasticity in the same 42-year-old female.
While it can take months to bring a patient into your practice, it takes only seconds to lose them. And while you may shake your head at the loss or be left feeling confused about where it went wrong – more often than not the indicators were there. Here is a guide for identifying a flawed patient relationship – and possible solutions for a positive outcome.

Common reasons a patient disappears:

• Poor customer service. Never forget your patients are electing to pay a significant amount of money out-of-pocket for your services. They need – and deserve – to feel appreciated for choosing your practice. Every patient walking through your door should be treated with the 5-star experience they expect. This includes, but is certainly not limited to, returning their calls as soon as possible, providing them with a smile from the time they first call your office to the time they leave, offering them a beverage and walking them out of the office after their appointment. It is your obligation to make sure they are feeling treated with respect throughout the entire process.

• Out of sight, out of mind. Once a patient walks out your door, it is easy for them to get caught up in their lives and forget you. Marketing is key to keeping you top of mind. Email marketing and social media communications play just as big of a role in keeping your practice on an existing patient’s radar as it does for bringing new patients into your practice.

• Budgetary concerns. Regardless of the patient’s desire to proceed with treatment, there can be underlying stress related to affordability. This is why providing patient financing information is key, whether you think they need it or not.

• They find someone they like better. It is up to the entire practice to make sure this does not happen!

Issues to avoid:

• Timing is everything. Everyone’s time is precious, including your patients. Don’t be late. While a few minutes is acceptable, longer delays on a consistent basis indicate you need to evaluate your scheduling processes to determine if you are leaving enough time for consults and procedures.

• Side effects. Make sure you explain all possible side effects to your patients during the initial consult, and make sure you have their undivided attention. Print out a one-sheet for them to take home and review. Then, have them sign it and add it into their chart.

• Missed expectations. Whether the patient feels their skin doesn’t look like their favorite celebrity’s, or they don’t notice a difference from their neurotoxin or surgical results, there are steps you can take to decrease the instances of disappointment with outcomes. Thoroughly review their expectations ahead of time to make sure you are both in agreement regarding their aesthetic goals, and what the proposed procedures will achieve. After treatment, compare the before and after photos together, sitting with them side-by-side, without a desk between you (this goes for any upset patient!). Discuss expectations vs. reality, and be honest with yourself as well; if the results truly aren’t where they need to be, offer another option inside your practice. If a refund is your last and only option, make sure you have them sign a release.

• Price discrepancies. If your patient says they were quoted a different price than they are being charged, be honest and
explore why. First, is this the case, or was there a miscommunication? Is the quote past the expiration date you had printed on the paper, are they not remembering the price, or did the surgery center raise their rates (We recently had a client who needed to explore an alternate surgery center when this continued to happen. As a practice, you have choices!)? Did you collectively decide, with the patient, to add liposuction to a tummy tuck case, thus raising the overall rate? Answer all questions the patient has and review the quote item by item.

Remember that setting realistic expectations ahead of time is key. When you are resolving an issue with a patient, be sure to listen without being offensive or defensive. Listen as they tell their story, make sure they feel heard, answer their questions and let them know you are committed to correcting the situation and delivering on their expectations.

Finally, there are certain individuals that should not be taken on as patients in the first place. These are what we call the “Red Flag” patient.

**Signs of a Red Flag patient:**

- They show signs of body dysmorphia during their initial consults, pointing out flaws that are not obvious to the naked eye.

- They continue to leave poor online patient reviews for other practices or are already in a current lawsuit against another physician.

- They insist that no procedure you suggest will work for them. If they are scared of needles, lasers and surgery, but want a skincare product to achieve the same results as a facelift, this is not a patient you can please.

- They are constantly in a hurry and not listening to your precautions. This patient isn’t going to follow your post-procedure instructions and will end up angry.

- They arrive at their appointment under the influence.

And finally, it is important to remember that not every consult has to turn into a patient. It is okay to let a patient know that you don’t believe you will be able to provide them with the results they are looking for.
Weed Out Price Shoppers and Find Serious Patients

By Jonathan Kaplan, MD, MPH, FACS

When it comes to the challenges of running a medical practice, most physicians will agree that price shoppers are among the most frustrating. With these types of consumers, it is as though training and expertise account for nothing. Like all that really matters is “How much is this going to cost me??!” However, physicians also need to realize that just because someone asks about price, it doesn’t necessarily make them a “price shopper.”

Two Types of Price Shoppers

When people ask about price, there are those who simply call each office trying to find the cheapest treatment with no regard for quality or certification – these are the patients we say we don’t want.

The other type is the person who has a genuine curiosity about price. Just like most of us wouldn’t go to an open house without knowing the cost of the home or wouldn’t go to the dealership without knowing the cost of a car, these patients don’t want to waste their time on a consult if they cannot afford it. This, of course, is very reasonable.

But sometimes doctors send mixed messages.

On one hand, physicians say they don’t want price shoppers for the reasons stated above. This is also the reason they don’t list pricing on their website; they feel it looks like they are trying to compete on price, or indulge the patient by seemingly saying, “Here’s the cost; that’s all that matters!”

Nonetheless, these same physicians that claim they don’t like or want price shoppers also routinely run specials and other discounted promotions (i.e. $10 per unit BOO-tox for Halloween; Labor Day specials, etc.).

Who do we think is showing up for those discounted treatments? In other words, if we don’t like price shoppers, why are we encouraging their behavior? If your goal is to weed out price shoppers from your practice, then why weed them in with specials?

The answer: doctors need patients. And during traditionally slow parts of the year, we need to find ways to maintain patient volume in the practice, so many of us run specials. And yes, this will result in attracting some price shoppers. So, while we can’t completely eliminate price shoppers from our practice, we can do a better job of differentiating between the consumer that is doing their research versus the price shopper that is purely seeking the best deal.

Automation is Key

With so many calls and inquiries about pricing, physicians and their front office staff need to be more efficient in distinguishing the two types of price shoppers. In this situation, automation is synonymous with efficiency.

When a consumer checks pricing through my website, they will find that I have a Price Estimator tool. But my Price Estimator is unique in that the consumer cannot see pricing until they choose procedures of interest and enter their contact information.

Once they take these very simple steps, automation is initiated. They automatically receive an estimate for the procedure they are interested in, and my front office staff automatically receives the consumer’s contact information.

Through this automated process, we have combined price transparency with lead generation. When we follow up with these leads, the patient can do one of two things – book a consult or not. If they are serious and come in for the consult, these price-aware patients are 41% more likely to book a procedure according to a study that I co-authored in a peer-reviewed journal1.

By using pricing as the incentive to bring consumers into your sales funnel, the practice can build a huge database for future remarketing via email campaigns. And even if the patient doesn’t come in immediately, they may eventually come in after enough touch points.

On the whole, discussing pricing on your website should not be regarded as a strategy that involves competing on price, but rather as an aspect of customer service. By being one of the few practices that offers pricing information in an otherwise price-opaque environment, you are giving patients what they want. So, ultimately, you are competing on customer service, not price.

Reference:
The High Performance Photo System for Dermatology and Aesthetics

FotoFinder Bodystation

- Brilliant Consistent Images of Face and Body
- Guided Photography for Easy Image Capturing
- Proposer to Boost Consultations
- iPad app for Image Access at Your Fingertips
- Mobile and Maximum Efficient System

Call us at 888-501-0805 for more info!

FotoFinder
www.fotofinder-systems.com  phone: 443-283-3865
info@fotofinder-systems.com  toll-free: 888-501-0805
Even established, successful practices can have a hard time introducing and selling new products in today’s information-saturated world. Consumers are bombarded with services, discounts, offers and promotions for things they may or may not need everywhere they look. So, how do you get through to them? What will make them choose your product or service over the rest? What if you tried giving it away for free?

A well-tried model to spark potential patients’ interest is to offer a large discount. While this will likely bring in a few people, perhaps even a lot, rarely will it have any real impact on your sales in the long run, and most practices cannot afford to consistently offer steep discounts. What you have instead is a lot of traffic for little to no profit and less time on your calendar for the profit-making appointments.

Think of the 70% off Groupon promotion – sure, the clients will come in, but probably only once. They will likely go and find another Groupon deal for their next visit, which means you are left with time and effort spent, and no money to show for it. Needless to say, this is not a sustainable model.

It is time you turn your focus towards a different model: the cross-promotion. A cross-promotion, or gift with purchase, allows you to give people what they want for free, but as a reward for trying something new that you want to sell them.

This strategy has proven profitable, especially with women, who make up about 90% of the aesthetic industry’s patient base. The model is a great way to build ancillary services, promote new services and get patients to try products they may not have otherwise tried.

The most successful way to utilize this strategy is to integrate it as part of your Annual Marketing Plan (AMP). It should be combined with the two other essential AMP strategies – Social Media Integration and Quarterly Sales Events – and you should aim to do a cross-promotion special every month to keep your dedicated clients coming back on a consistent basis.

To get the response you desire, your value-added offer needs to provide at least a 20% savings, which is enough to make it worthwhile for your patients, while not economically devastating for you. When deciding which products to give away, consider making it a service that the non-physician staff can do, such as neurotoxin and fillers. You can also choose what is most profitable: a physician, staff or patient favorite; or simply something you want to sell more of. However, make sure to take into consideration the seasonal appeal of the product, and if it is a product that is already popular with your patients.

Another overlooked, but significant, effect of the cross-promotion strategy is that it will give you two talking points per month throughout the year, whereas a regular discount offer will give you one.

Cross-promotions create twice as many opportunities to inform and educate your current and future patients. That is twice as many ways to start a conversation and generate leads, twice as many blog subjects, twice as many potential ways to grab people’s attention.

So, start by looking at your AMP. Then ask yourself, which services do you really want to grow? What areas are most profitable for you? The answers to these questions will determine which procedures, treatments and/or products will be the best for your company’s next 12 cross-promotions.

Kelly Smith
Ms. Smith has over 20 years of experience as an entrepreneur, day spa owner, medical spa CFO, business consultant and national speaker. She is currently the founder and CFO of Projected Growth Consulting, a team of industry professionals who understand every challenge facing medspas and plastic surgery practices.
CONFIDENT YOUR DEVICE
CAN SAFELY TREAT HIS SKIN?
OUR CUSTOMERS ARE.

NEW POSSIBILITIES FOR SKIN OF COLOR
WITH 650 MICROSECOND TECHNOLOGY®

AEROLASE.COM
Events & Education

Practice Management Strategies a Focal Point of The Aesthetic Show 2019

It’s one thing to have great skills as an aesthetic clinician, but practice management expertise is imperative to turning those skills into financial benefits. Understanding this critical need, The Aesthetic Show 2019, taking place July 11–14 at the Wynn Las Vegas, is making practice management a priority, offering a menu of course opportunities for attendees throughout the entire four-day event.

The Certified Aesthetic Consultant Program

On Thursday, July 11, attend this full-day, intensive and interactive pre-show session to gain innovative, real-world strategies for patient communications, technology, Google algorithms, practice management and business plans. Focus areas include advanced marketing techniques, advanced practice metrics and business planning, advanced counseling and consultation conversion strategies and management skills for practice success.

Advanced Techniques for Practice Success Special Focus Courses

Beginning Friday, July 12, practice management experts and physician influencers will lead a series of special focus courses dedicated to advanced techniques for practice success. Module I: Patient Demographic Segmentation in Marketing will deal with how practices can meaningfully and successfully connect and capture a wide spectrum of patients using a more targeted approach to marketing.

This series of focus courses continues on Saturday, July 13, with Module II: Social Media Marketing, in which successful social media influencers will reveal their secrets and insights to effectively elevate your practice and brand using social media.

Also, on Saturday, Module III: Practice Management and Growth Concepts will address the distinct and dynamic factors involved in building and maintaining a successful aesthetic practice. Topics will include strategies for business growth, such as how to maintain strong professional core values and philosophies, staying ahead of the competition, building a brand identity, growing your patient base and increasing the bottom line.

Main Program Sessions

In addition to these supplemental courses, The Aesthetic Show’s main program will offer two sessions dedicated to practice management and legal regulations: The Legal Structure of an Aesthetic Practice and Practice Management and Marketing.

Taking place on Saturday, July 13, The Legal Structure of an Aesthetic Practice session will delve into advertising restrictions that could result in FTC violations, the legal ins and outs of medspas and aesthetic practices, and asset protection.

And on Sunday, July 14, the Practice Management and Marketing session will present case-studies and provide attendees with a comprehensive checklist they can use in practice to take their businesses to the next level. And for the first time, this session will offer an interactive panel discussion with a Q&A opportunity for attendees.

About The Aesthetic Academy

Offering two locations (San Diego; October 12-13, 2019 and Dallas; November 8-9, 2019), The Aesthetic Academy is a unique series of two-day advanced hands-on procedural training and comprehensive development conferences. Attendees receive a well-balanced program that highlights key aesthetic services, with live treatment workshops and the marketing strategies necessary to build a thriving practice.

About The Aesthetic Show

The Aesthetic Show is the most important and influential event dedicated to the rapidly-expanding field of aesthetic medicine. Learn more about this year’s event featuring 100+ expert speakers delivering more than 20 CE credits and 35 hours of content by visiting www.aestheticshow.com.

Submit Your News

erin.velardo@ubm.com
THE GREATEST
PRACTICE MANAGEMENT
AND MARKETING TOOL
EVER
THE INDUSTRY’S ONLY SOLUTION FOR
MANAGING ALL ASPECTS OF YOUR PRACTICE

CRYSTAL CLEAR
SOFTWARE | MARKETING | CONSULTING

- Opportunity Management
- Practice Management
- Practice Marketing
- Patient Acquisition & Retention
- 100% Mobile-Responsive Web Design
- Social Media Management & Marketing
- Search Engine Optimization
- Search Engine Marketing
- Content Marketing
- Email & SMS Marketing
- Calendar Scheduling
- Medical Record & Document Storage
- VIP Member Management
- Invoice & Quote Generator
- Payment Processing
- Phone Process Training
- Practice Growth Training & Consulting
- Much More

CLOUD-BASED
SOFTWARE

TOP-TIER
MARKETING

WORLD-CLASS
CONSULTING

SCHEDULE A DEMO TODAY
VISIT CRYSTALCLEARDM.COM
OR CALL 888-426-0165
Offering training to a staff this size in a traditional setting would have been extremely difficult. The online format gave us the ability to customize training in a way that worked for us, without interruption to patient care. Staff was able to work at their own pace, within a curriculum selected to meet the individual's needs and chosen interests. – Musick Dermatology

Join over 2,500 Successful CAC Graduates

cac.aestheticshow.com

To sign up for a free trial of the new CAC online program or for promotional rates contact Anjail Mitchell
+1 (949) 830-5409 or anjail.mitchell@ubm.com

- Increase practice revenues and growth
- Master social media and internet marketing
- Acquire advanced staff management skills
- Learn how to run a more efficient and profitable practice
- Enhance your sales and marketing abilities
- Improve your patient assessment and consultation skills
- Learn how to deal with patient expectations
- Understand financial analysis and practice metrics
“Offering training to a staff this size in a traditional setting would have been extremely difficult. The online format gave us the ability to customize training in a way that worked for us, without interruption to patient care. Staff was able to work at their own pace, within a curriculum selected to meet the individual’s needs and chosen interests.” – Musick Dermatology

To sign up for a free trial of the new CAC online program or for promotional rates contact Anjail Mitchell +1 (949) 830-5409 or anjail.mitchell@ubm.com

cac.aestheticshow.com
The use of neurotoxins, such as Botox Cosmetic from Allergan (Irvine, Calif.), has been around for decades and focused predominantly on the treatment of lines and wrinkles, as well as facial shaping. In recent years, however, the use of very small amounts of neurotoxin (known as “micro Botox,” “meso Botox” or “baby Botox”) has been used to address more superficial changes within the skin itself and has been shown to improve the skin’s tone and texture, soften fine lines and reduce the appearance of pores.

It is believed that these results are caused by neurotoxin’s effect on the sweat glands, oil glands and the arrector pili muscles within our skin, which cause pores to shrink. Due to the effect on oil glands, this treatment can potentially also reduce the occurrence of acne.

As we look for ways to affect global changes in facial aging and fine tune results from our other products and procedures, the use of micro Botox has grown more popular. While effects of these very small amounts of neurotoxin are subtle, when used in combination with other procedures, overall results are noticeable and potentially more enduring.

In my practice, we utilize micro Botox in one of two ways.

When used alone, very small aliquots of neurotoxin are placed using a 32-gauge needle to inject product in the superficial dermis versus the conventional, muscular injections we are familiar with.

Micro Botox can also be placed via topical applications using open channels in the skin created by microneedling. In this case, we generally combine a diluted form of neurotoxin with other ingredients such as hyaluronic acid and platelet-rich plasma.

The patient in Figure 1 is a young, 42-year-old woman who presented to me with generalized facing aging. She was concerned about reversing the age-related changes, but in a way that would keep her looking natural. She ultimately began a medical skincare regimen and underwent treatment with Botox Cosmetic, as well as Juvederm Voluma XC to her cheeks.

Most recently, I saw her for persistent fine lines and wrinkles to her lower and lateral lids and suggested micro Botox to help improve her overall skin tone. Using a very diluted concentration of Botox Cosmetic, a total of eight units was placed via multiple aliquots into the superficial dermis of this area.

Ten days later, she returned and was very pleased with the subtle results that she had achieved. She felt that the skin around her eyes was smoother, more clarified, and that the fine wrinkles had softened. To further optimize long-term results, we recommended adding a series of three Microneedling Plus treatments (microneedling plus PRP, micro Botox and hyaluronic acid) spaced four weeks apart.

In addition to optimizing the skin’s appearance, micro Botox can also be used for improving scar outcomes. While there is some disagreement in the literature as to efficacy, I recommend it to all of my patients.
as a relatively low-cost option to help surgical scars heal optimally.

With this treatment, micro Botox is injected in the superficial dermis on either side of the incision at the time of surgery. Then, in the early healing period, a series of Microneedling Plus treatments is started at around four to six weeks following the procedure.

Micro Botox is an exciting new option for our patients and one that I believe will grow in popularity. I also think that this will become less of a stand-alone treatment and more often used in combination with other products and procedures.

As with many of the procedures we perform, results are often anecdotal and the science behind the actual outcomes is not well understood. My hope is that we become better educated on what micro Botox is achieving at the cellular level, and how we can use this knowledge to improve results and better help our patients.

Meet the Expert

Gregory Buford, MD, FACS

Dr. Buford is a board certified plastic surgeon currently practicing in Denver, Colo. As a graduate of the Baker / Stuzin / Baker Cosmetic Surgery Fellowship in Miami, he is one of the few cosmetic plastic surgeons in the Rocky Mountain region to have completed formal post-graduate training. His practice is limited exclusively to aesthetic medicine with an emphasis on breast enhancement, body contouring and minimally invasive facial rejuvenation.
The Many Passions of Lara Devgan, MD
By Lisette Hilton, Contributing Editor

Lara Devgan, MD, MPH, is a plastic surgeon with a busy New York City practice. But that is only one of the many hats she wears.

Dr. Devgan is also chief medical officer of RealSelf, the world’s leading online destination for people interested in aesthetic procedures. She is the CEO of her medical-grade luxury skincare line, Dr. Devgan’s Scientific Beauty, she hosts a popular iTunes podcast called Beauty Bosses, and teaches quarterly injectable master classes in New York. And we haven’t even mentioned her personal life!

“I have a lot of things I’m very passionate about, in addition to being a woman, a wife and mom to six young children,” Dr. Devgan said.

Plastic Surgery: The Chosen Specialty

Dr. Devgan’s focus on science started in premed, while she was at Yale. “That is where I worked at my first biochemistry lab,” she said.

She went to medical school at Johns Hopkins, where she earned an MD and master’s in public health with a focus in epidemiology and biostatistics.

Despite having a scientific mind, Dr. Devgan chose plastic surgery because she said it is an incredibly artistic field. She completed her residency and fellowship at New York Presbyterian Hospital.

“The other thing about plastic surgery that I think is so amazing is that it is a field that for so long has focused on women. Over 90% of plastic surgery patients are women,” she said. “I wanted the opportunity to be a voice for the patients.”

Now five years into her practice, and in her late 30s, Dr. Devgan feels it is a great time to be a woman in the specialty. She embraces the notion that in 2019 it is no longer a choice between being a person of substance and being someone who cares about their appearance.

“We are finally in an era where you can be a feminist and wear lipstick,” she declared. “Beyond that, we are in a time when beauty has been democratized, so you can be your own kind of beautiful. You don’t have to look like the cover of a magazine; you can look exactly like yourself, but in a slightly more optimized way that will make you feel more confident.”

She focuses on being fully vertically integrated in practice, which means striving to meet a patient exactly where he or she is in their aesthetic journey. “This is why I offer everything from topical skincare products, skin resurfacing treatments and injectables, to major surgical procedures,” Dr. Devgan noted.

“I consider myself part of this new school in plastic surgery where the modern approach is not about the most we can do, but rather the best that we can do. It is about helping people feel like the best version of themselves rather than like an inadequate version of somebody else.”
RealSelf, Skincare

When RealSelf CEO Tom Seery approached Dr. Devgan about serving as CMO for the popular online destination, Dr. Devgan said she accepted the post because she and Mr. Seery see eye-to-eye on another of Dr. Devgan’s passions: transparency in medical aesthetics.

“We both really value education of the public and information dissemination. I think that in 2019, information is our most precious commodity,” she said.

When it comes to skincare, Dr. Devgan combines passion with keen business sense. Dr. Devgan’s Scientific Beauty line just launched at the high-end retailer Violet Grey and has had popup shops at Bergdorf Goodman and other retailers.

“I am a beauty and skincare junkie myself, but I’m also annoyingly rational and extremely practical and I have this huge science background,” she began.

“I wanted to create the type of skincare line I would use,” she elaborated. “My skincare line is based on medical grade ingredients that have all been demonstrated in large-scale randomized controlled studies. And it is also presented to the consumer in a pleasant, palatable, luxury experience because the only products that can help you are products that you are willing to use.”

Most medical grade products are unappealing and people stop using them because they do not have a good user experience and then they do not reap the full benefits of the products,” she continued. “It is really all about performance beauty.”

Woman to Woman

Dr. Devgan said the rumors are true: “As a woman in a male-dominated industry, you have to work twice as hard to get half the credit.”

But with great mentors (men and women) and hard work, the world is a woman’s oyster, she added.

“My advice is to be authentic and take excellent care of each and every patient;” Dr. Devgan advised. “If you do good work consistently and really think of medicine as an N equals 1 experience, where it is all about the patient who is right in front of you, that approach can build and mushroom over time and become something that is really special.”

5 Random Facts about Dr. Devgan

Q: What is the first thing you do when you wake up?
I hug my kids, then shortly thereafter check my email.

Q: Who is your professional role model?
Rosalind Franklin, one of the co-discoverers who made contributions to understanding the molecular structure of DNA and RNA. I think that her contributions to the structure of DNA were largely recognized after she died. She was a really brilliant English chemist who worked very hard and diligently for the greater good. And she is one of those unsung female heroes without whom we wouldn’t be where we are today.

Q: What did you want to be growing up?
An artist or a doctor.

Q: If you could only eat three foods for the rest of your life, what would they be?
A yellowtail scallion roll, Diet Coke and vanilla ice cream.

Q: What’s your favorite quote?
‘Discretion is the better part of valor.’ (William Shakespeare). I also like ‘Subtle is the new dramatic.’ (I think I said that one.)
Who Can Legally Own a Med Spa?

How to Attract New Patients

How to Find and Train Good Staff

Compensation Structures

*Promo code expires November 3, 2019, at 11:59 pm EST. Promo code can only be used for regular ticket types and cannot be combined with any additional offers.

**AmSpa's Medical Spa & Aesthetic Boot Camps**

"AmSpa's Medical Spa & Aesthetic Boot Camps helped me establish a solid foundation for building our medical spa. The education on compliance and business strategies guided me in propelling Destination Aesthetics into a multi-location, profitable brand that ranked 6th among Allergan accounts in the nation after seven years in business."

Shawna Chrisman, MS, NP, BC
Co-Owner
Destination Aesthetics

Be the Next Med Spa Success Story

Medical Spa & Aesthetic Boot Camps

Atlanta, GA
June 29 - 30, 2019

Seattle, WA
July 20 - 21, 2019

Dallas, TX
September 14 - 15, 2019

New York, NY
October 12 - 13, 2019

Orlando, FL
November 2 - 3, 2019

To find the next Boot Camp in your area, visit www.americanmedspa.org. For more information, email info@americanmedspa.org or call 312-981-0993.
IF I HAD TO DESCRIBE MY RELATIONSHIP WITH ADVICE MEDIA IN ONE WORD, THAT WOULD BE

“TRUST”

Renato Saltz, MD, FACS
Past President, ISAPS | Past President, ASAPS

BECOME
OUR NEXT SUCCESS STORY.

adVICEMedia.com/testimonials
435.200.1018
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 Dupont 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.

Apyx Medical (formerly Bovie Medical)
5115 Uilmerton Rd.
Clearwater, FL 33760
(800) 537-2790 telephone
Apyx Medical (formerly Bovie Medical) is an advanced energy technology company with a passion for elevating people’s lives through innovative products in the cosmetic market. Known for our Renuvion® Cosmetic Technology we’re focused on one thing: bringing transformative solutions to the customers we serve.

ASSI (Accurate Surgical)
300 Shames Drive
Westbury, NY 11590
(800) 645-3569 telephone   (516) 997-4948 facsimile
www.accuratesurgical.com
ASSI (Accurate Surgical) offers high-quality plastic surgical instrumentation for the cosmetic and aesthetic surgeon.

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.

Bottled Science Inc. (Makers of Skinade)
14221A Willard Road, Suite 100
Chantilly, VA 20151
(800) SKINADE (754-6233) telephone
www.us.skinade.com
Skinade® better skin from within® is the leading professional skincare drink. Its professional-grade ingredients and unique liquid formulation help boost the skin’s natural production of collagen, hyaluronic acid and elastin for smoother, younger and more hydrated skin. Skinade® is used daily as part of a skin regimen and comes recommended by licensed aesthetic professionals and dermatologists.

Candela
3 Goodyear, Unit A
Irvine, CA 92618
(800) 733-8550 telephone
www.syneron-candela.com
Candela is a global leader in the aesthetic medical device marketplace. We combine a superior level of expertise and customer understanding, offering customers one of the broadest product portfolios, an exceptional global service organization, and an expansive worldwide distribution network.

Canfield Scientific, Inc.
4 Wood Hollow Rd.
Parsippany, NJ 07054
(973) 434-1201 / (800) 815-4330 telephone
(973) 887-0784 facsimile
www.canfieldsci.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.
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 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 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;17(4):426-441).

DEKA designs, manufactures and markets medical lasers and light-based equipment for specialized medical requirements in over 83 countries worldwide. DEKA produces systems like the revolutionary ONDA, a microwave platform featuring Coolwaves®, for all body shaping needs; MonaLisa Touch® for GSM, as well as platforms for many specialized fields like surgery, aesthetic medicine and dentistry, utilizing a wide range of wavelengths, such as CO2, Alexandrite, Nd:YAG, Er:YAG, Dye, Q-switched, KTP lasers, flash lamp and excimer lamp systems.

Fotona develops and manufacturers 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.

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.
Aesthetic Company Directory

Lasering USA
220 Porter Drive, Suite 120
San Ramon, CA 94583
(866) 471-0469 telephone   (925) 718-8225 facsimile
info@laseringusa.com / www.laseringusa.com
www.mixtoskinresurfacing.com / www.v-lase.com

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. The Lasering product line includes the MiXto SX and MiXto Pro microfractional CO2 lasers; the Velure SS 523 nm diode laser and Velure S9 980 nm diode laser. The new V-Lase treatment platform is the only non-ablative CO2 laser treatment for conditions in dermatology, gynecology, dental and ENT. All products are cleared by the FDA.

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™, Desire® 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.

Lutronic Global
19 Fortune Dr.
Billerica, MA 01821
(888) 588-7644 telephone
www.Lutronic.com

Now in its third decade, Lutronic produces products that are effective, innovative, intuitive and dependable. These four tenants fuel Lutronic’s commitment to R&D in order to develop lasers and energy-based systems that exhibit Intelligent Design for Intelligent Care™. Our passion is to develop “smart” systems that improve the lives of patients and physician practices.

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.

MTF Biologics
125 May Street
Edison, NJ 08837
(800) 946-9008 telephone   (732) 661-2152 facsimile
www.mtfbiologics.org

MTF Biologics is the world’s largest tissue bank. We honor donated gifts by developing innovative, effective allograft solutions. We advance the science of tissue transplantation through our commitment to research and development. We serve patients by providing the highest quality tissue to save and heal lives.

Quanta System S.p.A.
Via Acquedotto, 109
Samarate, Varese 21017 Italy
+39 0331 376 797 telephone
www.quantasystem.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. Now, beginning in 2019, Cartessa Aesthetics is the exclusive U.S. partner for Quanta System. For more information: www.cartessaaesthetics.com.

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

Rejuvn8 is the go-to training company for leading-edge aesthetic practices. Its focus is educating physicians on minimally invasive nonsurgical face and body lifting techniques using Polydioxanone (PDO) sutures. Located in Syracuse, N.Y., we offer classes on-site, at physicians’ locations and in major metropolitan cities through our partner ESI. Call or visit our online physicians’ portal.

Revenue Cure, Inc.
P.O. Box 747
Rancho Murrieta, CA 92583
(916) 802-5308 telephone

Revenue Cure, Inc. provides the latest high-quality technologies, affordable lasers and products to enhance return on investment (ROI). Frozen C is the coolest new experience priced below $40,000. The Muscle MVP (Magnetic Variable Pulse) pro is priced under $60,000 and the 808 nm-based diode hair removal at 10 Hertz is priced at $40,000.
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 PiXel8-RF RF microneedling system. The Spectrum includes four lasers and an IPL, and is priced at $57,495. Procedures include: removal of vascular and pigmented lesions, tattoos, unwanted body hair and skin resurfacing. The Phoenix CO2 is priced under $47,500 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 PiXel8-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 $39,995. All of Rohrer Aesthetics' systems include a two-year warranty and our unmatched 30-Day Buy Back Guarantee.

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, a Celling Biosciences Company  
3131 West Royal Lane  
Irving, TX 75063  
(866) 981-5017 telephone  
www.thermi.com  

Thermi, a Celling Biosciences Company, is a global leader in advanced temperature-controlled RF technology. Thermi systems 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 rapid weight loss, which may include wrinkles, post-baby body, cellulite, loose skin and tissue laxity, as well as empower people to take control over their skin, body and life.

Viscot Medical, LLC  
32 West St.  
P.O. Box 351  
East Hanover, NJ 07936  
(973) 887-9273 telephone   (973) 515-2063 facsimile  
www.viscot.com  

Viscot Medical, LLC is committed to providing the healthcare industry with high quality products. Viscot is a global leader in surgical markers, with a marker to meet nearly every clinical need. We are dedicated to listening to clinicians and solving their site marking problems.

Weave  
2000 W. Ashton Blvd.  
Lehi, UT 84043  
(888) 579-5668 telephone  
www.getweave.com  

Weave’s unparalleled software is the tool your office needs to nourish relationships – and your bottom line. With Weave you’ll consolidate services (eliminating costly vendors), personalize patient interaction with instant family details, collect patient reviews, two-way text, stay organized with task lists, and so much more.

Wontech Co., Ltd.  
200 Lakeside Dr., Suite 260  
Philadelphia, PA 19044  
(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 advancements 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 conjunctive 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. 2019 marks the 50th anniversary of the German parent company, Zimmer MedizinSysteme.
<table>
<thead>
<tr>
<th>Manufacturer / Supplier</th>
<th>Acne Tx</th>
<th>Collagen Stimulation</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>
</thead>
<tbody>
<tr>
<td>Collagen P.I.N. / Induction Therapies</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.collagenpin.com">www.collagenpin.com</a> / <a href="http://www.inductiontherapies.com">www.inductiontherapies.com</a></td>
</tr>
<tr>
<td>COSMED Dermaceuticals</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.cosmedderm.com">www.cosmedderm.com</a></td>
</tr>
<tr>
<td>DefenAge Skincare</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.DefenAge.com">www.DefenAge.com</a></td>
</tr>
<tr>
<td>Eclipse MedCorp</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.Eclipsemed.com">www.Eclipsemed.com</a></td>
</tr>
<tr>
<td>Envy Medical</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.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>SkinCeuticals, LLC</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.skinceuticals.com">www.skinceuticals.com</a></td>
</tr>
<tr>
<td>SkinMedica, an Allergan Company</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.skinmedica.com">www.skinmedica.com</a></td>
</tr>
<tr>
<td>TOPIX Pharmaceuticals</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.topixpharm.com">www.topixpharm.com</a></td>
</tr>
<tr>
<td>Supplier</td>
<td>Product(s)</td>
<td>Key Component</td>
<td>Description</td>
<td>Physician Cost</td>
<td>Regulatory Status</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>----------</td>
<td>------------</td>
<td>---------------</td>
<td>-------------</td>
<td>----------------</td>
<td>------------------</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Adoderm</td>
<td>VARIODERM Line</td>
<td>Non-animal Hyaluronic Acid</td>
<td>6 mg/mL for superficial wrinkles and lip augmentation.</td>
<td>$205</td>
<td>CE marked, marketed in Europe and other countries.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></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>$200 – $225</td>
<td>CE marked, marketed in Europe and other countries.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></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>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></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>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></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>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>VARIODERM Mesolith</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>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></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>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Hyal Bell 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>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Hyal Bell 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>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Hyal Bell 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>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Hyal Bell 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>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Allergan</td>
<td>Cosmoplast</td>
<td>Purified Human-based Collagen + Lidocaine</td>
<td>Purified human-based collagen 35 mg/mL. Purified human-based collagen 35 mg/mL, cross-linked with glutaraldehyde. All collagen products contain 0.3% lidocaine.</td>
<td>$205</td>
<td>$235</td>
<td>Worldwide</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Hyaluronic Fill – Softline</td>
<td>Non-animal Hyaluronic Acid</td>
<td>Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g. Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g.</td>
<td>$200 – $225</td>
<td>CE marked.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Juvéderm ULTRA 2</td>
<td>Non-animal Hyaluronic Acid + Lidocaine</td>
<td>Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g. All Juvéderm ULTRA products 0.3% lidocaine suspended.</td>
<td>$200 – $225</td>
<td>CE marked.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Juvéderm ULTRA 3</td>
<td>Non-animal Hyaluronic Acid</td>
<td>Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g. Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g.</td>
<td>$200 – $225</td>
<td>CE marked.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Juvéderm ULTRA 4</td>
<td>Non-animal Hyaluronic Acid</td>
<td>Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g. All Juvéderm ULTRA products contain 0.3% lidocaine.</td>
<td>$200 – $225</td>
<td>CE marked.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Juvéderm VOLUMA</td>
<td>Non-animal Hyaluronic Acid</td>
<td>3.5 mg/g plus mannitol 0.9%; 1 x 1 mL syringe.</td>
<td>Contact mfr.</td>
<td>CE marked for facial volume restoration.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Juvéderm HYDRATE</td>
<td>Non-animal Hyaluronic Acid</td>
<td>20 mg/mL for superficial lines, worry lines, crow’s feet and neck wrinkles.</td>
<td>Contact mfr.</td>
<td>CE marked.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></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>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Galderma</td>
<td>Restylane Lyft</td>
<td>NASHA</td>
<td>NASHA gel – a non-animal hyaluronic acid, stabilized with BBDE. The differentiation is in the size of the NASHA particles, to assure a tissue-tailored range of products. 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>Restylane is approved worldwide with the exception of Japan.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Restylane Silk</td>
<td>Injectable Poly L-Lactic Acid (PLLA)</td>
<td></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>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Restylane Zyplast</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Restylane Profyline</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Sculptra Aesthetic</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>JUVANA – Light</td>
<td>Non-animal, cross-linked cohesive Hyaluronic Acid</td>
<td>20 mg/mL for superficial lines, worry lines, crow’s feet and neck wrinkles.</td>
<td>Contact mfr.</td>
<td>CE marked.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>JUVANA – 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>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>JUVANA – 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>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>JUVANA – Light Comfort</td>
<td>Non-animal, cross-linked cohesive Hyaluronic Acid</td>
<td>20 mg/mL plus 0.3% lidocaine for superficial lines, worry lines, crow’s feet and neck wrinkles.</td>
<td>Contact mfr.</td>
<td>CE marked.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>JUVANA – Moderate 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>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>JUVANA – Deep 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>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>JUVANA – 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>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></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>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Radiess (+)</td>
<td>CaHA</td>
<td>Radiess injectable implant is a sterile non-pyrogenic, semi-solid, cohesive implant, whose principle component is synthetic calcium hydroxypatite suspended in a gel carrier of sterile water for injection, glycerin and sodium carbamylcellulose (0.5 cc; 0.8 cc).</td>
<td>Contact mfr.</td>
<td>CE marked in Europe. FDA approved.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Radiesse</td>
<td>CaHA</td>
<td>Radiess (+) injectable implant is an opaque, sterile non-pyrogenic, semi-solid, cohesive implant, whose principle component is synthetic calcium hydroxypatite suspended in a gel carrier of glycerin, sodium carbamylcellulose (0.3% lidocaine hydrochloride and sterile water for injection (1.5 cc; 0.8 cc).</td>
<td>Contact mfr.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Suneva Medical</td>
<td>Bellafill</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 for the correction of nasolabial folds and moderate to severe, atrophic, discernible facial scars on the cheek in patients over the age of 21 years.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Supplier</td>
<td>Product</td>
<td>Technology</td>
<td>Applications</td>
<td>Price</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>----------------------------------</td>
<td>-------------------------------</td>
<td>------------------------------------------------</td>
<td>-----------------------------------------------------------------------------</td>
<td>---------</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Aesthetics Biomedical</td>
<td>The Vivace Experience</td>
<td>Microneedling with RF</td>
<td>Fine lines and wrinkles.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Apix Medical (formerly Bovie Medical)</td>
<td>Renuvion Cosmetic Technology</td>
<td>Energy-Based Device using Helium Plasma and Proprietary RF Energy</td>
<td>Subdermal heating and tissue contraction.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></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 demonstrated, FDA-cleared microneedling device.</td>
<td>$4,995</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cutera</td>
<td>triSculpt ID</td>
<td>Monopolar RF</td>
<td>Body sculpting.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Secret RF excel V+</td>
<td>Fractional Radiofrequency Microneedling 532 nm and 1046 nm</td>
<td>Under</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DEKA</td>
<td>MonaLisa Touch</td>
<td>SmartXide² / SmartXide Touch Fractional CO₂ Laser with PSD and Hi-Scan VPLR scanning system</td>
<td>Feminine rejuvenation; restore natural physiological and mechanical mucosa conditions; improve reduced vaginal lubrication, vulvar itching and painful intercourse. PPD Technology with selective pulse shaping (SP-DP-HR-PW-CW, Traditional and Fractional Scanning modes avail), selectable Free-Hand handpiece, TFF touch screen monitor, Stack and Smart Track delivery modes, dedicated patient database with user protocol protocol storage capabilities. Open to colposcopy and laparoscopy attachments. Multidisciplinary</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fotona</td>
<td>StarWalker MaQX</td>
<td>Q-Switched PicoNano (523 nm, 585 nm, 650 nm, 1064 nm)</td>
<td>Voluta with FormaV is registered as a therapeutic device for the treatment of sexual dysfunction or as an adjunct to Kelgel exercises (tightening of the pelvic floor muscles to increase muscle tone), and FractoraV fractional coagulation of tissue.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>InMode</td>
<td>FormaV FractoraV</td>
<td>Non-Ablative RF / Fractional RF</td>
<td>Voluta with FormaV is registered as a therapeutic device for the treatment of sexual dysfunction or as an adjunct to Kelgel exercises (tightening of the pelvic floor muscles to increase muscle tone), and FractoraV fractional coagulation of tissue.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></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></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lutronic</td>
<td>Genius</td>
<td>High Intensity Radiofrequency</td>
<td>Proprietary needle design and high-torque motor assures accurate penetration to desired depth. Unique impedance measurement and feedback assures adequate levels of energy are delivered to stimulate production of collagen and elastin to improve wrinkles, laxity and acne scars. Clarify II provides single fiber for all quick-zoom multi-spots from 2-2.5 mm, with a new ergonomic design to treat unwanted hair, vascular and pigmented lesions with increased speed and ease. Proprietary Intelligent Tracking and Real-time Temperature Sensing enable more efficacious coverage and faster results. ICD or air cooling available (Clarify II is pending U.S. FDA clearance)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Merz Aesthetics</td>
<td>Ultherapy</td>
<td>Micro-Focused Ultrasound with Visualization</td>
<td>Lifts and tightens skin on the neck, chin and brow, and improves lines and wrinkles on the decolletage. Treats the underlying structural cause of cellulite dimples on the buttocks and thighs. U.S. FDA-cleared and E.U. CE-marked with results that last at least three years. An accessory to laser tattoo removal with the commonly used wave-lengths in both Q-switched (QS) and picosecond lasers enabling multiple laser passes in a single treatment session.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Cellfina</td>
<td>Tissue Stabilized-Guided Subcision (TS-GS)</td>
<td>Dermatological vascular treatments, permanent hair reduction and wrinkles.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>DESCRIBE PFD Patch</td>
<td>Perfluorodecalin-Infused Gel-Based Skin Barrier and Optical Clearing Device</td>
<td>Benign pigmented lesions, tattoo removal, wrinkles and acne scars.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Quantu System</td>
<td>Discovery Pico</td>
<td>Picosecond, Q-Switched (not for Discovery Pico Demi) and Photo-Thermal 1064 nm Nd:YAG, Picosecond, Q-Switched (not for Discovery Pico Start) 322 nm Nd:YAG and Q-Switched 694 nm Ruby (only for Discovery Pico Plus), Up to 18 GW peak power, Pico-Boost Technology, OptiBeam II for fractional, square and round spots. Pulsed 1064 nm Nd:YAG and pulsed 755 nm Alexandrite series devices with up to three modes. Super elliptical spot handpieces up to 24 mm; Performant scanner with rep. rates up to 15 Hz. Solid State 595 nm Laser with no consumables. Scanner controlled by a touchscreen. Optional spot sizes: 0.5, 1.5, 3 mm.</td>
<td>Benign pigmented lesions, tattoo removal, wrinkles and acne scars.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Discovery Pico Plus</td>
<td>Picosecond, Q-Switched (not for Discovery Pico Demi) and Photo-Thermal 1064 nm Nd:YAG, Picosecond, Q-Switched (not for Discovery Pico Start) 322 nm Nd:YAG and Q-Switched 694 nm Ruby (only for Discovery Pico Plus), Up to 18 GW peak power, Pico-Boost Technology, OptiBeam II for fractional, square and round spots. Pulsed 1064 nm Nd:YAG and pulsed 755 nm Alexandrite series devices with up to three modes. Super elliptical spot handpieces up to 24 mm; Performant scanner with rep. rates up to 15 Hz. Solid State 595 nm Laser with no consumables. Scanner controlled by a touchscreen. Optional spot sizes: 0.5, 1.5, 3 mm.</td>
<td>Benign pigmented lesions, tattoo removal, wrinkles and acne scars.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Thunder Series</td>
<td>Picosecond, Q-Switched (not for Discovery Pico Demi) and Photo-Thermal 1064 nm Nd:YAG, Picosecond, Q-Switched (not for Discovery Pico Start) 322 nm Nd:YAG and Q-Switched 694 nm Ruby (only for Discovery Pico Plus), Up to 18 GW peak power, Pico-Boost Technology, OptiBeam II for fractional, square and round spots. Pulsed 1064 nm Nd:YAG and pulsed 755 nm Alexandrite series devices with up to three modes. Super elliptical spot handpieces up to 24 mm; Performant scanner with rep. rates up to 15 Hz. Solid State 595 nm Laser with no consumables. Scanner controlled by a touchscreen. Optional spot sizes: 0.5, 1.5, 3 mm.</td>
<td>Benign pigmented lesions, tattoo removal, wrinkles and acne scars.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>DenWe (manufactured for Cartessa Aesthetics)</td>
<td>Perfluorodecalin-Infused Gel-Based Skin Barrier and Optical Clearing Device</td>
<td>Dermatological vascular treatments, permanent hair reduction and wrinkles.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Vascular lesions and benign pigmented lesions.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue Cure, Inc.</td>
<td>Muscle MVP pro</td>
<td>Magnetic Variable Pulse</td>
<td>Reduced muscle loss; faster functional recovery, pain management; reduced pain and inflammation; enhanced capillary formation; increased tensile strength in ligaments; increased range of motion; complement and enhance body shaping systems, as well as, sports medicine. Pain management, hair restoration, injections, reduce inflammation and bruising, complement almost all procedures, acne and facial pain, CBD delivery and sports medicine.</td>
<td>Under $60,000</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Frozen C</td>
<td>Concentrated, Controlled Medical Grade Cryogen at -78° C</td>
<td>Reduced muscle loss; faster functional recovery, pain management; reduced pain and inflammation; enhanced capillary formation; increased tensile strength in ligaments; increased range of motion; complement and enhance body shaping systems, as well as, sports medicine. Pain management, hair restoration, injections, reduce inflammation and bruising, complement almost all procedures, acne and facial pain, CBD delivery and sports medicine.</td>
<td>Under $40,000</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rohrer Aesthetics</td>
<td>Spectrum</td>
<td>Multi-Platform Laser/PL</td>
<td>Hair removal, tattoo removal, skin resurfacing, vascular reduction and pigment reduction. FDA approved for dermatological, gynecological and general surgery procedures. With a single treatment skin will become smoother, tighter and more vital.</td>
<td>$57,495</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Phoenix CO₂</td>
<td>CO₂ Laser</td>
<td>Hair removal, tattoo removal, skin resurfacing, vascular reduction and pigment reduction. FDA approved for dermatological, gynecological and general surgery procedures. With a single treatment skin will become smoother, tighter and more vital.</td>
<td>$47,495</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>PXeil8-RF</td>
<td>Fractional RF Microneedling</td>
<td>Hair removal, tattoo removal, skin resurfacing, vascular reduction and pigment reduction. FDA approved for dermatological, gynecological and general surgery procedures. With a single treatment skin will become smoother, tighter and more vital.</td>
<td>$39,995</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Thermi, a Ceiling Biosciences Company</td>
<td>ThermiVa</td>
<td>Temperature Controlled RF</td>
<td>Heats tissue in the vulvo-vaginal area. Temporary reduction in the appearance of cellulite. Various modalities (Thermi Tight, ThermiRase, ThermiSmooth Face and ThermiVa) help address common signs of aging and/or rapid weight loss, which may include wrinkles, post-baby body, cellulite, loose skin and tissue laxity, as well as empower people to take control over their skin, body and life.</td>
<td>Under $60,000</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Thermi25D ARVATI</td>
<td>Temperature Controlled RF</td>
<td>Heats tissue in the vulvo-vaginal area. Temporary reduction in the appearance of cellulite. various modalities (Thermi Tight, ThermiRase, ThermiSmooth Face and ThermiVa) help address common signs of aging and/or rapid weight loss, which may include wrinkles, post-baby body, cellulite, loose skin and tissue laxity, as well as empower people to take control over their skin, body and life.</td>
<td>Under $60,000</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Wentech Co., Ltd.</td>
<td>PICOCARE</td>
<td>Picosecond Nd:YAG laser (1064 nm, 532 nm); Collimated, Dye (955 nm, 660 nm) and HEXA 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>Under $60,000</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Zimmer MedizinSystems</td>
<td>Z Wave</td>
<td>Ballistic Radial Pulse</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>Under $60,000</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Supplier</td>
<td>Device</td>
<td>Energy Source</td>
<td>Mechanism of Action</td>
<td>Regulatory Status (Europe and USA)</td>
<td>Price</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>--------------------------------</td>
<td>-------------------------</td>
<td>------------------------</td>
<td>--------------------------------------------------------------------------------------</td>
<td>------------------------------------</td>
<td>---------</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Apyx Medical</td>
<td>Renuvion Cosmetic Technology</td>
<td>Helium Plasma/RF Energy</td>
<td>Instant tissue heating.</td>
<td>CE cleared. FDA cleared.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Candela</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. 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.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>VelaShape III</td>
<td>Bipolar RF, IR and Mechanical Tissue Manipulation with Pulsed Vacuum</td>
<td>Bipolar RF, IR and Mechanical Tissue Manipulation with Pulsed Vacuum</td>
<td>Bipolar RF, IR and Mechanical Tissue Manipulation with Pulsed Vacuum</td>
<td>CE cleared. FDA cleared for temporary reduction in circumference of the abdomen and thighs, and the appearance of cellulite.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cutera</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 tissue.</td>
<td>FDA Cleared, CE Mark, Health Canada.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DEKA</td>
<td>SmartLipo 6</td>
<td>1064 nm Nd:YAG Laser</td>
<td>Lipolysis technology with more than 15 years of experience on patients. Customized μpulsed Nd:YAG wavelength providing physiological contractions and elimination of the fat with no inflammatory effects. Controlled photo-mechanical effect, photo-coagulative action and photo-stimulative course for immediate skin tightening due to flexible pulse design.</td>
<td>CE cleared. FDA cleared.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>SmartLipo 10</td>
<td></td>
<td></td>
<td>CE cleared. FDA cleared.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>SmartLipo 18</td>
<td></td>
<td></td>
<td>CE cleared. FDA cleared.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fotona</td>
<td>SP Dynamis</td>
<td>Nd:YAG 1064 nm, Er:YAG 2940 nm</td>
<td>Laser assisted lipolysis, treatment of wrinkles; Photothermal heat generated by laser light. Same as above. Same as above. Same as above. Same as above. Same as above.</td>
<td>CE cleared. FDA cleared.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></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. Same as above. Same as above. Same as above. Same as above. Same as above.</td>
<td>CE cleared. FDA cleared.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>XP Dynamis</td>
<td>Nd:YAG 1064 nm, Er:YAG 2940 nm</td>
<td>Laser assisted lipolysis, treatment of wrinkles; Photothermal heat generated by laser light. Same as above. Same as above. Same as above. Same as above. Same as above.</td>
<td>CE cleared. FDA cleared.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>XP Spectro</td>
<td>Nd:YAG 1064 nm, Er:YAG 2940 nm</td>
<td>Laser assisted lipolysis, treatment of wrinkles; Photothermal heat generated by laser light. Same as above. Same as above. Same as above. Same as above. Same as above.</td>
<td>CE cleared. FDA cleared.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>InMode Aesthetic Solutions</td>
<td>BodyFX and MiniFX / Contoura Workstation</td>
<td>Bipolar RF, Negative Pressure, Mechanical Massage, Aco Technology</td>
<td>Targets fatty tissue for body and cellulite Tx. RF provides precise, optimal heating of skin for contraction and body shaping using A.C.E. (Acquire, Control, Extend) technology to optimize minimal 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: RF-assisted lipolysis. Dual electrode configuration allows both internal coagulation (fat) and external skin contraction. ACE technology prevents overheating.</td>
<td>CE cleared. FDA cleared.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>BodyFX, FaceFX, AccuLift and EmbraceRF</td>
<td>RF</td>
<td>RF</td>
<td>CE cleared. FDA cleared.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lumenis</td>
<td>NuEra</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></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Solta Medical, a division of Bausch Health Companies</td>
<td>Thermage 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>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Liposonix</td>
<td>High-Intensity Focused Ultrasound (HI FU)</td>
<td>Non-invasive fat reduction system utilizing state-of-the-art HIFU to permanently destroy subcutaneous 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 trunk 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>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>VASERlipo</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></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>VASERshape</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. A powered handpiece on the VASERlipo 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></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>PowerX</td>
<td>Power-Assisted Liposuction</td>
<td>A powered handpiece on the VASERlipo 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></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Thermi, a Celting Biosciences Company</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 tissue laxity).</td>
<td>FDA cleared. Contact mfr.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>ARVATI</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 tissue laxity).</td>
<td>FDA cleared. Contact mfr.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Zimmer MedizinSystems</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. Contact mfr.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></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</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>Aerolase</td>
<td>Neo</td>
<td>650 ms Nd:YAG</td>
<td>1064 nm</td>
<td>Up to 1272 J/cm²</td>
<td>650 µs – 15 ms</td>
<td>Contact mfr.</td>
<td>3D+ 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></td>
<td>W650</td>
<td>650 ms Nd:YAG</td>
<td>1064 nm</td>
<td>Up to 1272 J/cm²</td>
<td>650 µs – 15 ms</td>
<td>Contact mfr.</td>
<td>No pain / no anesthetic needed. No consumables and no skin contact by handpiece. No service contracts. Portable (25 lbs.). All laser accessories, training and marketing package included.</td>
</tr>
<tr>
<td>Cutera</td>
<td>excel V</td>
<td>Laser</td>
<td>532 nm, 1064 nm</td>
<td>Up to 300 J/cm²</td>
<td>Up to 60 ms</td>
<td>Contact mfr.</td>
<td>No disposables. No skin contact by handpiece. No routine maintenance. Portable (25 lbs.). All laser accessories, training and marketing package included.</td>
</tr>
<tr>
<td></td>
<td>xeo</td>
<td>Laser / Limelight</td>
<td>1064 nm / 520 – 1100 nm</td>
<td>Up to 300 J/cm²</td>
<td>Up to 300 ms / Automatic</td>
<td>Contact mfr.</td>
<td>No disposables. No skin contact by handpiece. No routine maintenance. Portable (25 lbs.). All laser accessories, training and marketing package included.</td>
</tr>
<tr>
<td>DEKA</td>
<td>Synchro FT</td>
<td>Multi-Functional Platform</td>
<td>1064 nm Nd:YAG / 500, 520, 550, 600, 650 nm PL</td>
<td>700 J/cm² (max) SP and LP / 160 J (max) energy per pulse</td>
<td>From 0.8 – 10 ms SP, from 2 – 30 ms LP (1 – 3 pulses) / from 3 – 8 ms</td>
<td>Contact supplier</td>
<td>Nd:YAG and IPL platform with five application specific handpieces. Top hat technology and Auto Spot Size Recognition System; contact cooling or optional external cooler connections; delivery pulse settings available; patient database and protocols. IPL: optional for five filters, 30,000 shots guaranteed. No disposables. Interchangeable snap-on filters, integrated skin contact cooling; lamp water cooling, transportable. 31 or 6.2 cm² spot areas available. IR filter available for greater skin tightening.</td>
</tr>
<tr>
<td></td>
<td>MiniSilk FT</td>
<td>Pulsed Light System</td>
<td>500, 520, 550, 600, 650 nm Filter</td>
<td>2 - 2.5 J/cm²</td>
<td>2 - 85 ms (1 – 3 pulses)</td>
<td>Contact mfr.</td>
<td>5 Hz and high power system (125 W) on Alex emission. 180 W Nd:YAG laser module with up to 27,000 W pulse peak power. Three delivery pulse designs and adjustment feature for Alexandrite and Nd:YAG. 12 different application handpieces to 24 mm. Auto Spot Size Recognition System. Top Hat technology; contact cooling or optional external cooler connections; patient database and protocols. IPL: optional 5 filters with enhanced vascular capabilities - 500 G. No disposables.</td>
</tr>
<tr>
<td></td>
<td>Synchro REPLA/Y</td>
<td>Multi-Functional Platform</td>
<td>755 nm Alexandrite / 1064 nm Nd:YAG / 500, 520, 550, 600, 650 nm PL</td>
<td>63.5 J (max); 125 W (max); LP 120 J, 180 W (max); SP 120 J (max) / 160 J (max) energy per pulse</td>
<td>From 2 – 50 ms (single pulse), from 2 – 40 ms (double pulse) / from 2 – 50 ms (SP mode), from 0.2 – 12 ms (LP mode) / from 3 – 8 ms</td>
<td>Contact mfr.</td>
<td>Transposable device, integrated Peltier skin contact cooling. Vascular lesion application through standard optional handpieces. Up to 20 mm spot area with up to 10 Hz rep. rate available on both Nd:YAG and Alexandrite wavelengths. Proprietary new Mòvèo technology functionality for painless and smokeless hair removal. Additional standard handpiece for pigmented lesions, skin rejuvenation and other dermatology indications.</td>
</tr>
<tr>
<td></td>
<td>Motus AY</td>
<td>High Frequency Alex and Nd:YAG Laser</td>
<td>755 nm Alexandrite / 1064 nm Nd:YAG</td>
<td>To 30 J / up to 60 J</td>
<td>From 2 – 50 ms (single pulse), from 4 – 80 ms (twin pulse) / from 2 – 30 ms (SP mode), from 0.2 – 12 ms (LP mode)</td>
<td>Contact mfr.</td>
<td>Transposable device, integrated Peltier skin contact cooling. Vascular lesion application through standard optional handpieces. Up to 20 mm spot area with up to 10 Hz rep. rate available on both Nd:YAG and Alexandrite wavelengths. Proprietary new Mòvèo technology functionality for painless and smokeless hair removal. Additional standard handpiece for pigmented lesions, skin rejuvenation and other dermatology indications.</td>
</tr>
<tr>
<td>Fotona</td>
<td>SP Dynamics</td>
<td>Nd:YAG / Er:YAG</td>
<td>1064 nm / 2940 nm</td>
<td>Up to 600 J/cm²</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 cm² 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>Up to 300 J/cm²</td>
<td>0.1 – 50 ms</td>
<td>Contact mfr.</td>
<td>S-Runner: Er:YAG scanner: 4 mm spot size, 16 cm² Tx area. S-11: Nd:YAG scanner: 42 cm² 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 MAX</td>
<td>Nd:YAG</td>
<td>1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.1 – 300 J/cm²</td>
<td>Contact mfr.</td>
<td>S-Runner: Er:YAG scanner: 4 mm spot size, 16 cm² Tx area. S-11: Nd:YAG scanner: 42 cm² 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>QX MAX</td>
<td>Nd:YAG Q-Switched / Long Pulse Nd:YAG / Er:YAG</td>
<td>1064 nm, 532 nm, 585 nm, 650 nm</td>
<td>Up to 160 J/cm²</td>
<td>5 – 20 ns, 250 µs</td>
<td>Contact mfr.</td>
<td>Handpieces: 2 - 8 mm spot sizes.</td>
</tr>
<tr>
<td></td>
<td>SP Spectro</td>
<td>Nd:YAG / Er:YAG</td>
<td>1064 nm / 2940 nm</td>
<td>Up to 600 J/cm²</td>
<td>N/A</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 cm² 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 Spectro</td>
<td>Nd:YAG / Long Pulse</td>
<td>1064 nm</td>
<td>Up to 600 J/cm²</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 cm² 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>XS Dynamics</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>Up to 500 J/cm²</td>
<td>0.1 – 15 ms</td>
<td>Contact mfr.</td>
<td>S-Runner: Er:YAG scanner: 4 mm spot size, 16 cm² Tx area. S-11: Nd:YAG scanner: 42 cm² 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 Focus</td>
<td>Nd:YAG / Long Pulse</td>
<td>1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.1 – 50 ms</td>
<td>Contact mfr.</td>
<td>Standard handpiece: R21/R22 with 2 - 8 mm spot sizes; Nd:YAG handpieces: 2 - 20 mm spot sizes.</td>
</tr>
<tr>
<td></td>
<td>StarWalker MaQK</td>
<td>Nd:YAG Q-Switch Pico / Nano</td>
<td>523 nm, 585 nm, 650 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>
<td>R28, R29, R58, R585, R650, F520, F520A, F520B, F550, up to 20 mm spot size.</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</th>
<th>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>Lumenis</td>
<td></td>
<td>Multi-Application, Multi-Technology Modular Platform</td>
<td>IPL: 515 – 1200 nm, Nd:YAG: 1064 nm</td>
<td>10 – 35 J/cm², 20 – 225 J/cm²</td>
<td>4 – 20 ms, 2 – 20 ms</td>
<td>Contact mfr.</td>
<td>Universal IPL treats 24 applications, Universal PL handpiece has two light guides (15 x 35 mm and 15 x 15 mm) with six exchangeable Expert Filters: 532, 560, 590, 635, 640, 695 nm. Nd:YAG module treats five applications, MultiSpot Nd:YAG handpiece has 2 x 4 mm and 6 mm light guides, Optimal Pulse Technology (OPT) and Multiple-Sequential-Pulsing Continuous contact cooling with Sapphire Cool light guides. Optimized presets.</td>
</tr>
<tr>
<td>Rohrer Aesthetics, LLC</td>
<td></td>
<td>Quanta System</td>
<td>Spectrum YAG Laser</td>
<td>1064 nm</td>
<td>50 J/cm²</td>
<td>Adjustable up to 10 ms</td>
<td>$53,495 fully loaded; $29,995 with single handpiece.</td>
</tr>
<tr>
<td>Wontech Co., Ltd.</td>
<td></td>
<td>Wontech</td>
<td>Long Pulsed Nd:YAG Laser</td>
<td>1064 nm, 1230 nm</td>
<td>50 J / (1064 nm), 15 J / (1230 nm)</td>
<td>0.3 – 1 ms (short) / 1 – 100 ms (long)</td>
<td>Contact mfr.</td>
</tr>
</tbody>
</table>

**Vascular Technology Comparison Chart**

- **Denavé (manufactured for Cartessa Aesthetics)**
  - **Solid State Laser**
    - Wavelength: 585 nm
    - Energy Output: Up to 63 J/cm²
    - Pulse Length: 0.25 – 8000 ms
    - Price: Contact mfr.
    - Accessories: Contact mfr.

- **Q-Plus - EVO Series**
  - **Multi-Application Platform: Pulsed Nd:YAG / Pulsed FD Nd:YAG**
    - Wavelength: 1064 nm / 532 nm
    - Energy Output: Up to 300 J/cm² / up to 95 J/cm²
    - Pulse Length: 0.3 – 25 ms / 0.3 – 300 ms
    - Price: Contact mfr.

- **Light - EVO Series**
  - **Multi-Application Platform: Pulsed FD Nd:YAG / Pulsed Nd:YAG**
    - Wavelength: 532 nm / 1064 nm
    - Energy Output: Up to 95 J/cm² / up to 300 J/cm²
    - Pulse Length: 2 – 25 ms / 0.3 – 300 ms
    - Price: Contact mfr.

- **Thunder Series**
  - **Multi-Application Platform: Pulsed Nd:YAG**
    - Wavelength: 1064 nm
    - Energy Output: Up to 300 J/cm²
    - Pulse Length: 0.3 – 300 ms
    - Price: Contact mfr.

- **Twin IPL**
  - **Pulsed Light**
    - Energy Output: Up to 25 J/cm²
    - Pulse Length: 5 – 40 ms (pulses train duration up to 240 ms)
    - Price: Contact mfr.

- **Quanta Forte**
  - **Multi-Application Platform: IPL**
    - Wavelength: VL-PL 535
    - Energy Output: Up to 25 J/cm²
    - Pulse Length: 10 – 25 ms
    - Price: Contact mfr.

- **Revenue, Inc.**
  - **Frozen C**
    - Concentrated, Controlled Medical Grade Cryogen at 78°C
    - Price: Under $40,000

- **Rohrer Aesthetics, LLC**
  - **Spectrum**
    - Wavelength: 1064 nm
    - Energy Output: 50 J/cm²
    - Price: $53,495 fully loaded; $29,995 with single handpiece.

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>Aerolase</td>
<td>Neo</td>
<td>650 ms 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>Candela</td>
<td>GentleMax Pro</td>
<td>Dual Wavelength</td>
<td>755 nm / 1064 nm</td>
<td>Up to 400 J/cm² / up to 520 J/cm²</td>
<td>0.250 – 100 ms</td>
<td>Contact mfr.</td>
<td>Same as above. Nd:YAG system upgrade to GentleMax Pro available.</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 mfr.</td>
<td>Same as above. Alexandrite system upgrade to GentleMax Pro available.</td>
</tr>
<tr>
<td></td>
<td>elōs Plus with Motif LHR Applicator</td>
<td>Multi-Application Platform: Optical Energy (IR) / RF (elōs)</td>
<td>810 nm</td>
<td>Light Fluence: up to 50 J/cm²; RF: up to 50 J/cm²</td>
<td>3 Hz</td>
<td>Contact mfr.</td>
<td>Spot size: 12 x 12 mm; tip cooling temp: 5˚ C.</td>
</tr>
<tr>
<td></td>
<td>elōs Plus with Motif HR Plus Applicator</td>
<td>Multi-Application Platform: Optical Energy (IR) / RF (elōs)</td>
<td>680 – 980 nm</td>
<td>Light Fluence: up to 15 J/cm²; RF: up to 25 J/cm²</td>
<td>Up to 3 Hz</td>
<td>Contact mfr.</td>
<td>Spot size: 25 x 12 mm; tip cooling temp: 5˚ C.</td>
</tr>
<tr>
<td></td>
<td>elōs Plus with Motif HR Applicator</td>
<td>Multi-Application Platform: Optical Energy (IR) / RF (elōs)</td>
<td>680 – 980 nm</td>
<td>Light Fluence: up to 45 J/cm²; RF: up to 25 J/cm²</td>
<td>1 Hz</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Cutera</td>
<td>xeo + prowave</td>
<td>Laser / IPL</td>
<td>1064 nm / 680 – 1100 nm</td>
<td>200 J/cm² / up to 35 J/cm³</td>
<td>Up to 300 ms / up to 90 ms</td>
<td>Contact mfr.</td>
<td>Interchangeable snap-on filters, integrated skin contact cooling; lamp water cooling, transportable. 31 or 6.2 cm² spot areas available. IR filter available for greater skin tightening. 5 Hz and high power system (125 W) on Alex emission; 180 W Nd:YAG laser module with up to 27,000 W pulse peak power. Three delivery pulse designs and adjustment feature for Alexandrite and Nd:YAG. 12 different application handpieces to 24 mm. Auto Spot Size Recognition System. Top Hat technology; contact cooling or optional external cooler connections; patient database and protocols. IPL optional 5 filters with enhanced vascular capabilities - 500 G. No disposables.</td>
</tr>
<tr>
<td></td>
<td>excel HR</td>
<td>Laser</td>
<td>755 nm, 1064 nm</td>
<td>Up to 300 J/cm³</td>
<td>Up to 300 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>DEKA</td>
<td>MinSilk FT</td>
<td>Pulsed Light System</td>
<td>500, 520, 550, 600, 650 nm</td>
<td>Filter</td>
<td>2 – 2.5 J/cm²</td>
<td>3 – 8 ms (1 – 3 pulses)</td>
<td>Contact supplier</td>
</tr>
<tr>
<td></td>
<td>Synchro REPLAY</td>
<td>Multi-Functional Platform</td>
<td>755 nm Alexandrite / 1064 nm Nd:YAG / 500, 520, 550, 600, 650 nm IPL</td>
<td>63.5 J (max.); 125 W (max) / LP 120 J, 180 W (max); SP 120 J (max) / 160 J (max) energy per pulse</td>
<td>From 2 – 50 ms (single pulse); from 2 – 40 ms (double pulse) / from 2 – 50 ms (SP mode); from 0.2 – 12 ms (LP mode) / from 3 – 8 ms</td>
<td>Contact supplier</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Synchro FT</td>
<td>Multi-Functional Platform</td>
<td>1064 nm Nd:YAG / 500, 520, 550, 600, 650 nm IPL</td>
<td>700 J/cm² (max.) SP and LP / 160 J (max.) energy per pulse</td>
<td>From 0.8 – 10 ms SP; from 2 – 30 ms LP (1 – 3 pulses) / From 3 – 8 ms</td>
<td>Contact supplier</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Motus LD</td>
<td>High Power Diode Laser</td>
<td>810 ± 10 nm</td>
<td>Up to 60 J</td>
<td>Up to 46 ms</td>
<td>Contact supplier</td>
<td>Transportable device with optional chart, integrated skin contact cooling; 10x10 mm² spot area available with up to 15 Hz rep rate. Motion functionality for virtually painless hair removal.</td>
</tr>
<tr>
<td></td>
<td>Motus AX</td>
<td>High Frequency Alex Laser</td>
<td>755 nm</td>
<td>Up to 30 J</td>
<td>From 2 – 50 ms (single pulse); from 4 – 80 ms (twin pulse)</td>
<td>Contact supplier</td>
<td>Transportable device, integrated Peltier skin contact cooling; up to 20 mm spot area with up to 10 Hz rep rate. Proprietary new Móvèo technology functionality for painless and smokeless hair removal.</td>
</tr>
<tr>
<td></td>
<td>Motus AY</td>
<td>High Frequency Alex and Nd:YAG Laser</td>
<td>755 nm Alexandrite / 1064 nm Nd:YAG</td>
<td>Up to 30 J / up to 60 J</td>
<td>From 2 – 50 ms (single pulse); from 4 – 80 ms (twin pulse) / from 2 – 50 ms (SP mode); from 0.2 – 12 µs (LP mode)</td>
<td>Contact supplier</td>
<td>Transportable device, integrated Peltier skin contact cooling; up to 20 mm spot area with up to 10 Hz rep rate available on both Nd:YAG and Alex wavelengths. Proprietary new Móvèo technology functionality for painless and smokeless hair removal. Additional standard handpiece for vascular, skin rejuvenation and other dermatology indications.</td>
</tr>
<tr>
<td>Fotona</td>
<td>SP Dynamics</td>
<td>Nd:YAG / Er/YAG</td>
<td>1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>01 – 1.6 ms</td>
<td>Contact mfr.</td>
<td>S-11: Nd:YAG scanner: 42 cm² Tx area. Nd:YAG handpieces: 2 – 20 mm spot sizes.</td>
</tr>
<tr>
<td></td>
<td>XP MAX</td>
<td>Nd:YAG Q-Switched / Long Pulse</td>
<td>1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>01 – 16 ms</td>
<td>Contact mfr.</td>
<td>Handpieces: 2 – 8 mm spot sizes.</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>01 – 16 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>StarWalker MaQX</td>
<td>Nd:YAG Q-Switched Pico / Nano</td>
<td>523 nm, 585 nm, 650 nm, 1064 nm</td>
<td>Up to 300 J/cm³</td>
<td>580 ps, 0.6 – 50 ms, 5 µs / Hybrid Pico in Nano, Fractional</td>
<td>R2B, R29, R5B, R585, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.</td>
<td></td>
</tr>
<tr>
<td>Supplier Product Name</td>
<td>Device Type</td>
<td>Wavelength (nm)</td>
<td>Energy Output (Joules)</td>
<td>Pulse Length</td>
<td>Price</td>
<td>Accessories</td>
<td></td>
</tr>
<tr>
<td>----------------------</td>
<td>-------------</td>
<td>----------------</td>
<td>-----------------------</td>
<td>-------------</td>
<td>-------</td>
<td>-------------</td>
<td></td>
</tr>
<tr>
<td>InMode</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Diolaze XL / Optimas Workstation</td>
<td>Diode</td>
<td>810 nm</td>
<td>40 J/cm² (short), 60 J/cm² (long)</td>
<td>Single and 1pps auto repeat</td>
<td>Contact mfr.</td>
<td>Gold standard wavelength with ultra-fast speed / pulsing to tissue and large spot size. No compromising power for pulsing. Virtually painless due to strong built-in cooling (3PC - Pre, Parallel, Post). No consumables.</td>
<td></td>
</tr>
<tr>
<td>Trition DuoLight / Trition Workstation</td>
<td>Alexandrite / Diode</td>
<td>755 nm / 810 nm</td>
<td>5 – 40 J/cm²</td>
<td>Short and Long</td>
<td>Contact mfr.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trition DuoDark / Trition Workstation</td>
<td>Diode / Nd:YAG</td>
<td>810 nm / 1064 nm</td>
<td>5 – 40 J/cm²</td>
<td>Short and Long</td>
<td>Contact mfr.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lutronic</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Clarity</td>
<td>Alexandrite and Nd:YAG Laser</td>
<td>755 nm / 1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.35 – 300 ms</td>
<td>Contact mfr.</td>
<td>Clarity provides single fiber for all spots, with modernized, ergonomic design to treat unwanted hair, vascular and pigmented lesions. Standard spot sizes include: 2, 3, 5, 8, 10, 12, 15, 18, 20 mm. ICD or air cooling available.</td>
<td></td>
</tr>
<tr>
<td>Clarity II</td>
<td>Alexandrite and Nd:YAG Laser</td>
<td>755 nm / 1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.10 – 300 ms</td>
<td>Contact mfr.</td>
<td>Clarity II provides single fiber for all quick-zoom multi-spots from 2 to 25 mm, with new ergonomic design to treat unwanted hair, vascular and pigmented lesions with increased speed and ease. Proprietary Intelligent Tracking and Real-Time Temperature Sensing enable more efficacious coverage and faster results. ICD or air cooling available (Clarity II is pending U.S. FDA clearance).</td>
<td></td>
</tr>
<tr>
<td>Advantage</td>
<td>Diode</td>
<td>805 nm</td>
<td>Up to 100 J/cm²</td>
<td>5 – 400 ms</td>
<td>Contact mfr.</td>
<td>Diode laser for efficient hair and pigment removal. Choice of modular handpieces with chilled compression tip: 10x10 mm and 10x30 mm sizes available.</td>
<td></td>
</tr>
<tr>
<td>Quanta System</td>
<td></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: 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>Rep. rates for Q-switched sources up to 10 Hz and OptiBeam II handpieces for square and round flat-top spots. Spot sizes for nano and microsecond modes: 3, 4.5, 6, 7.5, 9, 10.5 mm round; 2x2, 3x3, 4x4, 5x5 square. Pulsed sources with contact skin cooling or Skin Cryo air adator, rep. rates up to 10 Hz. Spot sizes available for pulsed Alexandrite 755 nm from 6-16 mm / 20 mm (only for Domino; pulsed Nd:YAG 1064 nm from 2-16 mm. Q-Plus-Evo Series models: MDK 3 (Q-switched 532 nm / 1064 nm and pulsed 532 nm / 1064 nm); MDK 1 (Q-switched 532 nm / 1064 nm and pulsed 532 nm / 1200 nm (optional)); MDK 2 (Q-switched 532 nm / 1064 nm and pulsed 755 nm). Light-EVO Series models: Light A (pulsed 755 nm); Light B (pulsed 1064 nm/1200 nm (optional)); Light A Star (pulsed 1064 nm/1200 nm (optional); pulsed 755 nm); Light C (pulsed 1064 nm/1200 nm (optional) / 532 nm); Light Cv (pulsed 1064 nm / 1200 nm (optional) / 532 nm, pulsed 755 nm).</td>
<td></td>
</tr>
<tr>
<td>Domino - EVO Series</td>
<td>Alexandrite</td>
<td>755 nm</td>
<td>Up to 60 J/cm²</td>
<td>0.3 – 300 ms</td>
<td>Contact mfr.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Light - EVO Series</td>
<td>Multi-Application Platform: Pulsed Alexandrite / Pulsed Nd:YAG</td>
<td>755 nm / 1064 nm</td>
<td>Up to 60 J/cm² / up to 300 J/cm²</td>
<td>0.3 – 300 ms / 0.3 – 300 ms</td>
<td>Contact mfr.</td>
<td></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 / up to 300 J/cm²</td>
<td>0.3 – 300 ms / 0.3 – 300 ms</td>
<td>Contact mfr.</td>
<td>Skin Cryo air adator integrated with laser handpiece and software integrated cooling system. Optimal powerous available scanner with a maximum of 29 cm² scanning area, multiple fill modes and shapes. Thunder Series models: Thunder HR (pulsed 755 nm), Thunder Vf (pulsed 1064 nm), Thunder (pulsed 755 nm/1064 nm). Multiple handpieces; spot sizes up to 24 mm; rep. rate for both wavelengths up to 10 Hz with handpieces and 15 Hz with scanner.</td>
<td></td>
</tr>
<tr>
<td>Twain IPL</td>
<td>Pulsed Light</td>
<td>650 nm – 1200 nm / 625 nm – 1200 nm / 590 nm – 1200 nm</td>
<td>Up to 25 J/cm²</td>
<td>5 ms – 40 ms (pulses train duration up to 240 ms)</td>
<td>Contact mfr.</td>
<td>Optional handpieces for the EVO Series and Discovery Pico/Pico Plus. Optional skin cooling integrated: Spot sizes: 48x43 mm² or 25x13 mm².</td>
<td></td>
</tr>
<tr>
<td>Quanta Forte</td>
<td>Multi-Application Platform: IPL / Diode 80B</td>
<td>755 nm / 1064 nm</td>
<td>Up to 25 J/cm² / up to 25 J/cm² / up to 90 J/cm²</td>
<td>15 – 100 ms / 15 – 100 ms / up to 200 ms</td>
<td>Contact mfr.</td>
<td>Portable, upgradeable with up to eight modules; five IPL handpieces, high speed diode, Er:YAG and Nd:YAG. Advanced contact cooling with sapphire waveguide, which cools to 12°C. Adaptive Pulse Control (APC) adjusts pulse sequence and energy.</td>
<td></td>
</tr>
<tr>
<td>Revenue Cure, Inc.</td>
<td>Diolux</td>
<td>Diode</td>
<td>808 nm</td>
<td>N/A</td>
<td>$40,000, Included.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rohrer Aesthetics, LLC</td>
<td>Spectrum Diode Laser</td>
<td>810 nm</td>
<td>N/A</td>
<td>Adjustable up to 400 ms</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 rate from 1 to 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>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## Skin Rejuvenation 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>Aesthetics Biomedical</td>
<td>The Vivace Experience</td>
<td>Microneedling with RF</td>
<td>1MHz and 2 MHz</td>
<td>70 W</td>
<td>100 – 800 ms</td>
<td>Contact mfr:</td>
<td></td>
</tr>
<tr>
<td>Cutera</td>
<td>xeo</td>
<td>Laser</td>
<td>1064 nm</td>
<td>Up to 300 J/cm²</td>
<td>Up to 300 ms</td>
<td>Contact mfr: Optional IPL handpieces.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>excel V+</td>
<td>Laser</td>
<td>5.32 nm, 1064 nm</td>
<td>Up to 300 J/cm²</td>
<td>Up to 60 ms</td>
<td>Contact mfr: Dermastat pen.</td>
<td></td>
</tr>
<tr>
<td>DEKA</td>
<td>SmartXide DOT</td>
<td>Fractional CO₂</td>
<td>10.6 µm</td>
<td>50 W max.</td>
<td>200 µs – 2,000 µs</td>
<td>Contact mfr: DOT Scanner and Free Hand handpiece included; touch screen monitor; Stack feature; Smart Track delivery mode; Smart Pulse; patient database; CW; PW; traditional and fractional scanning modes available.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>SmartXide²</td>
<td>Fractional CO₂</td>
<td>10.6 µm</td>
<td>80 W max.</td>
<td>100 µs – 2,000 µs</td>
<td>Contact mfr: PSD technology with selectable pulse shape (SP, DP, UP, HP, PW, CW, traditional and fractional scanning modes available); DOT/RF scanner with RF feature; Free Hand, TFF touch screen monitor; Stack feature and Smart Track delivery mode. Multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Optional diode laser module.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>SmartXide Touch</td>
<td>Fractional CO₂</td>
<td>10.6 µm</td>
<td>60 W max.</td>
<td>100 µs – 2,000 µs</td>
<td>Contact mfr: PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available); DOT/RF scanner with RF feature; Free Hand, TFF touch screen monitor; Stack feature and Smart Track delivery mode. Multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Optional diode laser module.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>SmartXide Tetra</td>
<td>Fractional CO₂</td>
<td>10.6 µm</td>
<td>50 W max.</td>
<td>100 µs – 2,000 µs</td>
<td>Contact mfr: PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available); DOT/RF scanner with RF feature; Free Hand, TFF touch screen monitor; Stack feature and Smart Track delivery mode. Multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Optional diode laser module.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>MinSilk FT</td>
<td>Pulsed Light System</td>
<td>500, 520, 550, 600, 650 Filter</td>
<td>2 – 2.5 J/cm²</td>
<td>2 – 85 ms (1 – 3 pulses)</td>
<td>Contact mfr: Interchangeable snap-on filters, integrated skin contact cooling; lamp water cooling; transportable. 31 or 62 cm² spot areas available. IR filter available for greater skin tightening.</td>
<td></td>
</tr>
<tr>
<td>Synchro FT</td>
<td>Multi-Functional Platform</td>
<td>1064 nm Nd:YAG / 500, 520, 550, 600, 650 nm IPL</td>
<td>700 J/cm² (max) SP and LP / 160 J (max) energy per pulse</td>
<td>From 0.8 – 10 ms SP; from 2 – 30 ms LP (1 – 3 pulses) / from 3 – 8 ms</td>
<td>Contact mfr: Nd:YAG and IPL platform with five application specific handpieces. Top hat technology and Auto Spot Size Recognition System; contact cooling or optional external cooler connections; delivery pulse settings available; patient database and protocols. IPL: opt. of five filters, 30,000 shots guaranteed. No disposables.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Synchro REPLA:Y</td>
<td>Multi-Functional Platform</td>
<td>755 nm Alexandrite / 1064 nm Nd:YAG / 500, 520, 550, 600, 650 nm IPL</td>
<td>63.5 J (max) / 125 W (max) LP / 120 J, 180 W (max) SP / 120 J (max) / 160 J (max) energy per pulse</td>
<td>From 2 – 50 ms (single pulse), from 2 – 40 ms (double pulse) / from 2 – 50 ms (SP mode); from 0.2 – 12 ms (LP mode) / from 3 – 8 ms</td>
<td>Contact mfr: 5 Hz and high power system (125 W) on Alex emission; 180 W Nd:YAG laser module with up to 27,500 W pulse peak power. Three delivery pulse designs and adjustment feature for Alexandrite and Nd:YAG. 12 different application handpieces to 24 mm. Auto Spot Size Recognition System. Top Hat technology, contact cooling or optional external cooler connections; patient database and protocols: IPL: optional 5 filters with enhanced vascular capabilities - 500 µ; No disposables.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Motus AY</td>
<td>High Frequency Alex and Nd:YAG Laser</td>
<td>755 nm Alexandrite / 1064 nm Nd:YAG</td>
<td>Up to 30 J / up to 60 J</td>
<td>From 2 – 50 ms (single pulse), from 4 – 80 ms (twin pulse) / from 2 – 50 ms (SP mode); from 0.2 – 12 ms (LP mode)</td>
<td>Contact mfr: Transportable device, integrated Peltier skin contact cooling; up to 20 mm spot area with up to 10 Hz rep. rate available on both Nd:YAG and Alex wavelengths. Proprietary new Movio technology functionality for painless and smokeless hair removal. Additional standard handpieces for vascular, skin rejuvenation and other dermatology indications.</td>
<td></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>0.1 – 50 ms</td>
<td>Contact mfr: 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 cm² Tx area. Er:YAG handpieces: D.25 - 12 mm spot sizes; Nd:YAG handpieces: 2 - 20 mm spot sizes.</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>Fotona - continued</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SP Dynamics</td>
<td>Nd:YAG / Er:YAG</td>
<td>1064 nm / 2940 nm</td>
<td>Up to 600 J/cm²</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. 5:11 Nd:YAG scanner: 42 cm² Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes; Nd:YAG handpieces: 2 - 20 mm spot sizes.</td>
</tr>
<tr>
<td>XS Dynamics</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>Up to 500 J/cm²</td>
<td>0.1 – 15 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. 5:11 Nd:YAG scanner: 42 cm² Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes.</td>
</tr>
<tr>
<td>XP MAX</td>
<td>Nd:YAG</td>
<td>1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.1 – 300 ms</td>
<td>Contact mfr.</td>
<td>5:11 Nd:YAG scanner: 42 cm² Tx area. Nd:YAG handpieces: 2 - 20 mm spot sizes.</td>
</tr>
<tr>
<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>5 – 20 ns / 250 µs</td>
<td>Contact mfr.</td>
<td>Handpieces: 2 - 8 mm spot sizes.</td>
</tr>
<tr>
<td>SP Spectro</td>
<td>Nd:YAG / Er:YAG</td>
<td>1064 nm / 2940 nm</td>
<td>Up to 600 J/cm²</td>
<td>N/A</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-Runner, Er:YAG scanner: 4 mm spot size, 16 cm² Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes; Nd:YAG handpieces: 2 - 20 mm spot sizes.</td>
</tr>
<tr>
<td>XP Spectro</td>
<td>Nd:YAG / Long Pulse</td>
<td>1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.1 – 50 ms</td>
<td>Contact mfr.</td>
<td>5:11 Nd:YAG scanner: 42 cm² Tx area. Nd:YAG handpieces: 2 - 20 mm spot sizes.</td>
</tr>
<tr>
<td>XP Dynamics</td>
<td>Nd:YAG / Long Pulse</td>
<td>1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.1 – 50 ms</td>
<td>Contact mfr.</td>
<td>Same as above.</td>
</tr>
<tr>
<td>StarWalker MaQX</td>
<td>Nd:YAG Q-Switched / Nano</td>
<td>523 nm, 585 nm, 650 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>
<td>R28, R29, R58, R585, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.</td>
</tr>
<tr>
<td>InMode</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lumecca/Optimas Workstation</td>
<td>Spectrum Shifted IPL</td>
<td>515 – 1200 nm, 580 – 1200 nm</td>
<td>Up to 30 J/cm²</td>
<td>5 – 30 ms</td>
<td>Contact mfr.</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 mfr.</td>
<td>Non-invasive subdermal heating for collagen remodeling and contraction. RF current flows uniformly between the electrodes for a comfortable and safe Tx. ACE 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>Fractora/Optimas Workstation</td>
<td>Fractional RF</td>
<td>N/A</td>
<td>Up to 62 mJ/Pin</td>
<td>Up to 2 pps</td>
<td>Contact mfr.</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, AccuTite = Morpheus8</td>
<td>RF</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>Contact mfr.</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, EmbraceRF is perfect for patients who are not candidates for a face-lift, but want dramatic results without the downtime.</td>
</tr>
<tr>
<td>Lasering USA</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SLIM E30 Mixto SX</td>
<td>CO₂</td>
<td>10,600 nm</td>
<td>0.5 – 30 W</td>
<td>2.5 – 16 ms</td>
<td>Contact mfr.</td>
<td>Patented chopped CW fractional scanner system; 20 x 20 mm, 180 micron scanning handpiece; 300 micron scanning handpiece; full range of cutting handpieces, micromanipulator and GYN handpiece for vaginal therapy. No disposables.</td>
</tr>
<tr>
<td>SLIM EVOLUTION II Mixto PRO</td>
<td>CO₂</td>
<td>10,600 nm</td>
<td>0.5 – 30 W</td>
<td>2.5 – 16 ms</td>
<td>Contact mfr.</td>
<td>Same as above.</td>
</tr>
<tr>
<td>Velure 5S Mixto VX</td>
<td>LBO Diode</td>
<td>532 nm</td>
<td>0.1 – 5 W</td>
<td>10 – 1,000 ms</td>
<td>Contact mfr.</td>
<td>Mixto VX Fractional scanner for non-ablative skin rejuvenation. Focusing handpieces with spot sizes of 0.3 mm, 0.5 mm, 1.0 mm, 1.5 mm. No disposables.</td>
</tr>
<tr>
<td>Lutronic</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>eCO2</td>
<td>CO₂ Fractional Laser</td>
<td>10,600 nm</td>
<td>Up to 240 mJ</td>
<td>Ultra Pulse: 40 – 1,000 µs Super Pulse: 1 – 5 ms</td>
<td>Contact mfr.</td>
<td>Designed to address the most demanding users' ablative resurfacing needs. Multi-spot Fractional Scanning handpiece with Controlled Chaos Mode (CCM) offers complete tunability for light and aggressive procedures, as well as all levels in between. The Incisional handpiece provides additional surgical options and the ability to treat discrete lesions.</td>
</tr>
<tr>
<td>Genius</td>
<td>Bipolar Fractional RF</td>
<td>N/A</td>
<td>50 W</td>
<td>10 – 1,000 ms</td>
<td>Contact mfr.</td>
<td>High-intensity RF microneedling platform. Unique impedance measurement and feedback assures adequate levels of energy are delivered to stimulate production of collagen and elastin to improve wrinkles, laxity and acne scars. Consumables: Single patient use tip for 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.
<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>Lutronic - continued</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>LaserMD</td>
<td>Thulium Laser</td>
<td>1927 nm</td>
<td>1 – 20 mJ</td>
<td>N/A</td>
<td></td>
<td>The 1927 nm Thulium wavelength can treat all skin types to improve sun damage, fine lines, stubborn pigment and skin health/irradiance. The included Multi-Modal Magnetic Scanning handpiece and associated caps and rollers enable a fast, comfortable, low-downtime treatment. Optional serums and cooling masks enhance results and complete the patient experience.</td>
</tr>
<tr>
<td>PicoPlus</td>
<td>Nd:YAG Picosecond and Nanosecond Laser</td>
<td>1064 nm / 532 nm; 595 nm and 660 nm</td>
<td>Up to 800 mJ</td>
<td>450 ps and 2 ns</td>
<td>1.8 GW of peak power for unmatched efficacy and minimal thermal impact. Optional Dual Focused Dots Fractional 1064/532 handpiece, plus 595 nm and 660 nm handpieces (pending US FDA clearance), are designed to complement 2 – 6 mm Zoom and 6 – 10 mm Collimated toning handpieces, designed to effectively remove/reduce unwanted pigment and increase collagen.</td>
<td></td>
</tr>
<tr>
<td>Spectra</td>
<td>Nd:YAG Nanosecond and Microsecond Laser</td>
<td>1064 nm / 532 nm; 585 nm and 650 nm</td>
<td>Up to 12 J</td>
<td>5 ns</td>
<td>High peak power 0.24 GW nanosecond platform achieves efficacious results in pigment clearance, collagen stimulation and acne (cyst) improvements.</td>
<td></td>
</tr>
<tr>
<td>Quanta System</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Discovery Pico Derm</td>
<td>Picosecond ND:YAG / Picosecond Nd:YAG</td>
<td>532 nm / 1064 nm</td>
<td>0.3 J (ps) / 0.6 J (ps) 2 J (ns)</td>
<td>400 ps / 450 ps; 250 μs</td>
<td></td>
<td>Peak power up to 0.8 GW at 532 nm and 1.8 GW at 1064 nm. Exclusive Pico-Boost technology allows emissions in pico, nano (not for Discovery Pico Derm) or microseconds. OptiBeam II technology for flat-top round, square and fractional spots. Spot sizes available: 3.45, 6, 7.5, 9, 10.5 mm round, 2x3, 3x3, 4x4, 5x5, 5x7 (only for Discovery Pico Start), square, fractional round 8 mm; Twain IPL and Twain 2940 options for Discovery Pico and Discovery Pico Plus.</td>
</tr>
<tr>
<td>Discovery Pico / Discovery Pico Plus</td>
<td>Picosecond 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 (ns) / 0.8 J (ps/ns); 2 J (ns) / 12 T (ps); 2 J (ns)</td>
<td>400 ps; 6 ps; 12 ns / 450 ps; 6 ns; 12 ns / 250 μs / 30 μs / 2 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Q-Plus - EVO Series</td>
<td>Multi-Application Platform: Q-Switched ND:YAG / Q-Switched FD Nd:YAG / Q-Switched Ruby / Pulsed ND:YAG / Pulsed Nd:YAG (optional) / Pulsed Alexandrite</td>
<td>1064 nm / 532 nm / 694 nm / 1064 nm / 1320 nm (optional) / 755 nm</td>
<td>Up to 27.5 J/cm² (ps); 50 J/cm² (ps) / up to 15 J/cm² / up to 30 J/cm² (ns); 25 J/cm² (ps) / up to 300 J/cm² (ps); up to 95 J/cm² / up to 35 J/cm² / up to 60 J/cm²</td>
<td>6 ns; 12 ns; 250 μs / 6 ns; 12 ns / 30 ns; 2 ms / 0.3 – 300 ms / 2 – 25 ms / 0.3 – 300 ms</td>
<td>Contact mfr.</td>
<td>Rep. rates for Q-switched sources up to 10 Hz, 3 Hz for Ruby, and OptiBeam II handpieces for square and round flat-top spots. Spot sizes for nano and microsecond sources: 3.45, 6, 7.5, 9, 10.5 mm round, 2x3, 3x3, 4x4, 5x5, 5x7 (only for Discovery Pico Start), square, fractional round 8 mm; Twain IPL and Twain 2940 are optional.</td>
</tr>
<tr>
<td>Light - EVO Series</td>
<td>Multi-Application Platform: Pulsed Alexandrite / Pulsed ND:YAG / Pulsed Nd:YAG (optional) / Pulsed Alexandrite</td>
<td>755 nm / 532 nm / 1064 nm / 1320 nm (optional)</td>
<td>Up to 60 J/cm² / Up to 95 J/cm² / up to 300 J/cm² / up to 35 J/cm²</td>
<td>0.3 – 300 ms / 2 – 25 ms / 0.3 – 300 ms / 5 – 10 ms</td>
<td>Contact mfr.</td>
<td>Light-EVO Series models: Light B (pulsed 1064 nm / 1320 nm), Light A Star (pulsed Nd:YAS 1064 nm / 1320 nm / 755 nm), Light C (pulsed Nd:YAG 1064 nm / 1320 nm / 755 nm), Light 4V (pulsed 1064 nm / 1320 nm / 532 nm / 755 nm).</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 / up to 300 J/cm²</td>
<td>0.3 – 300 ms / 0.3 – 300 ms</td>
<td>Contact mfr.</td>
<td>Skin Cryo air adaptor integrated into laser handpiece and software integrated cooling system. Optional powerful scanner available with a maximum of 29 cm² scanning area, multiple fill modes and shapes. Thunder Series models: Thunder HR (pulsed 755 nm), Thunder VT (pulsed 1064 nm), Thunder (pulsed 755 nm / 1064 nm). Handpiece spot sizes up to 24 mm; rep. rate for both wavelengths up to 10 Hz with handpiece and 15 Hz with scanner.</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 (pulse train duration up to 240 ms)</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 20x9 mm².</td>
</tr>
<tr>
<td>Twain 2940</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>Up to 10 J/cm² (non microbeam mode) / Up to 12 J/cm² (microbeam mode)</td>
<td>0.3 ms – 1ms</td>
<td>Contact mfr.</td>
<td>Optional handpiece for the EVO Series, Discovery Pico / Pico Plus. Spot sizes available: 2, 4, 9, 9 dots array.</td>
</tr>
<tr>
<td>Quanta Forte</td>
<td>Multi-Application Platform: IPL / Er:YAG / Diode 808</td>
<td>8925: 635 – 950 nm / 8920: 580 – 950 nm / VL-PL: 535, 535 – 950 nm / AC415: 415 – 950 nm / Er:YAG: 2940 nm / Diode 808: 808 nm</td>
<td>Up to 25 J/cm² / up to 25 J/cm² / up to 25 J/cm² / up to 25 J/cm² / up to 30 J/cm² / up to 95 J/cm² (non microbeam mode) / up to 90 J/cm²</td>
<td>15 – 100 ms / 15 – 25 ms / 10 – 25 ms / 15 – 100 ms / 1 – 1.5 ms / up to 200 ms</td>
<td>Contact mfr.</td>
<td>Portable, upgradeable with up to eight modules; five IPL handpieces, high speed diode, Er:YAG and Nd:YAG. Advanced contact cooling with sapphire waveguide, which cools to 12° C. Adaptive Pulse Control (APC) adjusts pulse sequence and energy.</td>
</tr>
<tr>
<td>Revenue Cure, Inc.</td>
<td>Frozen C</td>
<td>Concentrated, Controlled Medical Grade Cryogen at -78° C</td>
<td>N/A</td>
<td>N/A</td>
<td>Under $40,000 Included.</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.
## 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><strong>Rohrer Aesthetics, LLC</strong></td>
<td>Phoenix CO2 Laser</td>
<td>CO2</td>
<td>10,600 nm</td>
<td>Adjustable up to 200 mJ / point</td>
<td>Adjustable up to 20 ms</td>
<td>$37,495</td>
</tr>
<tr>
<td></td>
<td>Spectrum</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>1000 mJ</td>
<td>300 ms</td>
<td>$57,495 (fully loaded) $29,995 (with single handpiece)</td>
</tr>
<tr>
<td><strong>Wantech Co., Ltd.</strong></td>
<td>PICOCARE</td>
<td>Picosecond Nd:YAG</td>
<td>1064 nm / 532 nm</td>
<td>600 mJ / 300 mJ</td>
<td>450 ps</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>PASTELLE</td>
<td>Q-Switched Nd:YAG Laser</td>
<td>532 nm, 1064 nm</td>
<td>532 nm: 500 mJ, 1064 nm: 1,300 mJ, PFP Mode: 1,600 mJ, Genesis mode: 3,500 mJ</td>
<td>4 – 48 ns (QS mode) / 80 – 480 µs (Genesis mode)</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>0.3 – 1 ms (short) / 1 – 100 ms (long)</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<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>
</tr>
<tr>
<td></td>
<td>V-laser</td>
<td>Long-Pulsed KTP / Nd:YAG Laser</td>
<td>532 nm / 1064 nm</td>
<td>10 J / 50 J</td>
<td>1 – 40 ms / 5 – 60 ms / 0.3 ms (Genesis)</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<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>
</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.

---

### 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 for $39,995.

---

### QuadraLASE CO2 Fractional Laser

QuadraLASE™ is a private label CO2 laser manufactured by Lasering S.r.l. Lasering USA is factory trained and authorized to provide repair service and advanced clinical training. We also have a trade-up program to the Slim Evolution II Pro with or without V-Lase accessories. Additional accessories are available for numerous surgical applications from Lasering USA.

---

### Renuvion

Renuvion® cosmetic technology is Reshaping What’s Possible® for your practice and your patients. Combining the unique properties of helium plasma with the efficiency of a proprietary RF waveform, Renuvion delivers even, controlled energy with exceptional precision. Renuvion heats tissue in a way that was never before possible, resulting in rapid tissue contraction that is not reliant on bulk heating. Renuvion: delivering proven results, improving operational efficiency and providing unmatched versatility.

---

### Apyx Medical (formerly Bovie Medical)

Apyx Medical (formerly Bovie Medical): 800-537-2790 or visit www.Renuvion.com

---

### Lasering USA

Lasering USA: 866-471-0469 or email info@laseringusa.com

---

**Product Profiles**

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

Apyx Medical (formerly Bovie Medical): 800-537-2790 or visit www.Renuvion.com
## 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>Aerolase</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Era</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>Up to 1400 mJ</td>
<td>300 µs</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Aesthetics Biomedical</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>The Vivace Experience</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>
<td></td>
</tr>
<tr>
<td>Candoa</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Profound</td>
<td>Bipolar RF ~ 460, 5 kHz</td>
<td>N/A</td>
<td>Max. output voltage 84 W</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>eMatrix Plus Sublative Rejuvenation</td>
<td>Fractional Bipolar RF</td>
<td>N/A</td>
<td>Up to 62 µl/pin</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>eToF Sublative Applicator</td>
<td>Optical Energy (RF)</td>
<td>N/A</td>
<td>RF: up to 100 µl/pin</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>CO2RE</td>
<td>Chemical Resurfacing System</td>
<td>10,600 nm</td>
<td>Up to 396 J/cm^2</td>
<td>20 – 3,000 µs</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Picoway Resolve</td>
<td>Picosound Laser with TIQ Uniform Microbeams</td>
<td>532 nm / 1064 nm</td>
<td>Up to 15 µl/beam</td>
<td>375 ps / 450 ps</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Cutera</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>xenPearl</td>
<td>YSGG</td>
<td>2940 nm</td>
<td>Up to 3.5 J/cm^2</td>
<td>c/000 µs</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>enPearl fractional</td>
<td>YSGG</td>
<td>2940 nm</td>
<td>&lt;400 J/cm^2</td>
<td>c/000 µs</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>DEKA</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SmartKid DOT</td>
<td>Fractional CO2</td>
<td>10.6 µm</td>
<td>50 W max.</td>
<td>200 µs – 2,000 µs</td>
<td>Contact mfr. D.O.T Scanner and Free Hand handpiece included, touch screen monitor. Stack feature: Smart Track delivery mode. Smart Pulse; patient database; CW, PW, traditional and fractional scanning modes available.</td>
<td></td>
</tr>
<tr>
<td>SmartKid²</td>
<td>Fractional CO2</td>
<td>10.6 µm</td>
<td>80 W max.</td>
<td>100 µs – 2,000 µs</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>SmartKid Touch</td>
<td>Fractional CO2</td>
<td>10.6 µm</td>
<td>60 W max.</td>
<td>100 µs – 2,000 µs</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>SmartKid Tetra</td>
<td>Fractional CO2</td>
<td>10.6 µm</td>
<td>50 W max.</td>
<td>100 µs – 2,000 µs</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Fotona</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SP Dynamics</td>
<td>Nd:YAG / Er:YAG</td>
<td>1064 nm / 2940 nm</td>
<td>Up to 600 J/cm^2</td>
<td>10 – 50 ms</td>
<td>Contact mfr. F-Runner, fractional Er:YAG scanner: 250 µm spot size, 168 mm² Tx area. Er:YAG handpieces: 0.25 – 12 mm spot sizes. Same as above.</td>
<td></td>
</tr>
<tr>
<td>XS Dynamics</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>Up to 500 J/cm^2</td>
<td>10 – 15 ms</td>
<td>Contact mfr. R82, R92, R585, R580, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.</td>
<td></td>
</tr>
<tr>
<td>StarWalker MDxQX</td>
<td>Nd:YAG Q-Switch Pico / Nano</td>
<td>523 nm, 585 nm, 650 nm, 1064 nm</td>
<td>Up to 300 J/cm²</td>
<td>580 µs, 0.6 – 50 µs, 5 µs / Hybrid Pico in Nano, Fractional</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>InMode</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fractora</td>
<td>Fractional RF</td>
<td>N/A</td>
<td>Up to 62 µl/pin</td>
<td>Up to 2 pps</td>
<td>Contact mfr. Variable pin configurations and TX depths allow for a Designer Dermis approach to treatment. Safe on ethnic skin. No pulse counter limitations.</td>
<td></td>
</tr>
<tr>
<td>Morpheus²</td>
<td>RF</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>Contact mfr. New concept of combining microneedling with a bipolar RF mechanism in the subdermal space resulting in subdermal adipose tissue remodeling with longer lasting skin contraction.</td>
<td></td>
</tr>
<tr>
<td>Lasering USA</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SLIM E30 Mixto SX</td>
<td>CO₂</td>
<td>10,600 nm</td>
<td>0.5 – 30 W</td>
<td>2.5 – 16 ms</td>
<td>Contact mfr. Patented chopped CW fractional scanner system; 20 x 20 mm, 880 and 300 micron scanning handpieces, full range of cutting handpieces, micromotor, and harmonic handpieces for vaginal therapy. No disposables. Same as above.</td>
<td></td>
</tr>
<tr>
<td>SLIM EVOLUTION II Mixto PRO Velure S5 VX</td>
<td>CO₂</td>
<td>10,600 nm</td>
<td>0.5 – 30 W</td>
<td>2.5 – 16 ms</td>
<td>Contact mfr. Mixto VA Fractional scanner for non-ablative skin rejuvenation.</td>
<td></td>
</tr>
<tr>
<td>Lutronic</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>eCO2</td>
<td>CO₂ Fractional Laser</td>
<td>10,600 nm</td>
<td>Up to 240 mJ</td>
<td>Ultra Pulse: 40 – 1,000 µs</td>
<td>Contact mfr. Designed to address the most demanding users' ablative resurfacing needs. Multi-spot Fractional Scanning 250 µm spot size, 168 mm² Tx area. Er:YAG handpieces: 0.25 – 12 mm spot sizes. Same as above.</td>
<td></td>
</tr>
<tr>
<td>Genius</td>
<td>Bipolar Fractional RF</td>
<td>N/A</td>
<td>50 W</td>
<td>10 – 1,000 ms</td>
<td>Contact mfr. High-intensity RF microneedling platform. Unique impedance measurement and feedback assures adequate levels of energy are delivered to stimulate production of collagen and elastin to improve wrinkles, laxity and acne scars.</td>
<td></td>
</tr>
<tr>
<td>LaserMD</td>
<td>Thulium Laser</td>
<td>1927 nm</td>
<td>1 – 20 µl</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Picoplus</td>
<td>Nd:YAG Microneedling and Nanosecond Laser</td>
<td>1064/532 nm</td>
<td>Up to 800 mJ</td>
<td>450 ps and 2 ns</td>
<td>Contact mfr. 1.8 GW of peak power for unmatched efficacy and minimal thermal impact. Optional Dual Focused Dots Fractional 1064/532 handpiece, plus 595 nm and 660 nm handpieces (pending U.S. FDA clearance), are designed to complement 2 – 6 mm Zoom and 6 – 10 mm Collimated Toning handpieces, designed to effectively remove/reduce unwanted pigment and increase collagen.</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.
### Fractional Technologies 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>Quanta System</td>
<td>Discovery Pico</td>
<td>Picosecond FD Nd:YAG / Picosecond FD 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>
<td>Peak power up to 0.8 GW at 532 nm and 1.8 GW at 1064 nm. Exclusive PicoBoost technology to allow emissions in pico, nano (ns for Discovery Pico Derm) or microseconds. OptiBeam II 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 Derm); square; fractional round 8 mm. Q-switched Ruby laser source available only with Discovery Pico Plus. Twain IPL and Twain 2940 options for Discovery Pico and Discovery Pico Plus. Scanner area 18x18 cm (max.), micro-spot of 300 μm (10,600 nm), Stacking Pulse technologies deliver very short and repeated shots. Various surgical handpieces available.</td>
</tr>
<tr>
<td></td>
<td>Discovery Pico / Discovery Pico Plus</td>
<td>Picosecond Nd:YAG / Picosecond FD Nd:YAG</td>
<td>532 nm / 1064 nm</td>
<td>0.3 J (ps); 4.5 J (ns) / 0.8 J (ps/μs), 2 J (μs)</td>
<td>400 ps; 6 ns; 12 ns / 450 ps; 6 ns; 12 ns; 250 μs</td>
<td>Contact mfr.</td>
<td>Optional handpiece for the EVO Series; Discovery Pico/Pico Plus. Spot sizes available: 2, 4, 5, 9 dots array.</td>
</tr>
<tr>
<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>
<td>Portable, upgradeable with up to eight modules; five IPL handpieces, high-speed diode, Er:YAG and Nd:YAG. Advanced contact cooling with sapphire waveguide, which cools to 12° C. Adaptive Pulse Control (APC) adjusts pulse sequence and energy.</td>
<td></td>
</tr>
<tr>
<td>Twain 2940</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>Up to 10 J/cm² (non microbeam mode); Up to 121 J/cm² (microbeam mode)</td>
<td>0.3 – 1 ms</td>
<td>Contact mfr.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Quanta Forte</td>
<td>Multi-Application Platform Er:YAG</td>
<td>2940 nm</td>
<td>Up to 95 J/cm² (non microbeam mode)</td>
<td>1 – 15 ms</td>
<td>Contact mfr.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rohrer Aesthetics, LLC</td>
<td>Phoenix CO2 Laser</td>
<td>CO2</td>
<td>10,600 nm</td>
<td>Adjustable up to 200 mJ/point</td>
<td>Adjustable up to 20 ms</td>
<td>$37495</td>
<td>Incisional handpiece and ergonomic, microthermal zone scanner. Pixelated scanner features unique scanning technology to customize treatment for individual patients. 30 mm x 30 mm pattern size allows resurfacing of both hands in under 2 minutes. Can also be used to improve vaginal health.</td>
</tr>
<tr>
<td>Wantech Co., Ltd.</td>
<td>PICOCARE</td>
<td>Picosecond Nd:YAG</td>
<td>1064 nm / 532 nm</td>
<td>600 mJ / 300 mJ</td>
<td>370 ps / 450 ps</td>
<td>Contact mfr.</td>
<td>Zoom (2 – 10 mm), collimated (7 mm), dye (595 nm, 660 nm / 3 mm) and HXA MLA (3.5 mm, 6.1 mm) handpieces, and footswitch.</td>
</tr>
<tr>
<td></td>
<td>Lavieen</td>
<td>Thulium Fractional Laser</td>
<td>1927 nm</td>
<td>10 W</td>
<td>0.1 – 10 ns</td>
<td>Contact mfr.</td>
<td>Separately adjustable energy and pulse duration; adjustable shape and size of the laser beam. Tips: 10 mm, 20 mm, 30 mm. No consumables.</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.

---

### Frozen C

Frozen C safely delivers concentrated, controlled medical grade cryogen at -78 °C to produce the Bohrs Effect and Hunter’s Response to cause alternating vasoconstriction and vasodilation, initiating a proliferation of blood and oxygen – anti-inflammatory agents – to affect the outstanding reactions and outcomes desired from cryotherapy for decades. Cryogen studies have shown fantastic benefits, uses and outcomes. Frozen C provides a safe, controlled, concentrated delivery to achieve the medically therapeutic responses and effects intended from cryotherapy.

### Renuva

Renuva is an all-natural, off-the-shelf injectable extracellular matrix rich with regenerative properties. Renuva acts as a scaffold allowing the body to recruit new fat cells to attach to it. Renuva contains the same collagens, growth factors and proteins as autologous fat. Made from human allograft tissue, Renuva is a completely acellular, safe and long-lasting alternative to fat transfer with liposuction. Renuva is commonly used in the face, hands, breast and body.

### Weave Integrated Communications Platform

Weave is an integrated communications hub where all your office tools exist: Phone, messaging, team chat, fax, email and a multitude of other features crafted thoughtfully for intuitive use. Weave’s software integrates with your current practice management system and gives you instant access to what you need to know and do for each patient the moment they call, facilitating more meaningful and productive interactions.


Weave: 888-579-5668 or visit www.getweave.com

MTF Biologics: 800-946-9008 or visit https://www.mtfbiologics.org

---

Weave Integrated Communications Platform

Weave is an integrated communications hub where all your office tools exist: Phone, messaging, team chat, fax, email and a multitude of other features crafted thoughtfully for intuitive use. Weave’s software integrates with your current practice management system and gives you instant access to what you need to know and do for each patient the moment they call, facilitating more meaningful and productive interactions.


Weave: 888-579-5668 or visit www.getweave.com

MTF Biologics: 800-946-9008 or visit https://www.mtfbiologics.org
## Acne Tx Device 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>Aerolase Neo</td>
<td>Laser</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 routine maintenance. Portable (25 lbs.). All laser accessories, training and marketing package included.</td>
</tr>
<tr>
<td>Cutera excel V</td>
<td>Laser</td>
<td>532 nm / 1064 nm</td>
<td>Up to 30 J/cm²</td>
<td>Up to 60 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>DEKA SmartXide DOT</td>
<td>Fractional CO₂</td>
<td>10.6 µm</td>
<td>50 W max.</td>
<td>200 µs – 2,000 µs</td>
<td>Contact supplier</td>
<td>DOT Scanner and Free Hand handpiece included; touch screen monitor, Stack feature; Smart Track delivery mode. Smart Pulse; patient database; CW, PW; traditional and fractional scanning modes available.</td>
</tr>
<tr>
<td>DEKA SmartXide²</td>
<td>Fractional CO₂</td>
<td>10.6 µm</td>
<td>80 W max.</td>
<td>100 µs – 2,000 µs</td>
<td>Contact supplier</td>
<td>PSD technology with selectable pulse shape (SP, DP, UP, HP, PW, CW, traditional and fractional scanning modes avai.); DOT/RF scanner with RF feature; Free Hand, TFF touch screen monitor; Stack feature and Smart Track delivery mode. Multimedia built-in training videos; huge patient database with videos and photos. User protocol storage. Optional diode laser module.</td>
</tr>
<tr>
<td>DEKA SmartXide Touch</td>
<td>Fractional CO₂</td>
<td>10.6 µm</td>
<td>60 W max.</td>
<td>100 µs – 2,000 µs</td>
<td>Contact supplier</td>
<td>PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes avai.); DOT/RF scanner with RF feature; Free Hand, TFF touch screen monitor; Stack feature and Smart Track delivery mode. Multimedia built-in training videos; huge patient database with videos and photos. User protocol storage. Optional diode laser module.</td>
</tr>
<tr>
<td>DEKA SmartXide Tetra</td>
<td>Fractional CO₂</td>
<td>10.6 µm</td>
<td>50 W max.</td>
<td>100 µs – 2,000 µs</td>
<td>Contact supplier</td>
<td>PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes avai.); DOT/RF scanner, Free Hand, TFF touch screen monitor; Stack feature and Smart Track delivery mode. Huge patient database. User protocol storage. Multimedia.</td>
</tr>
<tr>
<td>Synchro FT</td>
<td>Multi-Functional Platform</td>
<td>1064 nm Nd:YAG / 500, 520, 550, 600, 650 nm IPL</td>
<td>700 J/cm² (max) SP and LP / 160 J (max.) energy per pulse</td>
<td>From 0.8 – 10 ms SP; from 2 – 30 ms LP (1 – 3 pulses) / from 3 – 8 ms</td>
<td>Contact supplier</td>
<td>Nd:YAG and IPL platform with five application specific handpieces. Top hat technology and Auto Spot Size Recognition System; contact cooling or optional external cooler connections; delivery pulse settings available; patient database and protocols. IPL: optional five filters, 30,000 shots guaranteed. No disposables.</td>
</tr>
<tr>
<td>Synchro REPLA/Y</td>
<td>Multi-Functional Platform</td>
<td>755 nm Alexandrite / 1064 nm Nd:YAG / 500, 520, 550, 600, 650 nm IPL</td>
<td>63.5 J (max.); 125 W (max.); 5@125 J / 180 W (max.); SP 120 J (max.) / 160 J (max.) energy per pulse</td>
<td>From 2 – 50 ms (single pulse); from 2 – 40 ms (double pulse); from 2 – 50 ms (SP mode); from 0.2 – 12 ms (LP mode) / from 3 – 8 ms</td>
<td>Contact supplier</td>
<td>Nd:YAG laser module with up to 27,000 W pulse peak power. Three delivery pulse designs and adjustment feature for Alexandrite and Nd:YAG. 12 different application handpieces to 24 mm. Auto Spot Size Recognition System. Top Hat technology; contact cooling or optional external cooler connections; patient database and protocols. IPL: optional 5 filters with enhanced vascular capabilities - 500 G.No disposables.</td>
</tr>
<tr>
<td>Motus AY</td>
<td>High Frequency Alex and Nd:YAG Laser</td>
<td>755 nm Alexandrite / 1064 nm Nd:YAG</td>
<td>Up to 30 J / up to 60 J</td>
<td>From 2 – 50 ms (single pulse); from 4 – 80 ms (twin pulse) / from 2 – 50 ms (SP mode); from 0.2 – 12 ms (LP mode)</td>
<td>Contact supplier</td>
<td>Transportable device. Integrated Peltier skin contact cooling; up to 20 mm spot area with up to 10 Hz rep. rate available on both Nd:YAG and Alex wavelengths. Proprietary new Movéo technology functionality for total painless and smokeless hair removal. Additional standard handpiece for vascular, skin rejuvenation and other dermatology indications.</td>
</tr>
<tr>
<td>Fotona SP Dynamics</td>
<td>Nd:YAG / Er:YAG</td>
<td>1064 nm / 2940 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.1 – 50 ms</td>
<td>Contact mfr.</td>
<td>F-Runner, fractional Er:YAG scanner: 250 µm spot size, 160 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>Fotona XS Dynamics</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>Up to 500 J/cm²</td>
<td>0.1 – 15 ms</td>
<td>Contact mfr.</td>
<td>F-Runner, fractional Er:YAG scanner: 250 µm spot size, 160 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>Fotona 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>5 – 20 ns, 250 µs</td>
<td>Contact mfr.</td>
<td>F-Runner fractional Er:YAG scanner: 250 µm spot size, 160 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>Fotona SP Spectro</td>
<td>Nd:YAG / Er:YAG</td>
<td>1064 nm / 2940 nm</td>
<td>Up to 600 J/cm²</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td>F-Runner fractional Er:YAG scanner: 250 µm spot size, 160 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>Fotona XP Spectro</td>
<td>Nd:YAG / Long Pulse</td>
<td>1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.1 – 50 ms</td>
<td>Contact mfr.</td>
<td>F-Runner fractional Er:YAG scanner: 250 µm spot size, 160 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>Fotona XP Dynamics</td>
<td>Nd:YAG / Long Pulse</td>
<td>1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.1 – 50 ms</td>
<td>Contact mfr.</td>
<td>Same as above.</td>
</tr>
<tr>
<td>InMode Tracton / Optima Workstation</td>
<td>Fractional RF</td>
<td>N/A</td>
<td>Up to 62 mJ/pulse</td>
<td>Up to 2 pps</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>
</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/Device 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>Lutronic eCO2</td>
<td>CO₂ fractional Laser</td>
<td>10,600 nm</td>
<td>Up to 240 mJ</td>
<td>Ultra Pulse: 40 – 1,000 µs; Super Pulse: 1 – 5 ms</td>
<td>Contact mfr.</td>
<td>Designed to address the most demanding users' ablative resurfacing needs: Multi-spot Fractional Scanning handpiece with Controlled Chaos Mode (CCM) offers complete tunability for light and aggressive procedures, as well as all levels in between. The Incisional handpiece provides additional surgical options and the ability to treat discrete lesions. High-intensity RF microneedling platform. Unique impedance measurement and feedback assures adequate levels of energy are delivered to stimulate production of collagen and elastin to improve wrinkles, laxity and acne scars. Consumables: Single patient use tip for handpiece.</td>
</tr>
<tr>
<td>Genius</td>
<td>Bipolar Fractional RF</td>
<td>N/A</td>
<td>50 W</td>
<td>10 ms – 1,000 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>LaseMD</td>
<td>Thulium Laser</td>
<td>1927 nm</td>
<td>1 – 20 mJ</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td>The 1927 nm Thulium wavelength can treat all skin types to improve sun damage, fine lines, stubborn pigment and skin health/luminosity. The included Multi-Modal Magnetic Scanning handpiece and associated caps and rollers enable a fast, comfortable, low-downtime treatment. Optional serums and cooling masks enhance results and complete the patient experience.</td>
</tr>
<tr>
<td>PicoPlus</td>
<td>Nd:YAG Picosecond and Nanosecond Laser</td>
<td>1064 nm / 532 nm; 595 nm and 660 nm</td>
<td>Up to 800 mJ</td>
<td>450 ps and 2 ns</td>
<td>1.8 GW of peak power for unmatched efficacy and minimal thermal impact. Optional Dual Focused Dots Fractional 1064/532 handpiece, plus 595 nm and 660 nm handpieces (pending US FDA clearance), are designed to complement 2 – 6 mm Zoom and 6 – 10 mm Collimated Toning handpieces, designed to effectively remove/ reduce unwanted pigment and increase collagen.</td>
<td></td>
</tr>
<tr>
<td>Spectra</td>
<td>Nd:YAG Nanosecond and Microsecond Laser</td>
<td>1064 nm / 532 nm; 585 nm and 650 nm</td>
<td>Up to 1.2 J</td>
<td>5 ns</td>
<td>Contact mfr.</td>
<td>High peak power 0.24 GW nanosecond platform achieves efficacious results in pigment clearance, collagen stimulation and acne scar improvements.</td>
</tr>
<tr>
<td>Quanta System</td>
<td>Discovery Pico Derm</td>
<td>Picosecond Nd:YAG</td>
<td>1064 nm</td>
<td>0.6 J (ps); 2 J (µs)</td>
<td>450 ps; 250 µs</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Discovery Pico / Discovery Pico Plus</td>
<td>Picosecond Nd:YAG</td>
<td>1064 nm</td>
<td>0.8 J (ps/ns); 2 J (µs)</td>
<td>450 ps; 6 ns; 12 – 250 µs</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Q-Plus - EVO Series</td>
<td>Multi-Application Platform: Q-Switched Nd:YAG / Pulsed Nd:YAG (optional)</td>
<td>1064 nm / 1230 nm (optional)</td>
<td>Up to 375 J/cm² (ps); 50 J/cm² (µs) / up to 35 J/cm²</td>
<td>6 ns; 12 ns; 250 µs / 5 – 10 ms</td>
<td>Contact mfr.</td>
<td>Rep. rates for Q-switched sources up to 10 Hz and OptiBeam II handpieces for square and round flat-top spots. Spot sizes for nano and microsecond modes: 3, 4.5, 6, 7.5, 9, 10.5 mm round; 2x2, 3x3, 4x4, 5x5, 7x7 (only for Discovery PicoDerm), square: fractional round 8 mm; Q-switched Ruby laser source available only with Discovery Pico Plus. Nd:YAG FD 532 nm is available for all the Pico lasers. Twain IPL and Twain 2940 options for Discovery Pico and Discovery Pico Plus.</td>
</tr>
<tr>
<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>5 – 10 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Twain IPL</td>
<td>Pulsed Light</td>
<td>400 – 1200 nm</td>
<td>Up to 25 J/cm²</td>
<td>5 ms – 40 ms (pulses train duration up to 240 ms)</td>
<td>0.3 ms – 1 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Twain 2940</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>Up to 10 J/cm²</td>
<td>5 ms – 10 ms (non microbeam model)</td>
<td>15 – 200 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Quanta Forte</td>
<td>Multi-Application Platform: IPL / Er:YAG (only for acne scars)</td>
<td>AC415: 4.5% – 950 nm / Er:YAG 2940 nm</td>
<td>Up to 15 J/cm² / up to 95 J/cm² (non microbeam model)</td>
<td>15 – 100 ms / 1 – 1.5 ms</td>
<td>Contact mfr.</td>
<td>Portable, upgradeable with up to eight modules; five IPL handpieces, high speed diode, Er:YAG and Nd:YAG. Advanced contact cooling with sapphire waveguide which cools to 12° C. Adaptive Pulse Control (APC) adjusts pulse sequence and energy.</td>
</tr>
<tr>
<td>Revenue Cure, Inc.</td>
<td>Frozen C</td>
<td>Concentrated, Controlled Medical Grade Cryogen at 78° C</td>
<td>N/A</td>
<td>Cryogen -78° C</td>
<td>N/A</td>
<td>Under $40,000 Included.</td>
</tr>
<tr>
<td>Wontech Co., Ltd.</td>
<td>PICOCARE</td>
<td>Picosecond Nd:YAG</td>
<td>1064 nm / 532 nm</td>
<td>600 mJ / 300 mJ</td>
<td>370 ps / 450 ps</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>0.3 – 1 ms (short)/ 1 – 100 ms (long)</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>V-laser</td>
<td>Long-Pulsed KTP / Nd:YAG Laser</td>
<td>532 nm / 1064 nm</td>
<td>10 J / 50 J</td>
<td>50 J / 532 nm</td>
<td>Contact mfr.</td>
</tr>
</tbody>
</table>
**Product Profiles**

**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™.

**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 ASP™ to adapt the temporal structure of laser pulses to the biophotonic dynamics of laser-tissue interaction.

**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.

**Fraxis DUO**
Fraxis DUO offers a unique combination of CO₂ laser and RF microneedling. With these two modalities, indications such as scars, photo-aged skin, poor skin tone, facial resurfacing and stretch marks can easily be treated. Because the Fraxis DUO is such a workhorse, there is no need to purchase additional equipment. This device can do it all while providing maximum treatment flexibility for your practice.

**Z Wave Q**
Introducing Z Wave Q, a new water cooled radial pulse therapy device. New technology makes it one of the quietest systems on the market. Includes an introductory three-year limited system warranty and 3,000,000 pulses on the handpiece. Advantages: gentle, painless, quick treatments, no disposables, no downtime, non-invasive, easy operation, consistently reproducible, visible results and quiet operation. FDA cleared for temporary reduction of the appearance of cellulite. May be used to enhance Cryolipolysis™ results. Contact us for trade-up opportunities on all shockwave brands.

**Viscot VisFlow**
The re-designed Viscot VisFlow® Ultra pressurized surgical marker continues to mark on wet surfaces. This marker will not stop working in the O.R. – saving you the waste of opening up several markers, the time of taking apart a marker and using the well to write, or the money of using vialled Methylene Blue. VisFlow Ultra is ideal for large cases such as abdominal, breast and reconstructive surgeries.

**Lasering USA**
Contact us for trade-up opportunities on all shockwave brands.
SAVE THE DATE
DASIL 8TH WORLD CONGRESS

GOA
INDIA

GRAND HYATT GOA
OCTOBER 30 – NOVEMBER 2, 2019

MASTERS TEACHING MASTERS

Come learn from the brightest of minds, and spend time with your colleagues from all over the globe. DASIL 2019 will span the spectrum of dermatologic and aesthetic surgery and will have delegates from more than 40 countries. Those who are attending will be required to have a VISA.

THE CONGRESS IS SUPPORTED BY THE ASSOCIATION OF CUTANEOUS SURGEONS(I) OF INDIA

FOR MORE INFORMATION VISIT WWW.THEDASIL.ORG
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.

Rejuvn8: 315-708-9913 or visit www.rejuvn8.com
Quanta System: www.quantasystem.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.

Rejuvn8 is the go-to training company for leading-edge aesthetic practices. Its focus is educating physicians on minimally invasive nonsurgical face and body lifting techniques using Polydioxanone (PDO) sutures. Located in Syracuse, NY, we offer classes on-site, at physicians’ locations and in major metropolitan cities through our partner ESI.

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

FotoFinder Proposer
FotoFinder’s Bodystation – for consistent before and after images – now includes the exciting Proposer module. FotoFinder Proposer improves client consultations using effective time-saving customization. Simply highlight treatment areas on your client’s photos and select your recommended procedures and skincare products from your personalized product database. Present your proposal on a high-resolution report for a professional, exciting patient experience.

FotoFinder Systems, Inc.: 888-994-0727 or visit www.fotofinder-systems.com
Aerolase: 914-345-8300 or visit www.aerolase.com

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.

Rejuvn8 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.

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.

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.

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.

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.

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.

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.
The global source for events and media in aesthetic medicine

www.aestheticchannel.com
Product Profiles

V-laser
V-laser is a novel long-pulsed laser system with dual wavelengths of 532 nm and 1064 nm. There are various spot sizes (from 2 – 12 mm), a wide range of pulse durations (up to 60 ms) and frequencies (up to 10 Hz). These features can treat a variety of indications including vascular lesions, benign pigmented lesions, acne vulgaris, skin rejuvenation, hair removal and more. The V-laser is equipped with a five-step adjustable contact cooling system; Off, 5° C, 10° C, 15° C and 20° C, so it can reduce discomfort and prevent thermal damage. V-laser is a robust and intuitive system, requiring no consumables and a reasonable maintenance cost.

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.

DefenAge Men's Kit
The DefenAge Men's Kit is a fully fragrance-free simple skincare set that takes the guesswork out of results-driven skincare for men. The regimen corrects visible signs of skin exhaustion and aging on a global scale, and features DefenAge's exclusive defensin technology. In addition to innovative skincare, the kit includes a hemp sport towel and is housed in an elegant black leather toiletry bag. The hemp towel intensifies protection from bacteria during a workout and the stylish, mesh-lined toiletry bag keeps things clean and organized.

ARVATI
With its EPIC Technology™, the new ARVATI® system, powered by Thermi®, offers emission of continuous, powerful RF waves with an enhanced 50 W capacity system, intelligent software with electrode recognition and a control algorithm, providing the speed you want and the control you need for various modalities (ThermiTight®, ThermiRase®, ThermiSmooth® Face and ThermiVa®). With its advanced temperature-controlled RF EPIC Technology, ARVATI is a state-of-the-art platform offering expanded versatility to treat more body areas and grow your practice.

truSculpt iD
truSculpt® iD is the latest body sculpting technology for a personalized, hands-free/hand-held solution to revolutionize your practice. This non-invasive, monopolar RF platform tailors to patients' individual needs and features Real-Time Temperature Control for clinically-proven results, safety and patient experience. truSculpt iD treats the entire fat layer, resulting in approximately 24% fat thickness reduction. It offers handpiece and placement location versatility and customized, 15-minute protocols to treat a full abdomen or multiple body areas simultaneously.

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

Canfield Scientific: 973-434-6623 or visit www.canfieldsci.com

Wontech Co., Ltd.: www.wtlaser.com

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

Cutera: 415-657-5500 or visit https://cutera.com/trusculptiD

Thermi, a Celting Biosciences Company: 866-981-5017 or visit www.thermi.com

VECTRA H2
Perfect for imaging the face, breast and body, Canfield's VECTRA® H2 is ideal for facial aesthetics and clinical documentation, providing automated image stitching and realistic 3D results. With the H2, the patient's images are used to explore possible surgical and nonsurgical outcomes, share options, explain limitations and set appropriate expectations. Completely self-contained with integrated flash and converging ranging lights for fast, reproducible imaging, the H2 is ready to go with minimal staff training.

VECTRA H2

Wontech Co., Ltd.: www.wtlaser.com

Canfield Scientific: 973-434-6623 or visit www.canfieldsci.com
As women age, their bodies face a host of new changes, from a loss in elastin 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.

**Ultherapy**

Ultherapy is the only non-invasive procedure FDA-cleared to lift skin on the neck, under the chin and on the eyebrow, with a specific indication for improvement of lines and wrinkles on the décolleté. Ultherapy relies on ultrasound therapy to stimulate new endogenous collagen and elastin production. It also incorporates traditional ultrasound imaging, which allows practitioners to see the layers of tissue they are treating, ensuring energy is delivered to where it will be most beneficial. Ultherapy relies on ultrasound therapy to stimulate new endogenous collagen and elastin production. It also incorporates traditional ultrasound imaging, which allows practitioners to see the layers of tissue they are treating, ensuring energy is delivered to where it will be most beneficial. Ultherapy takes advantage of this precise energy delivery to improve skin quality by stimulating the body’s natural collagen and elastin production. The result is a non-invasive and effective treatment for skin tightening and lifting.

**SmartXide² DOT/RF**

The new SmartXide² DOT/RF system offers unsurpassed flexibility and control. Utilizing DEKA’s proprietary Pulse Shape Technology (PSD™), a complete array of pulses are selectable upon necessity. Stack technology, plug-and-play accessories and computer-based protocols complete this state-of-the-art platform. SmartXide² DOT/RF provides less downtime, less intraoperative and post-op pain, and excellent skin tightening with a bipolar RF scanner, as well as vulvovaginal reshaping.

**Epstein Abdominoplasty Retractor**

The Epstein Abdominoplasty Retractor is designed to assist in the performance of the dissection of the upper abdominal tunnel. It allows for superior ergonomic handling for decreased fatigue and provides excellent exposure. The wide curved working end spreads and holds the tissue of the upper skin on stretch, eliminating slippage. The Epstein Abdominoplasty Retractor facilitates cautery elevation of the skin flap and is excellent for very narrow tunnels.

**skinade**

Skinade® – better skin from within® is the leading professional skincare drink. Its professional-grade ingredients and unique liquid formulation help boost the skin’s natural production of collagen, hyaluronic acid and elastin for smoother, younger and more hydrated skin. Skinade is used daily as part of a skin regimen and comes recommended by licensed aesthetic professionals and dermatologists.

**Lutronic’s TotalSkin Solution**

Lutronic’s TotalSkin Solution™ brings together two best-in-class devices that treat skin from top to bottom. LaseMD™ is a non-ablative resurfacing laser that achieves fast and gentle improvement in pigment, skin quality and texture. Genius® is a high intensity, precision, RF microneedling system with built-in resistance monitoring and feedback. Genius’ Intelligent Design assures the required level of energy is delivered to adequately stimulate the production of collagen and elastin for reduction in wrinkles, scars and laxity.

**Merz Aesthetics**

Merz Aesthetics: 844-469-6379 (4MYMERZ) or visit www.ultherapy.com
The Aesthetic Academy is a 2-day, comprehensive educational program for all specialties practicing medical aesthetics. Attend The Aesthetic Academy to elevate your practice to the highest standards of excellence.

INTRODUCING A NEW AND EXPANDED CONFERENCE PROGRAM

SAN DIEGO
October 12-13, 2019
InterContinental San Diego

DALLAS
November 8-9, 2019
Omni Dallas Hotel

REGISTRATION IS NOW OPEN. VISIT WWW.THEAESTHETICACADEMY.COM TO REGISTER.

Interested in exhibiting? Please contact +1 (949) 830-5409 for more information.
Reshaping What’s Possible

Come learn what Renuvion® can do for you.

ASAPS Booth #1054
VCS Booth #313
Recharge your practice with Fotona 5
Ultra Performance Lasers®
plus 100 other FDA cleared protocols

Fotona 4D
LIP LASE
NIGHT LASE®
TIGHT SCULPTING
EYE LASE

Dynamis Pro
Recharge Your Practice Today With the Ultimate Performance Laser System! To learn more about what a Fotona Laser System can do for your practice contact Fotona at (972) 598-9000 or info@fotona.com today.

www.fotona.com  @FotonaLasersUS  @Fotona_Lasers  @Fotonalasers_official  @Fotona_Lasers  FotonaLasersUSA  FotonaLasers