New PDO Threads and Topical Exosomes Set a Standard – pg. 3
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Journal of Drugs in Dermatology, April 2018, 17(4):426-441

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MIRACU PDO Threads and BENEV Exosome Regenerative Complex Set to Transform the Anti-Aging Market

By Kevin A. Wilson, Contributing Editor

MIRACU PDO Threads® (MIRACU®) and Exosome Regenerative Complex are two new products transforming thread lifting and regenerative medicine. DBM Corporation Inc. (DBM), the official U.S., Mexican and Canadian distributor of MIRACU, and BENEV Company, Inc. (Mission Viejo, Calif.), the globally-recognized FDA-registered manufacturing facility, are key players in the aesthetic space. Through MIRACU and Exosome Regenerative Complex, BENEV and DBM are re-educating both physicians and consumers about what’s possible in minimally invasive aesthetic medicine.

MIRACU PDO Threads
MIRACU PDO Threads, unique in providing a pre-loaded cannula with U.S. FDA class 2 clearance for soft tissue approximation, where use of an absorbable suture is appropriate. The product has been cleared for localized skin lifting and tightening. MIRACU PDO Threads are sold exclusively though DBM, a joint venture between BENEV and DongBang Medical Co. Ltd. (Sungnam, Korea), reportedly the largest PDO and cannula manufacturer in Korea.

According to Richard Jin, MD, PhD, who practices aesthetic medicine with a focus on regenerative aesthetics at RJ Clinical Institute in Mission Viejo and Temecula, Calif., “MIRACU has been driving the PDO industry for years. The company’s philosophy centers around research, development and technology that is transforming this field.”

This sentiment was echoed by Philadelphia-based plastic surgeon Richard M. Goldfarb, MD, founder of the Center for SmartLipo and Plastic Surgery. “I’ve been heavily involved in trials for other threads over the years, and what attracted me to MIRACU was that despite having a finished product they followed the path of regulatory approval, quality product development and safety. Instead of rushing to market, they took the necessary steps of achieving FDA approval, giving me the confidence to incorporate this into my practice.”

Building on the MIRACU family of cannulas and advanced PDO threads, the Elasty Line and Elasty Meshfill represent some of the most innovative threads to come to market. “The extensive R&D incorporated into this technology has allowed us to obtain dramatic results using less product, also enabling manipulation and contouring of portions of the face in ways we couldn’t before,” said Dr. Jin. “The tensile strength and flexibility of the threads provide the ability to shape and pull tissue without compromising their integrity.”

“The safety and ease of use with these threads means we don’t see adverse reactions from patients, and can easily place these accurately to create the result we’re working toward,” said Randy B. Miller, MD, medical director of Miller Plastic Surgery in Miami, Fla.

Featuring a double coated high polymer PDO with deep cogs and exclusive FCV cannula tip for muscle fixation, Elasty Line threads are stronger, more reliable, and more effective than alternatives, said J.D. McCoy, NMD, medical director of Contour Medical (Gilbert, Ariz.). “This is almost a thread within a thread, which is stronger and degrades more gradually as a result. I’ve been doing thread lifting since 2005 and this is my go-to because of durability, longevity and ease of use.”

“The barbs and anchor tip fix more solidly into tissue,” said plastic surgeon Diane I. Duncan, MD, who practices in Fort Collins, Colo. “The double coating also makes it last significantly longer than traditional PDO threads. MIRACU threads last two years, standard PDO threads last six months.”

“The barbs and anchor not only fix well within tissue, they are designed so that as they dissolve a secondary cone-like...
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- Miami Cosmetic Surgery Brochure

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* Indicates demographic advertisement
structure remains in its place, providing a secondary hold,” added Dr. Jin.

The great thing about threads is that you see much of the result at the time of the procedure, Dr. Miller explained. “This provides a nice payoff for patients, add to that the fact that you don’t have the significant aftercare you would see with surgery or lasers, for example, so there is very little downtime, which is important to a busy professional clientele.”

“MIRACU thought of every little detail,” Dr. Goldfarb added, “from quality control to the fact that each thread is individually sealed to preserve thread sterility.”

Elasty Meshfill is a unique two-in-one filler and thread composed of 16 mono threads interwoven to create a cylindrical hollow mesh scaffolding for volumizing, lifting and rejuvenation with and without filler. This is the first thread of its kind. Two weeks after insertion of mesh in the layer between the dermis and SMAS, soft tissue grows into the gaps of the mesh to pull and fixate. It can be used in regions such as the tear trough, nasolabial folds, bridge of the nose, deep forehead lines, and vermillion border. “This is a crazy idea, taking 16 threads and wrapping them in a cylindrical fashion to create a mesh which dissolves over time, but stimulates collagen growth,” said Dr. Jin. “And it works incredibly well.”

Medical professionals can maximize the volume effects of treatment by combining the Elasty Meshfill with filler. The scaffold design provides structural support and works to reduce the diffusion and migration of filler, as well as extend the life of the filler by about 40%. “You have stimulation of nucleogenesis by the mesh, plus augmentation with the filler. It is ideal for difficult-to-treat areas where you may need multiple vials of filler otherwise,” said Dr. Goldfarb. He added that this concept works well with other products such as PRP. “This really defines what regenerative aesthetics is all about.”

“I believe this will become the standard of care for some areas of the face, such as the nasolabial fold,” Dr. Jin added.

Shino Bay Aguilera, DO, director of Shino Bay Cosmetic Dermatology & Plastic Surgery (Fort Lauderdale, Fla.) tends to be conservative when adopting new modalities, so he was slow to incorporate threads into his practice. “I loved the concept, but was initially put off by the inconsistent results and low reliability of threads,” he said. “The use of PDO was a move forward in making this concept successful, but I still waited. Now, I’ve used a lot of PDO threads and gravitate to MIRACU because of the unique properties. They fit well into my approach to facial restoration.”

“I like to use fillers that incorporate into the body rather than just occupy space, which is especially important as I envision how correction will be needed for a patient over the years because you can’t just keep putting filler into the face forever without it beginning to present a suboptimal result,” Dr. Aguilera continued.

“So as I strive to maintain the youthful look and shape of the face over time, I find that fillers are not a 100% answer by themselves,” Dr. Aguilera continued. “MIRACU PDO Threads and Elasty Meshfill are a great complement to fillers because they lift, tighten and provide volume naturally. The community will use products like these more and more because they fill a niche by themselves and with existing fillers to achieve a better, more natural-looking result. And with the mesh reducing migration and diffusion of fillers, this allows me to sculpt a more youthful, natural look for my patients.”
Dr. Duncan also shied away from thread lifting initially. “I just wasn’t happy with the results for a lot of reasons. The threads were either too thick and patients could feel them, or so thin that they fragmented in the package after six months and didn’t provide the correction I was looking for. MIRACU Elasty Line threads and Elasty Meshfill are more what I was looking for.”

“Also, I’ve been looking for a small, injectable implant for four years,” she said. “I now use Elasty Meshfill with fillers and autologous fat to fill that niche, and I’ve been very happy with the results. You can stack it to obtain different thicknesses, which makes it useful on any area of the face. It is also great for a lip lift because you can craft your correction exceptionally, even for thin, lax lips, without that obvious augmented look we want to avoid. I haven’t seen anything like this product in my travels around the world in aesthetic medicine. Plus, FDA clearance was obtained before launch, and as far as I know they’re the only company to have obtained approval for both their thread products and cannulas.”

According to Dr. McCoy, a key aspect of thread treatment is the need for existing facial volume before use. “A lot of my patients may need facial integrity and volume augmented before they are good candidates for MIRACU. But it is extremely rare that I’ll use threads alone anyway because I do a lot of combination therapies, as many of us do,” he noted.

“In my mind the art of using threads is the art of patient selection,” Dr. McCoy continued. “So MIRACU goes hand-in-hand with volumizing, and as an entry level procedure the Elasty Meshfill is great because with fillers it lifts and volumizes at the same time.”

Dr. Miller agreed. “Good thread lifts depend on tissue quality, volume and firmness, otherwise you get a poor outcome. So, you’re looking to use these to correct ptosis rather than laxity. The middle-aged patient who doesn’t yet need a facelift is an ideal candidate.”

While MIRACU products themselves are outstanding, Dr. Goldfarb believes the training system supporting their use is even more extraordinary. “MIRACU is committed to hands-on training. “When you use these in your patients for the first time the company makes certain that you are thoroughly trained and comfortable,” he stated. “This has been a problem for other thread companies in the past. The quality of the product, the training and the support from the company make MIRACU second to none.”

The vast difference between MIRACU and competitors comes through during training as well, Dr. Jin pointed out. “When I’m training physicians, they often remark how similar these products are to what they already use, but by the time we’re finished, they see the gap between their original go-to thread and MIRACU.”

**Exosome Regenerative Complex**

Exosomes are extracellular vesicles produced naturally by cells, facilitating the exchange of RNA and other proteins between cells, as well as transmitting growth factors, cytokines and other genetic material. Thus, they are responsible for cell-to-cell communication and influence the micro-environment around a cell. As a worldwide thought leader in regenerative medicine, Dr. Miller gravitated to Exosome Regenerative Complex because of the way it harnesses the power of the exosome. “It is exosomes from stem cells that trigger the therapeutic responses we are looking for in regenerative medicine,” he said.
“The science is clearly demonstrating that exosomes are the wave of the future, not just for aesthetics, but for many other areas of medicine.”

“In aesthetic medicine we’re using these exosomes to activate the regenerative capacity of cells to make healthy, youthful new tissue.”

Exosome Regenerative Complex powered by Exo-SCRT™ is a dual action complex formulated to absorb quickly into the skin. This delivers concentrated power of more than 2 billion stem cell derived exosomes (from adipose tissue), potent growth factors, peptides, coenzymes, minerals, amino acids, vitamins and hyaluronic acid (HA). These paraben free, steroid free, hypoallergenic patented technologies and ingredients are clinically proven to rejuvenate and regenerate the skin.

Developed and designed by BENEV and ExoCoBio®, the fourth largest exosome research company in the world, BENEV holds the license to Exo-SCRT in the U.S., Mexico and Canada. Exo-SCRT is the innovative patented purification method to separate and refine 0.1 pure exosomes from stem cell conditioned media. The concentration of materials is significantly greater than can be achieved with a product such as PRP.

Studies have shown that this product increases fibroblast production by 180% and collagen production by about 300%

“PRP is tried and tested and has a firm place in the armamentarium with proven therapeutic benefit for years to come, but it can be enhanced with the addition of the Exosome Regenerative Complex,” Dr. Jin indicated. “The Exosome Regenerative Complex consists of more than 50 growth factors and other active constituents, with the ability to exert a self-proliferating therapeutic effect promoting

57-year-old patient before and after treatment with RF microneedling and application of GF-EX Exosome Regenerative Complex
Photos courtesy of Richard Jin, MD, PhD

28-year-old patient before and after chemical peel treatment and application of GF-EX Exosome Regenerative Complex
Photos courtesy of Richard Jin, MD, PhD
neocollagenesis plus anti-inflammatory capabilities for better outcomes.”

“BENEV lyophilizes the exosomes, stabilizing and preserving the biologic activity, maximizing topical therapeutic potential,” added Dr. Goldfarb.

Additionally, the size of the nanoparticles promotes passage through the stratum corneum, making them ideal for topical use, alone or in conjunction with the usual suspects: microneedling, ablative resurfacing, microdermabrasion and chemical peels, among others. “BENEV has done an excellent job of giving us something that delivers these compounds into the skin, and if we use other modalities to increase the number of exosomes we can deliver, we will reap even greater benefits,” Dr. Miller said.

Dr. Duncan agreed. “If you’re looking to deliver these compounds into the skin through these conditioned media, then exosomes are the thing. There are a few competitors on the market, but they’re prohibitively expensive, and I don’t know too many patients who are willing to spend that much money when we have this product available.”

“These are remarkably safe and easy to use,” Dr. McCoy said. “You can use them right after treatment for something simple or aggressive. The HA diluent is very elegant as well. It is a nice way to additionally deliver HA with treatment and is a differentiator.”

BENEV’s X|RATED Exosome Facial® treatments harness the power of Exosome Regenerative Complex in conjunction with modalities such as microneedling, CO₂ and other lasers, PRP, chemical peels, RF and more. The protocol is a clinically proven, non-invasive therapy for fine lines and wrinkles, age spots, redness and irritation, lesions and scars, texture and pore size, as well as overall brightness and hydration of skin. Outcomes appear incrementally over a series of five treatments. Integrating the product for at-home use three to four days after aggressive procedures, or one day after minimally invasive procedures, has been shown to soothe any inflammation and discomfort, while significantly decreasing the associated recovery downtime.

Additionally, the cost of treatment with Exosome Regenerative Complex is a fraction of that seen with the few other exosome products on the market. “I use the Exosome Complex to enhance wound healing and response to other treatments,” Dr. McCoy shared. “I’ve used multiple products such as growth factors or PRP over the years and I’m always looking for the best and most affordable; this satisfies both criteria. And I love the XIRATED Exosome Facial by itself as well. This is very easy to implement; the price point makes it accessible for patients.”

“Also, other products are labeled for topical use, but employed off-label by physicians, whereas Exosome Regenerative Complex is labeled for its intended use.”

Dr. McCoy adds the product to lighter and more aggressive treatments, such as RF microneedling and laser resurfacing, among others. “Since implementing this as a protocol I’ve observed significant improvement in speed of healing, skin quality and comfort during recovery. And by building this inexpensive therapy into the overall cost of treatment, then explaining the role of Exosome Regenerative Complex in their protocol, I see more and more patients returning to have stand-alone treatments with the product itself for maintenance.”

In addition to safety, efficacy, affordability and utility, the shelf life of Exosome Regenerative Complex makes it appealing to physicians, Dr. Duncan expressed. “The product is lyophilized and freeze dried, so it doesn’t expire so quickly. I never got into PRP, and with this product, I don’t have to.”

“With aesthetic medicine we are talking about a very narrow focus, but these exosomes have potential applications across the field of medicine, and it is exciting to see how it will unfold,” Dr. Jin concluded.
The Aesthetic Guide

NOSE BRIDGE

TEAR TROUGH

MARIONETTE LINES

SKIN TONE AND TEXTURE IS MORE EVEN.

SKIN IS MORE EVEN AND CLEAR.

REDUCED.

SKIN IS FIRMER, FINE LINES, WRINKLES AND AGE SPOTS ARE SIGNIFICANTLY REDUCED.

SKIN IS MORE CALM AND REDNESS IS INSTANTLY REDUCED.

THIRD EYE

BROW
The strongest lifting PDO Thread available. This superior thread features a double coated high polymer PDO, with ultra deep cogs, for strong muscle fixation. The Elasty Line exclusively features an FCV cannula tip, designed to reduce the resistance of the fixing anchor at the tip to minimize trauma to the dermis, maximize the feature of the cone anchor, and allow for correct fixation to the desired area, without being pushed by the skin tissue.

Two weeks after insertion of mesh into the layer between the dermis and SMAS, soft tissue grows into the gaps of the mesh and pulls and fixates. The Elasty Meshfill has a lifting, volumizing and rejuvenative effect, with and without the use of filler. Maximize the volumizing effects of your treatments with combination of Elasty Meshfill and filler. MIRACU Elasty Meshfill has been shown to extend the life of filler by about 40%, as well as reduce the diffusion and migration of filler.

Exosome Regenerative Complex
POWERED by ExoCoBio’s Exo-SCRT™

Exosome Regenerative Complex is an intensive dual action complex formulated to absorb quickly into the skin delivering the concentrated power of over 2 BILLION STEM CELL DERIVED LYPHILIZED EXOSOMES, potent GROWTH FACTORS, PEPTIDES, COENZYMES, MINERALS, AMINO ACIDS, AND VITAMINS. Our paraben free, steroid free, and hypoallergenic patented technologies and ingredients are clinically proven to rejuvenate and regenerate the skin.

SKIN IS MORE RADIANT AND HYDRATED.

SKIN IS MORE EVEN AND CLEAR.

SKIN TONE AND TEXTURE IS MORE EVEN.

SKIN IS FIRMER, FINE LINES, WRINKLES AND AGE SPOTS ARE SIGNIFICANTLY REDUCED.

INSTANTLY
SKIN IS MORE CALM AND REDNESS IS REDUCED.

2ND TREATMENT
SKIN IS MORE RADIANT AND HYDRATED.

3RD TREATMENT
SKIN IS MORE EVEN AND CLEAR.

4TH TREATMENT
SKIN TONE AND TEXTURE IS MORE EVEN.

5TH TREATMENT
SKIN IS FIRMER, FINE LINES, WRINKLES AND AGE SPOTS ARE SIGNIFICANTLY REDUCED.
SoME™ is a rejuvenating topical skincare product that uses a proprietary blend of ingredients combined by your physician with your own Platelet Rich Plasma (PRP) to give you a truly personalized cosmetic experience.
THE SCIENCE BEHIND SoME™

Leading the market, Aesthetics Biomedical Inc. (ABM) has developed a personalized take-home topical Platelet Rich Plasma (PRP) cosmetic product, supported by clinical results. ABM is proud to introduce SoME™ to the clinical community for point of care physician use.

SoME™ is the first cosmetic base serum designed to be used with the patient’s own Platelet-Rich-Plasma (PRP)*, thus providing a truly personalized home-use skincare product for facial rejuvenation. SoME™ includes a proprietary base of ingredients that provide unique stability for PRP*, allowing the finished product to contain intact, functional platelets for upwards of 90 days. This innovative product was made in conjunction with key opinion leaders in dermatology. The SoME™ product, when combined with PRP*, delivers multiple cosmetic effects for photodamaged skin.

CLINICAL & HISTOLOGY OUTCOMES

A 60-day, 20 subject split face, blinded study demonstrated enhanced softness, brightness, luminosity, firmness at four weeks with a more robust performance at eight weeks, as assessed by both the investigator and study subjects.

At four weeks results demonstrated that when applied twice daily (morning and evening), SoME™ + PRP* provided visible changes to the skin.

PRP contains numerous concentrated growth factors shown to be beneficial in aesthetics use. Histology and molecular studies revealed Collagen Type I and Elastin expression increased with SoME™ + PRP*, key proteins essential for facial rejuvenation. Data also reflected Rete Peg extension into the dermis with the SoME™ + PRP, whereas the control serum with no PRP showed no elongation. SoME™ was clinically tested for patient’s tolerance and is safe for use with all skin types, including sensitive skin. Additional clinical studies are underway to show results after 90 days.

PATIENT TREATMENT & USE

A modest amount of blood is drawn (50mL), and then through a simple and quick on-site centrifugation process using the Emcyte Platinum centrifuge, PRP is created specifically for the patients personalized SoME™ product and home use. This convenient single visit at your practice provides your patient with a 90-day supply of SoME™. Product must be kept refrigerated to maintain 90-day viability once PRP is added into SoME™ base serum.

KEY FEATURES OF SoME™ + PRP

- SAFE FOR ALL SKIN TYPES, INCLUDING SENSITIVE SKIN
- EASILY APPLIED AND ABSORBED, LEAVING NO OILY RESIDUE ON THE SKIN
- MAKE-UP COMPATIBLE
- MAY BE USED WITH SUNSCREEN
- NO SIDE EFFECTS, IRRITATION, OR CONTACT ALLERGY
- MAY BE USED WITH OTHER TREATMENT MODALITIES

RESULTS IN 60 DAYS WITH TOPICAL SoME™ + PRP

Photos courtesy of Zoe Diana Drapelos, MD
CREATING OPPORTUNITIES FOR WOMEN’S ADVANCEMENT IN AESTHETICS

TOGETHER WE EMPOWER FEMALE LEADERS OF TODAY AND TOMORROW

Learn more at www.WomenInAesthetics.com

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Leading Physicians Highlight the Accomplishments of an Industry Trailblazer

By Jeffrey Frentzen, Contributing Editor

Few companies in the medical aesthetics space can claim what Galderma Laboratories, L.P. (Fort Worth, Texas) has achieved. In addition to its longstanding range of dermal fillers, this year the company celebrates the 10th anniversaries of both the Dysport® (abobotulinumtoxinA) for Injection neurotoxin treatment for glabellar lines, and the advanced collagen stimulator, Sculptra® Aesthetic.

“Galderma is one of the rare companies in this space with a robust neuromodulator and fillers portfolio. It’s really comprehensive in terms of what one can use,” stated Joel L. Cohen, MD, a dermatologist in Centennial, Colo., and a Galderma clinical investigator. “The traditional Restylane® product, which was approved in December 2003, is still something that I use regularly in my practice, along with the other products in their portfolio.”

The Restylane family of products helps to correct facial wrinkles and folds, as well as enhance the lips. In addition, Restylane Refyne and Restylane Defyne are the only fillers on the market that have been shown in a clinical study to help maintain natural movement and expressions.1 “When injected, Refyne and Defyne look good both at rest and with animation,” added Dr. Cohen.

Dysport stands out as a popular neurotoxin for both men and women, according to Sue Ellen Cox, MD, a dermatologist in Chapel Hill, N.C., and a Galderma clinical investigator. “It offers a soft, natural-looking result to smooth lines between the brows,” she said.

In addition to its product innovations, the ASPIRE Galderma Rewards loyalty program continues to be popular among physicians and consumers with over one million patients enrolled.2 In addition, the company supports providers with novel initiatives like the Women in Aesthetics Leadership Council, which brings physicians together to empower others to become leaders in the field. “It is a great way to highlight women who have been successful at the cutting edge of medical aesthetics and who are now mentoring others,” said Dr. Cox. “Women should celebrate each other’s successes; Galderma recognizes that and wants to help foster the growth of female leaders.”

As a company, Galderma has been excellent and very receptive to physicians’ needs, in addition to providing continued support for the industry, added Dr. Cox. “They definitely do the right thing in terms of research and development, and I cannot speak highly enough about their marketing team. I’ve contributed to their teaching materials and they have allowed me to be an investigator in a number of their clinical trials,” she said.

Looking ahead, Galderma continues to develop innovative products that help physicians grow their practices. “On the horizon, there are some new potential products that I’m excited about,” noted Dr. Cohen. “For example, at the Milan World Congress of Dermatology I presented successful Phase 2 data on an investigational liquid neurotoxin formula that does not need to be reconstituted.”

References:
2. Data on file. ASPIRE database. Fort Worth, TX: Galderma Laboratories, L.P.
Dysport® (abobotulinumtoxinA) is a prescription injection for temporary improvement in the look of moderate to severe frown lines between the eyebrows (glabellar lines) in adults less than 65 years of age.

### Important Safety Information

**What is the most important information you should know about Dysport®?**

- **Spread of Toxin Effects:** In some cases, the effect of Dysport® and all botulinum toxin products may affect areas of the body away from the injection site. Symptoms can happen hours to weeks after injection and may include swelling and breathing problems, loss of strength and muscle weakness all over the body, double vision, blurred vision and drooping eyelids, hoarseness or change or loss of voice, trouble saying words clearly, or loss of bladder control. Swallowing and breathing problems can be life threatening and there have been reports of death. You are at the highest risk if these problems are pre-existing before injection.

These effects could make it unsafe for you to drive a car, operate machinery, or do other dangerous activities.

- **Do not have Dysport® treatment if you:** are allergic to Dysport® or any of its ingredients (see the end of the Medication Guide for a list of ingredients), are allergic to cow’s milk protein, had an allergic reaction to any other botulinum toxin product, such as Myobloc®, Botox®, or Xeomin®, have a skin infection at the planned injection site, under 18 years of age, or are pregnant or breastfeeding.

The dose of Dysport® is not the same as the dose of any other botulinum toxin product and cannot be compared to the dose of any other product you may have used.

- **Tell your doctor about any swallowing or breathing difficulties and all your muscle or nerve conditions such as myasthenia gravis, or Lambert-Eaton syndrome, which may increase the risk of serious side effects including difficulty swallowing and difficulty breathing.** Serious allergic reactions have occurred with the use of Dysport®. Dry eye has also been reported.

- **Tell your doctor about all of your medical conditions, including:** if you have had previous surgeries to your face, very weak muscles in the treatment area, any abnormal facial change, injection site inflammation, droopy eyelids or drooping eyelids, deep facial scars, thick oily skin, wrinkles that can’t be smoothed by spreading them apart, or if you are pregnant or breastfeeding or planning to become pregnant or breastfeed.

- **Tell your doctor about all the medicines you take,** including prescription and nonprescription medicines, vitamins or herbal and other natural products. Using Dysport® with certain other medicines may cause serious side effects. Do not start any new medicines while taking Dysport® without talking to your doctor first.

- **Especially tell your doctor if you:** have received any other botulinum toxin product, such as Myobloc®, RimabotulinumtoxinB, Botox®, onabotulinumtoxinA, or Xeomin® (incobotulinumtoxinA), in the last four months or any in the past (be sure your doctor knows exactly which product you received), have received an antibiotic by injection, take muscle relaxants, take an allergy or cold medicine, or take a sleep medicine.

### Common Side Effects

The most common side effects are nose and throat irritation, headache, injection site pain, injection site skin reaction, upper respiratory tract infection, eyelid edema, eyelid drooping, sinus inflammation, and nausea.

- **Ask your doctor if Dysport® is right for you.**

You are encouraged to report negative side effects of prescription drugs to the FDA.

Visit www.fda.gov/medwatch or call 1-800-FDA-1088.

Please see Dysport Full Prescribing Information including Medication Guide at DysportUSA.com.

### Restylane Family Important Safety Information

The Restylane® family of products includes Restylane®, Restylane® Lyft with Lidocaine, Restylane® Silk, Restylane® Lyft, and Restylane® Defyne.

**APPROVED USES**

- **Restylane® and Restylane-L®** are for mid-to-deep injection into the facial tissue for the correction of moderate to severe facial wrinkles and folds, such as nasolabial folds. Restylane® and Restylane-L® are also indicated for injection into the lips in patients over the age of 21.

- **Restylane® Lyft with Lidocaine** is also indicated for injection into the subcutaneous plane of the dorsal hand to correct volume deficit in patients over the age of 21.

- **Restylane® Silk** is for lip augmentation and for correction of perioral wrinkles in patients over the age of 21.

- **Restylane® Lyft with Lidocaine** is for deep implantation into the facial tissue for the correction of moderate to severe facial wrinkles and folds, such as nasolabial folds, in patients over the age of 21.

- **Restylane® Defyne** is for mid-to-deep injection into the facial tissue for the correction of moderate to severe deep facial wrinkles and folds, such as nasolabial folds, in patients over the age of 21.

- **Are there any reasons why I should not use products within the Restylane® family?** (Contraindications)

To ensure a safe procedure, your doctor will talk to you about your medical history to determine if you are an appropriate candidate for treatment. You should not use products within the Restylane® family if:

- You have severe allergies with a history of severe reactions (anaphylaxis)
- You are allergic to lidocaine or to any of the gram-positive bacterial proteins used to make hyaluronic acid
- You are prone to bleeding or have been diagnosed with a bleeding disorder

### Are there other precautions that I should discuss with my doctor?

- **Tell your doctor if you are breastfeeding, pregnant, or trying to become pregnant.** The safety of these products for use during pregnancy, or in women who are breastfeeding, has not been studied

- **Restylane®, Restylane-L®, Restylane® Lyft with Lidocaine, Restylane®, Restylane® Silk, and Restylane® Defyne are intended to treat facial wrinkles and folds, such as nasolabial folds. Restylane® and Restylane-L® are also intended for lip enhancement. Restylane® Lift with Lidocaine is also intended for injection in the dorsal hand to correct volume loss. Treatments in other areas of the face or body have not been evaluated in clinical studies.

- **The safety and effectiveness of Restylane® Silk for areas other than the lips and perioral area have not been evaluated in clinical studies.**

- **Tell your doctor if you have any history of scarring, particularly thick and stiff scars, or any pigmentation (skin color) disorders.** These side effects can occur with hyaluronic acid fillers in general.

- **Tell your doctor if you are planning other laser treatments or a chemical peel, as there is a possible risk of inflammation at the treatment site if these procedures are performed after treatment.**

- **Patients who experience skin injury near the site of injection with these products may be at a higher risk for side effects**

- **Tell your doctor if you are on any medications to decrease your body’s immune response (immunosuppressive therapy).** Using these medications may increase your risk of bruising or bleeding at the gel injection site.

- **Tell your doctor if you are using any “bloodthinners” such as aspirin, warfarin, or any other medications that affect bleeding.** Using these medications may increase your risk of bruising or bleeding at the gel injection site.

- **The use of these products on gel injection sites with skin sores, pimples, rashes, hives, cysts, or infections should be postponed until healing is complete.** Use of products on these areas could delay healing or make your skin problems worse.

- **Tell your doctor if you have diseases, injuries, or disabilities of the hand.**

### What are the possible side effects?

- **The most commonly observed side effects** are swelling, redness, pain, bruising, headache, tenderness, lump formation, itching at the injection site, and impaired hand function. These are typically mild in severity and typically resolve in less than 7 days in nasolabial folds and less than 14 days in lips. Serious but rare side effects include delayed onset infections, recurrence of herpetic eruptions, and superficial necrosis at the injection site.

One of the risks with using this product is unintentional injection into a blood vessel. The chances of this happening are very small, but if it does happen, the complications can be severe and permanent. These complications, which have been reported for facial injections, can include vision abnormalities, blindness, stroke, temporary scabs, or permanent scarring of the skin.

As with all skin injection procedures, there is a risk of infection. To report a side effect with any of the Restylane® products, please call Galderma Laboratories, LP at 1-855-425-8722.

The Restylane family of products is available only through a licensed practitioner. Complete Instructions for Use are available at www.RestylaneUSA.com.

### Sculptura® Aesthetic Important Safety Information

**Indication:** Sculptura® Aesthetic (injectable poly-L-lactic acid) is indicated for use in people with healthy immune systems as a single regimen for the correction of shallow to deep nasolabial fold contour deficiencies and other facial wrinkles in which deep dermal grid pattern (cross-hatch) injection technique is appropriate.

- **Sculptura® Aesthetic should not be used by people that are allergic to any ingredient in the product or have a history of keloid formation or hypertrophic scarring.**

- **Sculptura® Aesthetic should not be injected into the blood vessels as it may cause vascular occlusion, infarction or embolic phenomena.** Use at the site of skin sores, cysts, pimples, rashes, or infections should be postponed until healing is complete.

- **Sculptura® Aesthetic should not be injected into the red area (vermillion) of the lip or in the peri-orbital area.**

- **The most common side effects** after initial treatment include injection site swelling, tenderness, redness, pain, bruising, bleeding, itching and lumps. Other side effects may include small lumps under the skin that are sometimes noticeable when pressing on the treated area. Larger lumps, some with delayed onset with or without inflammation or skin discoloration, have also been reported.

- **Sculptura® Aesthetic is available only through a licensed practitioner.** View the complete instructions for use at www.SculpturaAesthetic.com.
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PICOCARE
Picosecond 1064nm & 532nm Nd:YAG Laser
Picosecond Laser Toning Techniques for Successful Melasma Treatment

By Yung-Tsung Huang, MD

Coming off the heels of summer sun and heat, for many, skin is left irritated, sensitive and exposed to an environment that tends to increase pigmented lesions. In nature, the intense summer sunlight plays a role in creating beautiful varicolored autumn leaves, but on our faces or skin, it can cause unpleasant mottled pigments. And when left untreated, the affected area will become much darker. Now, in fall, many patients have visited our clinic to treat pigmentation like melasma.

Melasma is an acquired pigmentary disorder that appears on both sides of the face, primarily on the forehead, malar areas and chin as diffuse and symmetrical grayish-brown patches in various sizes. It is distributed in different layers of the skin from the deep dermis to superficial epidermis, and although the exact cause has not been clearly identified, multiple factors including genetics, pregnancy, hormones, ultraviolet rays and stress, have been related to onset of these lesions.

Due to this, it remains difficult to make a full recovery and there are high recurrence rates. To prevent unexpected side effects and minimize risk of rebound pigmentation, treatment should comprise a combination of modalities that are safe and do not cause further irritation.

In our clinic, we mainly use laser toning to treat melasma and pigmented lesions. Multiple passes of low-fluence laser light at 1064 nm via a large spot size leads to gradual improvements.

My choice for laser toning is PICOCARE®, an FDA-cleared versatile, multi-application picosecond Nd:YAG laser from WonTech Co., Ltd. (Daejeon, South Korea). PICOCARE’s ultra-short pulse duration and high peak power enable more effective and safer treatment with lower pain and shorter downtime than conventional Q-switched nanosecond lasers.

PICOCARE features four complementary wavelengths of 532 nm, 595 nm, 660 nm and 1064 nm for numerous indications. It also has various handpieces including Zoom, Collimation, HEXA MLA and Dye (595 nm and 660 nm) that facilitate treatment of a wide-range of dermatologic conditions, such as pigmentation, multi-colored tattoos, various types of scars and skin rejuvenation (improvement of enlarged pores, fine lines, uneven skin texture and tone).

Among these handpieces, HEXA MLA, a fractional handpiece consisting of multiple microlens array, enables focused laser light at the center of each fractionated microbeam area and delivers high-power density into the tissue (epidermis and/or dermis). Unlike conventional ablative fractional lasers, which remove the entire epidermis, it leaves the skin’s surface intact and enables basement membrane integrity.

The high-peak power pulses formed by PICOCARE with HEXA MLA create transient cavitation bubbles below the skin called laser-induced optical breakdown (LIOB). After this, neocollagenesis, neoelastogenesis and mucin formation are stimulated through the natural healing process, and dermal remodeling also occurs in the damaged area. As a result, skin rejuvenation effects are induced by improving the overall dermal environment.
Moreover, pigmentation can be more finely and safely fragmented, since a photomechanical effect is dominant rather than a photothermal effect due to PICOCARE's short pulse duration.

Based on these mechanisms, the laser toning using HEXA MLA is called MLA Toning. If you want to focus more on removing an over-abundance of melanin particles, you can try Pico Toning using the standard Zoom handpiece. Since melasma has complex dermal and epidermal pigments, many dermatologists recommend simultaneously removing unwanted pigmentation and improving the dermal environment of underlying skin health to manage melasma. This therapeutic strategy can be put into practice with the PICOCARE's two toning techniques.

Based on my experience in managing facial melasma, I perform MLA Toning with a low fluence of 0.2 – 0.4 J/cm² and a large, 7 mm spot size. For Pico Toning I use a fluence of 1.0 J/cm² and an 8 mm spot size over a course of three to six sessions. It takes a total of three to four passes until clinical endpoints, mild erythema and/or edema, are reached.

By the third treatment session the size of the pigmented lesions will be much smaller and after that, concentration is also lighter than baseline. To maximize the therapeutic results, I often combine the Toning techniques with injections of low-dose tranexamic acid or application of regenerative cosmeceutical ampoules that contain EGF, FGF, tranexamic acid, polydeoxyribonucleotide and polyglutamic acid.

Toning has low adverse effects and promotes rapid healing because it creates vacuoles into the tissue, leaving untreated healthy skin without damage to the skin's surface. For that reason, I treat melasma in short intervals of one to two weeks depending on the patient’s rate of healing.

After treatment, it is possible to return to daily life quickly since there is almost no hyperpigmentation or persistent redness.

Another remarkable advantage of PICOCARE is the improved outcomes in recalcitrant pigmentation like melasma that have not improved with conventional Q-switched nanosecond lasers. Less thermal damage and more photomechanical effects result in better or equivalent results than conventional lasers, in only half the sessions.

Melasma is caused by multiple complex factors, so, although the Toning techniques can be used alone, combination therapy with energy-based devices is recommended to induce synergistic effects.

The Genesis procedure, which irradiates a 1064 nm wavelength with long pulse durations, can help strengthen the dermis and reduce feeding vessels around the melasma. A 1927 nm thulium fractional laser is effective in removal of superficial pigmentations and overall brightening effects. Combining these devices enables targeting of different effects in the various layers of the skin. Consequently, combining MLA and Pico Toning and/or other procedures results in high patient satisfaction with clinical results.

Consistent treatment with various strategies can keep melasma controlled to near normal levels. PICOCARE's unique properties and vast range of applications help not only make this possible, but build doctor-patient trust through excellent clinical results. My hope is that starting treatment early with PICOCARE will allow patients to escape the shadows of melasma.
Reshaping the Future of Body Contouring via Fat Reduction and Muscle Sculpting

By Cindy Papp, Contributing Editor

The next stage of non-invasive body sculpting has arrived via the pairing of truSculpt iD® and truSculpt flex® from Cutera (Brisbane, Calif.). These technologies give physicians an unprecedented means to serve the patient’s desire for non-invasive body shaping, while increasing their ROI.

Using truSculpt iD’s hands-free solution with monopolar RF to permanently destroy fat cells, and the multi-directional stimulation (MDS) of truSculpt flex, patients will see sculpting and muscle tone improvement in as little as 12 weeks, with no downtime.

The truSculpt iD RF device is cleared by the FDA for lipolysis. It treats adipose tissue with an impressive 24% average reduction in fat thickness. The truSculpt flex uses a bio-electric current muscle stimulation technology to tone and strengthen muscles in as little as four treatments.

According to Neil S. Sadick, MD, a dermatologist in New York City, N.Y., this is a combination that works. “The most important benefit of these devices working together is that you obtain non-invasive fat removal in addition to increased muscle definition. The results of using the two technologies together in my practice appear to be synergistic,” he said.

“Patient response has been excellent,” he added. “They have an improved image of themselves, they feel that their bodies are more in line with the youthful years of their life, and they feel the outcomes are lasting more than other therapies, especially those patients who have had treatments with competitive technologies.”

Arash Moradzadeh, MD, of AM Facial Plastics in Beverly Hills, Calif., loves pairing truSculpt iD with truSculpt flex. “My patients are seeing accelerated fat loss, combined with a substantial increase in muscle strength and definition in treatment areas,” he reported. “A big bonus with the truSculpt flex treatment is the increase in the basal metabolic rate. This means a patient’s metabolism is elevated, creating an optimal environment to improve your body shape.”

The truSculpt iD is configured for hands-free operation, using volumetric heating to raise adipose tissue temperature from 46° C to 48° C for apoptosis of subcutaneous fat, while maintaining a skin surface temperature of 43° C to 44.5° C.

Muscles are toned with the truSculpt flex, which incorporates three levels of direct bio-electric current muscle stimulation: Prep to warm and stretch muscles, Tone to increase strength and endurance, and Sculpt to build new muscle fibers.

Amy Taub, MD, founder of Advanced Dermatology in Chicago, Ill., finds the benefits for patients are evident. “My patients report a much better fit in their clothes, and a renewed dedication to eating healthy and exercising,” she noted. “Many of them report that they no longer have any back pain and they find their posture improving. All feel quite rejuvenated.”

So, what does the future hold for this dynamic duo of body sculpting? Dr. Taub believes it lies in maintenance. “Many seek to maintain their correction, so we are now recommending one treatment with the truSculpt flex every three months. However, we are open to doing it more often (some patients want to do it once a month, because they love the way it makes them feel).”
TIME FOR YOUR PRACTICE TO FLEX ITS MUSCLES.

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Pico Platform Provides Three Wavelengths of Multipurpose Picosecond Power

By Kevin A. Wilson, Contributing Editor

The award-winning Discovery Pico laser platform from Quanta System (Milan, Italy) is in a class of its own. With unmatched peak power at 1.8 GW and four emission modes, Discovery Pico has the ability to drive picosecond results, as well as traditional applications requiring nanosecond pulse structures. It is the first to offer up to three wavelengths with 1064 nm and 532 nm lasers, plus a true Ruby 694 nm wavelength for improved tattoo removal.

“Discovery Pico is the fastest and most versatile device on the market,” said dermatologist Jordana Herschthal, MD, of The Herschthal Practice Aesthetic Dermatology (Boca Raton, Fla.). “With it we have the fullest capability to treat wrinkles and fine lines, pigment and tattoos or acne scars, as aggressively or gently as the individual case calls for. The different handpieces and spot sizes make it even more versatile, and with the erbium and IPL handpieces you can build a very comprehensive platform.”

Quattropulse Technology describes the four emission modes with distinct application-specific pulse structures. These include Pico (1064 nm Nd:YAG and 532 nm only) and Q-switched, with OptiPulse and PhotoThermal providing longer pulses. Beam homogeneity is generated by OptiBeam II technology, which maintains the ideal flat-top beam profile regardless of spot size. The combination of full spots and fractional handpieces (in Pico mode) guarantees maximum safety and efficacy even for difficult pigmentation cases – superficial or deep.

With these, the device is a workhorse in the practice. “We have this going all day long,” Dr. Herschthal noted. “Practicing in South Florida we have a daily need to treat brown spots and other signs of photo-aging. Discovery Pico is also the best out there for tattoos with the three wavelengths at Q-switched and the two in Pico mode. It is also a great semi-ablative treatment for wrinkles and acne scarring, especially for patients who don’t want the downtime of a fractional CO2 laser or scalpel surgery.”

The power of picosecond lasers comes from the ability to harness a photoacoustic (rather than photothermal) effect seen when the laser-tissue interaction causes cavitation bubbles from plasma formation that do not promote thermal necrosis. Treatment is relatively comfortable because of the manageable heat and cleaner ablation even at higher fluence, especially at depth, using the picosecond mode. This also translates into better, faster healing than seen with traditional ablative laser therapies.

“As dermatologists, the treatments we offer are mostly nonsurgical or minimally invasive,” Dr. Herschthal pointed out, “so a device like this fills a lot of niches in our office. And as we progress, more and more patients want less risk and downtime.

“The paradigm is also shifting from the corrective to the preventative, so we can use a device like Discovery Pico to ward off more aggressive treatment or surgery, and patients these days are on board with that,” she continued. “The patient base is getting younger and coming in earlier in their life, before things get out of hand, allowing us to better address any developing issues with the powerful tools we have. This has driven the explosion in the non- or minimally invasive market.”

Before and after one treatment session with Discovery Pico
Photos courtesy of Jordana Herschthal, MD

Jordana Herschthal, MD
Dermatologist
The Herschthal Practice
Aesthetic Dermatology
Boca Raton, FL
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Ideally, when a medical device is launched, the company and its core of researchers and affiliated physicians assemble a strong body of clinical information about the safety, efficacy and mechanism of action of a treatment. This is not always the case, but when a company invests in science, the payoff is profound. In this, BTL Aesthetics (Boston, Mass.) sets a high standard.

"Often a company won’t spend the time or money to get down to the basic science and really understand how their product is functioning, as well as the full ramifications of treatment," said Yael Halaas, MD, a facial plastic surgeon in New York City, N.Y. "A lot of times they’re trying to get a new technology out there, but they sacrifice in the long run by not knowing as much as they could to truly develop the technology to its fullest potential the first time out and letting the community help them build from there," she stated. “It is easier to do some patient satisfaction surveys with good before-and-after pictures. By going deeper into the science, we educate the community and invite their participation as well as provide the best, safest therapies for patients."

David E. Kent, MD, a dermatologist in Macon, Ga. agreed. “One of the most important questions in aesthetic medicine is how much science do we have about a product before it is launched?” he posed. "The road to device claims by companies is littered with empty promises made by those who didn’t do their homework," he noted. “Results are inconsistent and not well understood. Patient and physician satisfaction in those cases is weak at best. I’ve worked with a variety of companies in the past who did good work, but BTL’s commitment to peer-reviewed science and thorough research is exceptional. Their track record is the proof. It is refreshing and sets an example for others."

"A great example of this is the science that surrounded EMSCULPT before, during and after launch," said Dr. Halaas, lead investigator for an animal tissue study with the device.

“We saw the release of more studies done prior to launch than we typically see in the industry,” she reported. "Through studies using CT, MRI, ultrasound, animal histology and more, BTL has an unprecedented volume of knowledge about the energy, as well as how to manipulate and use it – the device itself, and possible new ways to apply the technology. They are so far ahead of the competition that by the time the copycat devices come out, BTL will be far into the next iteration."

The high intensity focused electromagnetic (HIFEM) device uses focused electromagnetic current at varying intensities and algorithmically controlled pulses to induce muscular hypertrophy. Thousands of supramaximal contractions in a single session, well beyond what one could perform with exercise, build muscle in both large and small muscle groups, in a well-rounded fashion. The local demand for energy upregulates local metabolism for a slimming effect as well. New applicators for the device, based on continued research, are in the works.

Dr. Halaas led the investigation presented at the 39th annual American Society for Laser Medicine and Surgery (ASLMS) conference in Denver, Colo. (March 2019). This study looked at mechanisms of apoptosis after treatment in live porcine subjects, examining punch biopsy specimens taken before, immediately after and eight hours after a single 30-minute application, with controls from the abdomen at baseline and eight hours after treatment.

Before and after treatment with EMSCULPT
Photos courtesy of David E. Kent, MD
"We noted local increases of approximately 127% and 134% immediately and eight hours after treatment, respectively, suggesting a profound metabolic response in the fatty tissue," Dr. Halaas reported. "Four of five pro-apoptotic markers measured showed significant increases, which is strong evidence of enhanced apoptosis in local subcutaneous fat. Also, average fat pH decreased from about 7.3 to approximately 6.6 right after treatment, measuring about 7.2 at eight hours. This demonstrates not only the local metabolic reaction triggering the cascade leading to apoptosis of adipocytes, it strongly supports the proposed mechanism of action of the device and correlates with findings seen in humans during previous studies." Publication of the study in a peer-reviewed journal is pending.

Dr. Kent also presented a study at ASLMS showing long-term follow-up data for patients with EMSCULPT for the abdomen. MRI and CT scanning were employed to measure muscle growth and fatty layer reduction. "We had 21 subjects after a course of four to eight 30-minute treatments with initial evaluation at baseline and six weeks. This represented an additional follow-up at one year," he said.

Subcutaneous fat thickness, abdominal muscle thickness and changes in abdominal separation were measured; weight was also recorded. "We saw an average thickness reduction of almost 15% in the fatty layer, which was slightly declined from the six-week evaluation numbers (close to 18%)," he reported.

"Measurements of muscle thickness showed preserved and slightly improved numbers (almost 18% improvement at six weeks versus 19% at one year). The average reduction of about 11% in abdominal separation at six weeks was maintained at one year. Weight changes were insignificant," Dr. Kent continued. The investigation is under consideration for publication pending review and is a follow up to the original study published in Journal of Drugs in Dermatology.¹

For any treatment patients want to know three things," Dr. Kent shared. "Is it safe, does it work and how long does it last? This study, together with its predecessor, support the findings of others for this technology and also demonstrates the longevity of results after a single course of treatment, without maintenance procedures."

"BTL is not resting on its laurels," Dr. Halaas said. "Dr. Kent and I, and others involved, are impressed with how the company continuously demonstrates their dedication to science, educating the market and development of new safe, effective products and applications."

The company’s overall commitment is also demonstrated in the manufacturing," Dr. Kent added. "Companies will often outsource parts of the production process. At BTL, 100% of their products are manufactured in-house. Quality, standardization, supply chain issues; these are not a problem." And, according to Dr. Kent, quality control testing is akin to that of the U.S. automotive industry. "BTL is on top of it every step of the way. Nobody else does that."

Reference:
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Combining the synergy of simultaneous targeted pressure energy (TPE) and monopolar radiofrequency (RF), EMTONE cellulite treatment from BTL Aesthetics (Boston, Mass.) is unique in the space. Loved by practitioners and patients alike, EMTONE can be used on cellulite of any grade, and is often used on the thighs or buttocks where the condition is most prevalent. The only consumables are ultrasound lotion to help the handpiece glide across the skin and the grounding pad necessary with monopolar RF.

Roxanne Krempa, lead body sculptor and practice manager at Bay Area Body in San Francisco, Calif. – the body sculpting division of Kathleen Welsh, MD’s practice – is involved not only in treatment planning, but has also used the devices, and interacts regularly with patients. “This is an almost universal product because most women have cellulite, so it is a very common concern in our practice, plus we see some tightening so you can use it on virtually anybody,” she stated.

“It is also a perfect complement to fine-tune the other body sculpting treatments we provide for the most natural-looking outcomes, especially in conjunction with debulking devices. It is the finishing touch. I call it my ‘magic wand,’” she continued. “Nonetheless, it is great for cellulite as a stand-alone therapy and gives us quicker results than anything in the office.”

EMTONE therapy is effective for any type of cellulite. Stiffer cellulite will see more benefit from the mechanical component of therapy, while ‘softer’ cases will be more affected by the RF heat. “The challenge to treating cellulite is its multifactorial nature,” Ms. Krempa shared.

“Underlying fat bulges are exacerbated by decreased local circulation, lax overlying skin and reduction in elasticity of the fibrous septae. EMTONE treats all of these safely and effectively, so you can see results with virtually any cellulite patient.”

Ms. Krempa added that the most extreme cases will always benefit from adjunctive therapies to further address the fatty layer or tighten skin.

The mechanical aspect of EMTONE treatment, TPE, stimulates local circulation, relaxes the fibro-septal network and enhances collagen production, improving the quality of overlying skin. RF provides a thermal component.

According to Ms. Krempa, “the result looks tighter, firmer and slimmer.” The device is also easy to use. The Smart Touch applicator activates only when in contact with skin, the audio/visual interface, with intuitive touch display, make modulating treatment parameters simple.

“Ergonomic design of the handpiece makes treatment easier for the user,” said Ms. Krempa. “It is also very quick. You can treat both the front and back of a thigh in 12 minutes versus 30, as seen with other devices. Treatment speed also minimizes user fatigue.”

“While the device lends itself to treatment by ancillary staff, it requires attention and technique, though this is not difficult to learn,” Ms. Krempa indicated.

The recommended course of treatment is four to six sessions over a few weeks, depending on the severity of the cellulite, with sessions occurring once or twice a week. This may be compressed within a shorter timeframe if desired, and the device is safe enough for patients to receive several treatments in a single day, if warranted, on different body regions. “If patients have time, we try to do at least twice a week.”

Before and after treatment with EMTONE

Photos courtesy of Kathleen Welsh, MD
Ms. Krempa is also a patient and has undergone treatment with EMTONE. “Patient satisfaction comes not only from the outcomes, but the relatively quick, easy, comfortable and hassle-free treatment experience,” she explained. “There isn’t much prep for the patient although you need to be well-hydrated, so we recommend two to three liters of water per day for a few days prior to treatment. The experience itself is described as an intense hot stone massage. And, the mechanical component also serves as a distraction from any discomfort from the RF heat. This means we can obtain higher tissue temperatures than with other RF devices, but we can adjust the heat down to patient tolerance if necessary.”

For Ms. Krempa and her colleagues, the speed at which the results manifest was the most surprising thing about EMTONE. “When I had my own thighs treated, I thought maybe I noticed a difference after the first session, but by the third, I definitely noticed. I couldn’t pinch as much on my thigh as before,” she reported.

“Typically, with body sculpting treatments you get your four to six treatments then wait two to four months to really see the visible improvement you were hoping for,” she advised. “Patients are coming in enthusiastic about noticeable results after just a few treatments over a week or so. My own photos are two weeks after the last treatment and the difference is astounding, I’ve never seen results come that fast before.” The best outcomes will still take up to three months to manifest.

Patient satisfaction is extremely high, Ms. Krempa said. “For us, every single patient has seen a result. We have a lot of great body sculpting platforms, including the entire line of BTL devices, and have had a lot of success, but because of the prominence of our practice we’re also early adopters, so we’ve had our share of duds. For this reason, we do a lot of research to make sure a new offering fits into our practice. A device so universally effective with rapid outcomes like we see with EMTONE – that’s rare.”

Ms. Krempa’s experience with BTL as a company has also been exemplary. “The support has been outstanding. The reps in our area are great and the science behind these devices provides a strong foundation. We really trust them and are willing to try anything they bring out.”

“Any practice will benefit from using EMTONE. It was exactly what we needed to effectively treat a common condition, but also to improve our other outcomes even further,” she shared.

“If you are looking for the missing piece of your body contouring puzzle, this is it. This procedure will provide great results quickly, it stands alone but works well in combination with virtually anything for a better overall outcome,” Ms. Krempa emphasized. “EMTONE makes patients very happy, because it is easy to undergo treatment and provides results you can’t argue with.”

Before and after treatment with EMTONE
Photos courtesy of Kathleen Welsh, MD
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Results and patient experience may vary. EMTONE is intended to provide heating for the purpose of elevating tissue temperature for selected medical conditions such as temporary relief of pain, muscle spasms, and increase in local circulation. EMTONE massage device is intended to provide a temporary reduction in the appearance of cellulite. ©2019 BTL Group of Companies. All rights reserved. BTL® is registered trademark in the United States of America, the European Union, and other countries. The products, the methods of manufacture or the use may be subject to one or more U.S. or foreign patents or pending applications. Trademarks EMSCULPT®, EMSBELLA®, EMTONE™, EMBODY®, and HIFEM® are parts of EM™ Family of products. *Data on file. The percentage indicates the level of difference of simultaneous application compared to the consecutive application.
By providing deeper treatments safely, the unique and innovative Nd:YAP 1340 nm ProDeep handpiece for the ETHEREA-MX laser from VYDENCE Medical (São Carlos, Brazil) is an effective and FDA cleared option for non-ablative skin resurfacing.

According to Maurice Adatto, MD, the medical director at SKINPULSE Dermatology & Laser Center in Geneva, Switzerland, the ProDeep handpiece is unique due to its 1340 nm non-ablative neodymium:yttrium-aluminum perovskite (Nd:YAP) laser, which can penetrate up to nine times more deeply than other non-ablative lasers due to both its higher optical conversion efficiency than 1320 nm Nd:YAG and its water absorption curve specificity.

“The target of this infrared wavelength is water,” said Dr. Adatto. “If we look at the water absorption curve, 1340 nm penetrates deeper than the traditional 1540 – 1550 nm, offering potentially better efficacy.”

Also unique, is ProDeep’s ability to work in either bulk-heating mode, with a 6 mm collimated handpiece, or in fractional mode, with lenses offering either 100 or 400 microthermal zones (MTZ), he added. This range of versatility inspired Dr. Adatto’s research on using ProDeep for active acne and acne scarring. “For improving acne scars, heating the dermis produces new collagen. For reducing active inflammatory acne, the mechanism should directly target sebaceous glands, which are responsible for acne.”

ProDeep heats and shrinks these glands, thereby reducing their activity. In a study of nine patients with nodular-cystic acne resistant to isotretinoin, ProDeep treatment reduced average per-patient lesion counts from 16 to six – a 65% reduction.1

“No topical anesthesia is needed and a good cleansing of the skin is mandatory prior to the session,” Dr. Adatto stated. “Our favorite settings for the face are two passes of 100 MTZ, 80 – 90 mJ and 3 ms pulses, always with cold air that is attached to the handpiece.” Patients typically require two to six sessions (the latter for very severe cases) spaced three to four weeks apart.

ProDeep can apply up to 220 mJ per MTZ in fractionated beams, generating greater heat in subdermal tissue, which results in deeper collagen remodeling in targeted tissues as well as quicker recovery times.

“Because the wavelength reaches deeper, patients have less visible erythema,” Dr. Adatto reported. Patients usually have slight redness for 24 hours post treatment, and some may have mild edema for 12 hours, he elaborated. Patients can usually return to normal activities the day after treatment.

A new 8 mm square spot shape available with the 100 MTZ lens ensures greater operator visibility, treatment coverage and accuracy. The square shape offers a 25% larger treatment area than round spots of the same size, which translates into faster treatments. Furthermore, the square spot enables the device to operate with a 30% smaller fractionated microbeam.

In practice, optical improvements increase the irradiance and depth of action as a function of the smaller total area while increasing safety and homogeneity of coverage area. The treatment is well-tolerated by most patients.

Dr. Adatto added that ProDeep is very easy to handle, with no consumables or preheating required. “You can start treatment in less than two minutes,” he stated.

ProDeep is part of the ETHEREA-MX platform, which incorporates seven technologies, five laser wavelengths and more than 70 FDA-cleared treatment indications. The device is also effective for reducing mild-to-moderate wrinkles and stretch marks, according to VYDENCE.

Reference:
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- ProDeep® treats a wide range of indications for body and face, with built-in cooling adapter system to assure optimal safety and comfort during treatment.
- Faster, more precise treatments. ProDeep’s squared spot size covers 25% more area than comparable lasers, and assures better coverage accuracy during treatment.

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Innovative Light Therapy Device Rejuvenates, Tightens and Strengthens Skin

By John Jesitus, Contributing Editor

The Perfectio X light therapy system from Zero Gravity (Miami Beach, Fla.) was created to deliver the safest and most effective light-emitting diode (LED) technology for pain management and skin rejuvenation. Featuring powerful red light, infrared light and heat, Perfectio X actively works to reverse cellular damage accumulating over time. Additionally, the device improves penetration of topical agents after aesthetic procedures.

Paris Sabo, MD, an aesthetic medicine specialist in Fullerton, Calif., has long been aware of the benefits of red and infrared light therapy. A cancer surgeon by training, she has used these therapies for post-operative wound healing. “I find the Perfectio X to be very convenient. It is compact and provides the same amount of energy that larger, more expensive products provide, but in a very compact, easy-to-use form.”

She also likes the Perfectio X’s combination of three therapies. She uses the red light, infrared light and heating mechanism to help topical creams, gels and serums penetrate after procedures such as platelet-rich plasma (PRP) microneedling and CO2 laser resurfacing.

Red light (610 nm – 670 nm) provides gentle, superficial collagen stimulation. Infrared technology has been studied and used for many years in wound and tissue healing, Dr. Sabo revealed. Near infrared light (830 nm – 850 nm) penetrates through the epidermis and into the dermis, where fibroblasts reside. This wavelength stimulates collagen production, increases vascularity and boosts skin-cell renewal.

Perfectio X’s heating element increases skin temperature to 107°F. “For hyaluronic acid gels post-microneedling, the heat will open up the pores and increase the circulation, improving penetration of serums and gels into the skin.”

Virginia Schekorra, DO, PA, owner of the Dermatology Center in St. Petersburg, Fl., began using the device on herself more than a year ago. “The neck area is different than any other skin. It is highly sensitive and can scar easily. There are not many aesthetic treatments you can do safely on the neck. You can use the Perfectio X daily, and it is safe, without scarring, burning or complications.”

She added that Perfectio X works well when combined with Zero Gravity’s topical creams. Due to her sensitive, allergy-prone skin, Dr. Schekorra’s skin was so dry it was sore. “I couldn’t find anything that would moisturize my skin until I started using these products,” she emphasized.

Treatment is very comfortable, she said. “It is warm and soothing. And there is no post-procedure downtime.”

Sonja Mountain, DC, a chiropractic nutritionist at Well Within Health Restoration Center in Indialantic, Fla., reported that her patients love Perfectio X treatment. Along with the healing qualities, patients enjoy the sensation of the device gliding against the skin. “It feels so good that they ask, ‘Can you do that longer?’”

As a medical doctor, Dr. Sabo always looks for products that make her life and her patient’s lives better. “By combining the benefits of red and infrared light and heat therapy, Perfectio X fits the bill,” she expressed.

In addition to the Perfectio X, Zero Gravity’s line of high-end professional devices includes Sapphire X. Featuring 415 nm blue light, the Sapphire X has been clinically proven to eliminate P. acnes bacteria to detoxify and clear blemishes. Clinical trials have also shown optimal acne clearance when blue light is combined with red-infrared light treatment, making Sapphire X and Perfectio X the perfect complement to each other.
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www.zerogravitieskin.com
The Miami Cosmetic Surgery and Aesthetic Dermatology symposium (MCS), taking place at the Miami Beach Convention Center from February 20-22, 2020, is shaping up to take aesthetic medical conferences – as well as the industry itself – to the next level. With the motto: ‘Where Science, Aesthetics and Creativity Merge,’ the event has been carefully designed to offer a better version of the standard fare, as well as unique and interactive experiences for attendees looking to learn from experts and each other.

As part of Vegas Cosmetic Surgery and AMWC global series of medical aesthetic events, which includes industry leading global conferences, such as AMWC (Monaco, Asia, Brazil and Latin America) and FACE, MCS will deliver the highest quality international and domestic event ever to hit the U.S., according to scientific chairman Steven Dayan, MD (Chicago, Ill.). “Innovation and cross-pollination are key themes for the conference,” he expressed.

Dr. Dayan is especially excited about the speaker events. “Using auto response technology we will have real time grading of speakers, which will factor into speaker selections and allotted presentation time. This will encourage speakers to be dynamic and creative, as well as informative. We will also have live cadaver dissections and live treatment demonstrations.”

The scientific board includes physicians from the core specialties with each track directed by a world-renowned specialist, including plastic surgeon Z. Paul Lorenc, MD (New York City, N.Y.); dermatologist Michael H. Gold, MD, of Gold Skin Care Center in Nashville, Tenn.; and ophthalmologist Steve Yoelin, MD (Newport Beach, Calif.).
“This is an event like no other, where you can tell the industry what you want and need, and discuss matters affecting you and your practice.”

MCS will be a multi-specialty affair, which I think are the most valuable because we all have the same goals, but bring different perspectives,” Dr. Yoelin said. “When you are insulated among peers in your specialty it can lead to stagnation. This event will embrace all comers and serve as a platform for the dissemination of new ideas and thought processes, as well as bringing fresh perspectives to old ideas.”

“We are creating an innovative approach to learning in a multi-disciplinary arena,” Dr. Lorenc began, “getting away from the constant speaker-audience format and adding more idea exchanges, discussions, roundtables and the like. The attendees learn so much more from this style than from the didactic lectures they’ve seen a hundred times before.

“Patient safety is the most important thing; when we’re learning from the best, exchanging new ideas and sampling new technologies, the goal is always to provide the best care possible, and that starts with safety,” he continued.

The scientific directors have been charged with bringing in the best speakers with new presentations and fresh ideas. “Many meetings have the same speakers and presentations that another event had the month before; we are looking for innovation,” said Dr. Yoelin.

KOL speakers will also be more accessible – including a forum for direct KOL Q&A on the MCS mobile app. “This is so important,” Dr. Yoelin stated. “Often at conferences, the speakers finish and are whisked away, when much could be gained by a little one-on-one interaction after a session.”

A highlight of the meeting is the keynote address, which will be given by neuro-modulator guru Jean Carruthers, MD. Titled “Looking Beyond the Obvious,” this enlightening event will share the story of the most impactful aesthetic discovery of all time – injectable neuro-modulators for wrinkles.

More groundbreaking features within the conference include the Passion Projects gallery, sponsored by Allergan, which will showcase the passions and talents of top aesthetic physicians, outside the realm of medicine. “Among us are artists, actors, athletes, writers, musicians, humanitarians and more, whose passions go beyond the aesthetic world,” Dr. Dayan expressed. “This provides us an opportunity to get to know one another in a new and interesting way.”

‘Bagels and Brainstorming’ is a more intimate ‘roundtable’ breakfast event where attendees can discuss the industry’s most pressing issues with KOL’s and industry, giving all an opportunity to share ideas. “This is an event like no other, where you can tell the industry what you want and need, and discuss

Steven Dayan, MD
Plastic Surgeon
Chairman
Scientific Committee
Chicago, IL

Z. Paul Lorenc, MD
Plastic Surgeon
New York City, NY

Michael H. Gold, MD
Dermatologist
Gold Skin Care Center
Nashville, TN

Steve Yoelin, MD
Ophthalmologist
Newport Beach, CA

Mark J. Tager, MD
CEO
ChangeWell, Inc.
Practice Management Track
San Diego, CA

The practice management section is directed by Mark J. Tager, MD, CEO of ChangeWell, Inc. (San Diego, Calif.), and co-author (with Stewart Gandolf) of Cash-Pay Healthcare: How to Start, Grow & Perfect Your Business.

“With so many new tools such as software and social media, and the growing complexity of internal logistics for running a practice – from how we answer the phone, to the art of the consult, to how we obtain referrals and how we cross-sell products – it is difficult to navigate. MCS’s practice management track will be about skill building and interactivity.”

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Z WaveQ matters affecting you and your practice with others who may face the same issues and have alternate solutions,” Dr. Dayan said.

Speakers’ innovative ideas will also be highlighted in a unique way. “For each scientific session one speaker will receive an award, recognizing pioneers and visionaries.”

The full spectrum of leading and emergent aesthetic devices, treatments and services showcasing the latest in aesthetic medical and practice management technology, will be represented in the MCS exhibit hall. Some highlights include:

FotoFinder Systems, Inc. (Columbia, Md.) will be offering demonstrations of its Mediscope Bodystation, the cutting-edge 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-ups. Photos are automatically labeled and stored in a patient database for effortless retrieval. Proposer will enhance your consultations with impressive procedure protocol and skincare product recommendations, and the Universe iPad App provides image access at your fingertips in any consultation room. With a small footprint, just one power cord and no loose cables or need for a floor mat, it is a truly mobile studio system.

Social Patient Center (SPC) practice management software from Crystal Clear Digital Marketing (Orlando, Fla.) empowers practices with the tools to manage their businesses in undreamed of ways. This cloud-based software solution provides integrated marketing and lead-generation features combined with powerful tools to run your day-to-day operations. This ultimately allows physicians to see each and every patient all the way through from lead submission to becoming paying and returning customers. The SPC was designed specifically for elective medical practices to help maximize revenue, streamline operations and increase efficiency in all areas of the practice.

Advice Media (Park City, Utah) wants to know what success means to you and your aesthetic practice. The company has partnered with thousands of aesthetic practices throughout the past two decades to help doctors achieve personal and professional success. Advice Media is focused on growing your patient base through website design and digital marketing, allowing you to transform more lives and achieve your own definition of success.

Fotona (U.S. and Europe) will feature its newest device, the next-generation aesthetic laser, TimeWalker™. This device uses a unique combination of technology optimized for non-invasive face-lifting treatments including Fotona4D®, EyeLase and LipLase. Fotona4D is a comprehensive approach to rejuvenation that treats deeper, medial and superficial connective structures of the skin, targeting imperfections and resulting in a more smooth, lifted and youthful look without downtime or injectables. TimeWalker’s integrated technology combines the unsurpassed range of pulse duration modes of Fotona’s VSP (Variable Square Pulse) technology with Adapted Structured Pulse (ASP™) to adapt the temporal structure of laser pulses to the biophotonic dynamics of laser-tissue interaction.

The PiXel8-RF microneedling system from Rohrer Aesthetics, LLC (Homewood, Ala.) was developed to combat the signs of aging. This device is suited for all skin types, and after a single application most patients notice that the area treated is smoother and softer. Energy delivery is adjustable, as is penetration depth of microneedles (insulated or non-insulated, from .5 mm up to 3.5 mm). Competitively priced, the PiXel8-RF uses a unique design for
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tissue coagulation and hemostasis that may improve fine lines, wrinkles, acne scars and striae, and includes an Arctic Chill cold air chiller for cooling.

EMTONE from BTL Aesthetics (Boston, Mass.) delivers simultaneous thermal RF and mechanical Targeted, Pressure Energy (TPE) to synergistically treat all major contributing factors to cellulite. Studies show that the device is more effective than stand-alone procedures for building collagen and elastin (+64% and +59%, respectively) and up to 50% faster.

Also from BTL, EMSCULPT builds muscle using non-invasive High Intensity Focused Electromagnetic (HIFEM®) energy to induce powerful muscle contractions not achievable through voluntary means such as exercise, leading to increased local metabolism and fat reduction. Studies report a 16% average increase in muscle mass with 96% patient satisfaction. EMSCULPT also offers the first non-invasive buttock toning procedure.

Renuvion® cosmetic technology from Apyx Medical Corp. (Clearwater, Fla.), is Reshaping What’s Possible® for the practice and patient. Combining the unique properties of helium plasma with the efficiency of proprietary RF waveform, Renuvion delivers even, controlled energy with exceptional precision, heating tissue in a way never before possible for rapid tissue contraction not reliant on bulk heating.

SkinPen® from Bellus Medical (Dallas, Texas) is the first FDA-cleared microneedling device. After excelling in 90+ validation studies that ensure safety for both the patient and provider, SkinPen helps leading physician-directed providers around the world grow their businesses by setting the standard for profitability, efficacy and safety. Procedures are short, comfortable, minimally invasive, work for all skin types and require little to no downtime. As a result, 90% of subjects in clinical trials said they would recommend SkinPen treatments to friends and family.
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MINT, which stands for minimally invasive nonsurgical thread, from HansBiomed Corp. (Seoul, Korea) provides instant, natural lifting without the risk of surgery. Newly available in the U.S., this polydioxanone (PDO) thread product features bi-directional, helically positioned barbs that anchor onto the soft tissue and then approximate it to the desired position. The procedure is simple and done through local anesthesia, with results lasting up to one year.

Episciences, Inc. (Boise, Idaho), introduces the new, powerful Epionce acne-fighting duo, Purifying Wash and Purifying Spot Gel. In head-to-head trials, Purifying Spot Gel has been clinically proven to clear acne blemishes faster than the leading prescription clindamycin/benzoyl peroxide product. Designed specifically for adult acne, the unique Epionce approach to clearing blemishes combines new moieties of traditional acne-fighting ingredients with botanicals that provide proven therapeutic benefit without dryness, irritation or redness. Clinical study information is on file with Episciences, Inc.

Aesthetics Biomedical (Phoenix, Ariz.) will feature SoME™+ PRP customized skincare, the first autologous topical skincare product with proven results. This skin rejuvenating product is great for all skin types, made without harsh and unnatural alcohol-based additives that dry out the skin. Starting with a combination of botanical preservatives including two honeysuckle variants to keep it fresh for everyday use, the physician adds the patient’s own PRP, creating a truly personalized skincare product that remains effective for three months.
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Dr. Jenni Holman
U.S. Dermatology Partners

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¹SkinPen 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. Rx only. ²Bellus Customer Satisfaction Survey March 2019 (data on file). ©Bellus Medical 2019. | Rev O | PN# LIT191011

Submit your great before and after SkinPen photos for free treatment kits. Learn more at skinpen.com/before-and-after/ today!

*US national avg. cost
The popular Fotona4D® protocol associated with the dual-wavelength SP Dynamis PRO™ laser system from Fotona (U.S. and Europe) will be a key aspect of the recently launched TimeWalker™ platform. Offering many popular features and modes, at a significantly lower price point, the TimeWalker may be just the thing for physicians looking at their bottom line, or not in need of the expanding versatility of a platform like the SP Dynamis.

TimeWalker will feature specialized titanium accessories, the patented Fotona Optiflex™ arm, wireless footswitch and the usual top-hat beam profile optics for predictable, uniform treatment. The platform is optimized for the Fotona4D, EyeLase and LipLase™ protocols.

Comprehensive Fotona4D therapy provides a true nonsurgical, inside-out facial rejuvenation treatment with low downtime, according to dermatologist Eugene J. Nowak, DO, founder of Nowak Aesthetics (San Diego, Calif.). “While touted as an injectables-free facial treatment, Fotona4D lends itself well to use with injectables as part of a global facial aesthetic strategy,” he added.

Treatment begins with intraoral treatment using the Er:YAG wavelength in gentle, but long-pulsed and powerful SMOOTH™ mode. “This is the only protocol for heating intraorally without ablation or downtime, something only the Fotona systems can deliver,” Dr. Nowak stated. “No other erbium laser can do this.”

Next, the Nd:YAG in FRAC3™ mode harnesses a proprietary pulse structure for a pseudofractional effect, providing ablative resurfacing to treat laxity and pigment. “This is also good for pores and oil glands without increasing recovery time,” Dr. Nowak reported.

“Using the ultra-long pulse of PIANO™ mode, deep bulk heating induces collagen remodeling,” Dr. Nowak continued. “Patients report that this feels like a warm cloth on the skin, and in real time we can monitor temperature.”

Finally, SupErficial™ mode completes treatment with a light or moderate laser peel which, Dr. Nowak noted, gives an unrivaled finishing touch and is where treatment is more fully customized. “This is where you can dial in the downtime,” he said. “If patients can tolerate more social downtime, you can go even heavier with the peel, but if they need very low downtime you can still get great results.”

Generally, Fotona4D is a series of monthly treatments, but Dr. Nowak explained that it depends on the patient.

The advantage of the TimeWalker platform, according to Dr. Nowak, will be the offering of fewer features and handpieces than the SP Dynamis at a dramatically lower price point.

“There are features and benefits to having the SP Dynamis and these capabilities make it very versatile, customizable and attractive. That being said, there is a lot of power in TimeWalker, and it is not only a lower price point, it has a smaller footprint,” Dr. Nowak pointed out.

“It may also be ideal for practices with multiple offices that offer top treatments (Fotona4D, EyeLase, LipLase) consistently at each location or in multiple rooms – another justification for a more cost-effective platform even if capabilities are reduced from its predecessor.”

Eugene J. Nowak, DO
Founder
Nowak Aesthetics
San Diego, CA

Before and after treatment with Fotona4D
Photos courtesy of Eugene J. Nowak, DO
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As a gynecologist with many years of experience, I have heard thousands of women complaining about looseness of their vagina after vaginal childbirth. “Sex is just not the same,” is a common complaint.

Vaginal rejuvenation essentially attempts to restructure and tighten the vagina (and vulva) to function more like it did when the patient was younger. This can be performed surgically in many women who have severe separation of the levator muscles. However, such surgeries do have downtime and can be associated with pain, post-op scarring and constrictions.

Thus, there has been a need to develop technologies that can provide vaginal tightening without surgery. Two main types are available: ablative and non-ablative.

Ablative treatment is generally produced by the CO₂ laser. The laser produces thousands of tiny holes within the mucosa of the vagina resulting in vaginal tightening. Although effective, there have been many concerns regarding the use of ablative CO₂ lasers.

First, the large number of small holes they produce within the vaginal walls may allow bacteria, viruses or fungus to enter the submucosa with increased risk of infection. Bloody discharge may occur, with up to five to seven days of downtime. Second, the plume from an ablative laser procedure may contain HPV virus that can infect the clinician when breathed in. Third, vaginal pain and burns leading to scarring may result. And finally, some women develop long-term dyspareunia post-procedure.

A different option is a non-ablative laser. Two types exist: radiofrequency (RF) and non-ablative CO₂. I have both types in my office. Both are based on increasing the internal temperature underneath the vaginal mucosa, which stimulates collagen formation (neocollagenesis) with resultant thickening of vaginal tissue and tightening of the vagina. It increases nerve sensitivity via neurogenesis, increases vascularity, restores proper pH balance and increases moisture.

We use the V-Lase non-ablative CO₂ laser distributed in the U.S. by Lasering USA (San Ramon, Calif.). It uses a large novel collimated 10 mm spot with a fluence well below that required for tissue ablation. The result is effective and safe tissue tightening performed in a comfortable setting with minimal to no patient discomfort.

V-Lase effectively enhances nerve stimulation of the vagina and the vulvar areas. This results in increased patient satisfaction. With the V-Lase procedure, we see almost 95% patient satisfaction.

Comparatively, RF takes much longer to produce the requisite heat during the procedure and is less effective for long-term satisfactory results compared to V-Lase treatments. A V-Lase treatment usually takes 10 to 15 minutes while RF takes twice as long to achieve similar effectiveness. Essentially, V-Lase can raise the internal temperature of the inner vaginal tissue quite rapidly, reaching temperatures well in excess of 86° C within milliseconds.

In addition, there is minimal to no discomfort with the V-Lase treatments. Another advantage is there are no disposables with the V-Lase, unlike all RF (and a few laser) devices.

We also noticed an increased patient desire for repeat treatments using the V-Lase, again suggesting better patient satisfaction with this device.
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*THE Aesthetic Show, Las Vegas, Nevada
Versatility and Consistency Drive Rise of Nonsurgical Devices in Practice

By John Jesitus, Contributing Editor
The most successful nonsurgical therapies tend to blend versatility, consistency and, wherever possible, the ability to be performed by medical extenders.

Lasers

The Discovery Pico by Quanta System (Milan, Italy) offers up to three wavelengths – 1064 nm Nd:YAG, 532 nm and an optional 695 nm Ruby (which operates in Q-switched mode). The laser also provides peak power of 1.8 GW at 1064 nm.

Jordana Herschthal, MD, a dermatologist in Boca Raton, Fla., said she chose the Discovery Pico because it is the fastest and most versatile picosecond laser available. “It is the only picosecond laser that has three wavelengths for both pigment and tattoos.” The laser can also address skin toning and photodamage, and its fractional lens allows semi-ablative treatment of wrinkles and acne scars.

“I wanted a picosecond laser because it is the most effective laser for pigment, period,” she stated. “It is one of the only lasers that has been shown to maintain melasma effectively.”

Operating in trillionths of a second, Discovery Pico uses photoacoustic, rather than photothermal, energy to break up pigment. And, the Ruby wavelength allows the device to handle virtually every tattoo color, according to Dr. Herschthal. “Spot sizes up to 9 mm provide more power and deeper treatment than other picosecond lasers,” she said. Dr. Herschthal added that she also likes the fact that Quanta covers the multiple lasers under a single technology platform and warranty.

PICOCARE by Wontech (Daejeon, South Korea) is a novel picosecond Nd:YAG laser with dual wavelengths of 532 nm and 1064 nm. Due to the unique properties of ultra-short pulses and high peak power, along with the availability of various handpieces including Zoom, Collimation, HEXA MLA (micro-lens array) and Dye (595 nm and 660 nm), this laser enables more effective and safer treatments, in fewer applications than conventional nanosecond lasers for cutaneous lesions. These include benign pigmented disorders, multicolored tattoos, skin rejuvenation and scars.
With the multiple handpieces and various spot sizes, Le Ngoc Diep, MD, PhD, who is the head of the dermatology and aesthetics departments at University Medical Center in Ho Chi Min City, Vietnam, says the laser allows her to target many indications. "I choose PICOCARE for nonsurgical scar treatment because it allows patients to have little downtime and less pain. The HEXA MLA can be applied to postoperative scars and acne scars without wound complications. It can focus the fractionated beam into the tissue without damaging the skin's surface and it concentrates much higher power density at the center of each microbeam than standard handpieces."

The redesigned Neo Elite by Aerolase (Tarrytown, N.Y.) offers new treatment options to help address common conditions such as acne and melasma, and to provide safe treatment for patients with skin of color. Sumayah Taliaferro, MD, a dermatologist in Atlanta, Ga., needed a device that could be used safely on all skin types and address hyperpigmentation. "It is nice to have a device that is versatile and can treat multiple, different skin problems," she shared. Along with hyperpigmentation, Dr. Taliaferro uses the Neo Elite for acne and pseudofolliculitis barbae. "I also use it for psoriasis and toenail fungus."

The Neo Elite creates no downtime and needs no immediate preparation. "Patients don’t have to apply a topical numbing cream beforehand and sit for an hour before their procedure as with other lasers," she noted. “The laser is so safe that many patients can continue their regular skincare regimen right up to treatment day. If they do have to stop it, they might need to just stop a few days before, rather than a whole week. With the Neo Elite, we don’t have to worry as much about adverse effects from the use of exfoliants beforehand.”

ALLURA by Sciton (Palo Alto, Calif.) is a minimally invasive form of laser liposuction that uses a slender laser probe to liquefy and dislodge fat, easing the fat removal process with smaller suction cannulas. Therefore, it requires a much smaller incision, which leads to a shorter recovery time than traditional liposuction. In addition, ALLURA’s laser energy provides controlled, targeted heating, resulting in skin contraction, a body sculpting benefit that traditional liposuction alone cannot provide. This makes it ideal for targeting small to medium-sized areas with mild to moderate skin laxity.

Assistant clinical professor of plastic surgery at the University of Louisville, Marc J. Salzman, MD, said that his patients are 100% happy when they choose ALLURA over competitors. Many patients with submental fat ask about injectable deoxycholate treatments, “but when I explain to them that they are going to have 40 little shots, they look at me with their eyes wide open,” he said. Patients also reject the swelling and soreness associated with deoxycholate, Dr. Salzman added, and the fact that it takes three months to see final results.

Sculpting Treatments
Combining the unique properties of helium plasma with the efficiency of a proprietary RF waveform, Renuvion by Apyx Medical (Clearwater, Fla.) delivers even, controlled energy with exceptional precision. Melinda Lacerna, MD, a plastic surgeon in Bradenton, Fla., chose Renuvion because she was looking for a way to tighten and rejuvenate skin without cutting.

Rather than spending $180,000 for a device that can only tighten one body area, she can use Renuvion to tighten the face, arms, body and abdomen, and for skin resurfacing. In the latter area, the device’s RF-split helium cold plasma capability is impressive, she said. “It is beyond the results of a CO2 laser, which is currently the gold standard for deep facial resurfacing,” she reported.

Even though the Renuvion heats tissues enough to promote new collagen synthesis and cause skin tightening, the helium cools the tissue, so skin does not burn. “You can use it on a facelift skin flap, underneath and on top, safely without burning the skin or causing necrosis.”
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“There are many different options to stimulate the muscle, which constantly keeps the muscle thinking, if you will, to achieve more definition or body contouring.”

You don’t get striping like I used to get sometimes with CO₂ lasers. It is always ‘wow’ results,” she emphasized.

truSculpt flex by Cutera (Brisbane, Calif.) is an innovative muscle-sculpting device that offers personalized treatments based on patient fitness level, body shape and goals. With Multi-Directional Stimulation (MDS), the device deploys a unique method of electrical muscle stimulation to target specific muscle groups using three treatment mode options to strengthen, tone and firm the abdomen, buttocks and thighs.

truSculpt flex offers a Prep mode for patients who don’t work out regularly, as well as more intense Tone and Sculpt modes. “There are many different options to stimulate the muscle, which constantly keeps the muscle thinking, if you will, to achieve more definition or body contouring,” said facial plastic surgeon Michael D. Somenek (Washington, DC).

Instead of non-targeted electromagnetic energy, truSculpt flex uses 16 very specifically placed handpieces to deliver energy directly to targeted muscles, he explained. Considering the number of areas the device can treat, plus the ability to delegate the procedure to an ancillary staff member, its return on investment ranks among the highest for all his devices. “truSculpt flex is a very successful device for delivering muscle sculpting or body sculpting in a very consistent manner.”

The EMSCULPT by BTL (Boston, Mass.) helps women and men build muscle and sculpt their arms, abs and legs. Additionally, the device offers the first non-invasive buttock toning procedure. This is made possible by the non-invasive HIFEM procedure, which induces powerful muscle contractions not achievable through voluntary contractions.

“With so many body shaping technologies becoming available it is sometimes hard to decide which treatment to go with, and which treatments actually work,” said Dandy Engelman, MD, a Manhattan-based dermatologist and Mohs surgeon.

However, EMSCULPT is the first and only non-invasive body shaping procedure to address both muscle and fat, she pointed out. “It goes beyond waistline reduction and elimination of fat cells to strengthen muscles as well.” In one 30-minute session, EMSCULPT induces approximately 20,000 supra-maximal muscle contractions, which is equivalent to 20,000 sit-ups.

In addition to muscle toning, BTL offers EMTONE, which simultaneously applies thermal (RF) and mechanical (targeted pressure) energy to treat all major contributors of cellulite. “This revolutionary combination allows the treatment to address all major contributing factors to cellulite, making it the first and only effective solution for cellulite with no downtime,” Dr. Engelman stated. Additionally,
ALLURA™ Laser Body Sculpting provides benefits not available with non-invasive devices or traditional liposuction methods:

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- Minimal downtime
- Precision sculpting of intricate areas

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- Bra Roll
- Abdomen
- Flanks
- Mons Pubis
- Arms
- Thighs
- Knees
- Male Breasts
- Fat around Muscles

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Marc Salzman, MD | Louisville, KY

1 treatment | courtesy of Marc J. Salzman, MD, FACS

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EMTONE has no body-mass index, body type or skin color restrictions.

The ZWavePro, and the new ZWaveQ, by Zimmer MedizinSystems (Irvine, Calif.) transmit powerful sound waves into tissues. The energy then spreads out radially. The body responds with enhanced metabolic activity in the form of lymphatic drainage and increased blood flow, said Zimmer. Results include improvement in the appearance of cellulite and, for other body contouring procedures, improved results with easier recovery.

For the past seven years, Gordon H. Sasaki, MD, a plastic surgeon in Pasadena, Calif., has been using the radial pulse wave technology, both as a standalone and as an adjunctive procedure, in all aspects of his practice—not only the skincare area, but also the device area, injectables and the surgical area,” he indicated.

Dr. Sasaki most frequently uses the Zimmer devices after cryolipolysis to speed up the treatment response. “It results in a large number of patients returning for additional treatments. It is not the kind of treatment where they say, 'It was so bad I don’t want to come back,”’ he shared. Moreover, this non-invasive treatment can be delegated to RNs, medical assistants or surgical technicians.

Microneedling

After excelling in more than 90 validation studies to ensure safety for both the patient and provider, SkinPen by Bellus Medical (Dallas, Texas) helps leading physician-directed providers grow their businesses by setting the standard for profitability, efficacy and safety. The procedures are short, comfortable, minimally invasive, work for all skin types and require little to no downtime. As a result, 90% of subjects in a clinical trial said they would recommend SkinPen treatments to friends and family.

Suneel Chilukuri, MD, a Houston-based cosmetic and dermatologic surgeon, is impressed that Bellus was the first microneedling manufacturer that took the trouble to procure FDA clearance for its device. “I want to make sure we stay within the lines of what we’re supposed to be doing. To be able to get that approval and make sure it is safe for the public is a pretty rigorous process,” Dr. Chilukuri said. “We can use it on any type of scarring anywhere on the body, most commonly on the face and neck. Those are home runs.”

Dr. Chilukuri’s additional applications include long-term and post-surgical scars, anti-aging treatments, hair growth (without PRP) and drug delivery. “The device’s entry cost is so low, I literally recommend it to everybody,” he added.

Vivace by Aesthetics Biomedical (Phoenix, Ariz.) 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. Results appear immediately and improve over time.

According to Michael DeWolfe, MD, a Chicago-based plastic and reconstructive surgeon, “Aesthetics Biomedical has figured out the best...
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¹. EXCEED U.S. Intended Use: The EXCEED is a microneedling device and accessories is intended for the treatment of wrinkles in Fitzpatrick skin types I, II and/or III in the following facial areas: glabellar frown lines, periorbital lines and cheek folds in adults aged 22 years or older.

². EXCEED U.S. Intended Use: The EXCEED is a microneedling device and accessories intended to be used as a treatment to improve the appearance of facial acne scars in Fitzpatrick skin types I, II, III and IV in adults aged 22 years or older.

way to deliver radiofrequency (RF) treatment. Vivace is a needling procedure that penetrates skin. It creates channels, to not only stimulate collagen production, but also allow introduction of healthy products into the skin. The benefit of Vivace is that it is heat-derived, along with the mechanical injury, so you basically get collagen stimulation on steroids.”

Vivace avoids laser-associated downtime because the needles bypass the skin to create deeper heat. “With 31 settings based on needle depth, light sources and other parameters, Vivace allows tailored treatment for everything from anti-aging to acne and scars,” he added.

**Topical Skincare**

Aesthetics Biomedical also offers SoME+ PRP, a personalized topical platelet-rich plasma skincare product line for take-home use. “It is the most natural thing you could possibly put on your skin because it comes from you,” Dr. DeWolfe expressed.

DefenAge by Progenitor Biologics, LLC, (Carlsbad, Calif.) is a potential alternative therapy or adjunct to other therapies that treat the inflammation associated with acne and scar formation. According to the company, patients were enrolled in a manufacturer-conducted split-face study with a vehicle control, and results have been very impressive. The firm says it is only about one-third of the way through, but so far rapid resolution of acne or reduced severity of breakouts has been observed, especially in patients with chronic acne. The company is very excited about these outcomes, because for those patients, there is a serious quality-of-life issue, and DefenAge seems to provide relief.

The DefenAge Clinical Power Trio kit includes 24/7 Barrier Balance Cream, 8-in-1 BioSerum, and 2-Minute Reveal mask. The three-step regimen keeps it simple. “It doesn’t replace anything that a patient is already using — it just enhances whatever they are already using,” said facial plastic and reconstructive surgeon Gregory Chernoff, MD.

**What is the Most Successful Nonsurgical Therapy in Your Surgical Practice?**

**Erez Dayan, MD**

“Between young patients who are good candidates for facial injectables and older patients who require excisional procedures lies a large gap from the late 30s to early 50s. In this group we’ve more recently had success with minimally invasive and non-invasive devices. In particular, I use a lot of InMode RF-based devices for tightening and resurfacing, as a stand-alone or in combination.”

**Why?**

“Patients come in desiring results with the least amount of downtime. RF is the best way to tighten skin without surgical incisions. It is not equivalent to a facelift, but results are 30% as good, without scars and downtime.”

**Regina Fearmonti, MD**

Renuva, the off-the-shelf adipose alternative to autologous fat. It stimulates adipogenesis vs. collagenesis, and serves as a scaffold for adipocyte deposition. I use it in the dorsal hand, midface and temporal fossa to replenish volume. It can also correct liposuction irregularities and partial breast defects.

**Why?**

Renuva offers the most fulfilling and unique uses. There is nothing else like it. Results are instant and continue to evolve over the first few months following injection with the onset of adipogenesis. I have not had to retreat areas that have been fully corrected and I have noted patients often return for more in different sites, as satisfaction has been high.
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“The profit margin associated with PDO threads is anywhere from 400% to 1000% higher than it is for fillers, depending on the type of threads used and how the provider prices it out.”

“It is rare in our practices that something new comes along that truly makes a big difference,” Dr. Chernoff continued. “I have offices in Indianapolis and Santa Rosa, Calif., and in both places, I have trouble keeping DefenAge on the shelf.”

Threads / Suspension Sutures

Rejuvn8 Aesthetics (Liverpool, N.Y.) is the trusted provider of hundreds of medical aesthetic practices utilizing its proprietary FDA-cleared polydioxanone (PDO) threads. As the sole supplier of Rejuvn8 PDO threads (K190245), Rejuvn8 Aesthetics can help physicians grow their practices with training and device support. According to the company, the training courses are customized to the needs of your individual practice and guaranteed to ensure you are getting the best possible results with your thread services.

For Dina BenDavid, DNP, MS, FNP-C, owner of Divine Med Spa on Martha’s Vineyard, the level of training provided by Rejuvn8 Aesthetics, which included intensive hands-on training at her practice, is unparalleled.

Dr. BenDavid switched to Rejuvn8 three-and-a-half years ago after trying several other threads that were not providing the lift that she and her patients expected. Unlike fillers, Rejuvn8 threads address both textural changes and volume loss, she said. After Dr. BenDavid places threads to boost tissue structure and support, more than 50% of patients don’t even need filler.

In addition, “The profit margin associated with PDO threads is anywhere from 400% to 1000% higher than it is for fillers, depending on the type of threads used and how the provider prices it out,” Dr. BenDavid added.

Facial Injectables

Introduced in 2017, Restylane Refyne and Restylane Defyne from Galderma (Fort Worth, Texas), are FDA-approved to smooth smile lines and laugh lines. They are the only fillers designed with Galderma’s unique manufacturing process, XpresHAn Technology, which creates a smooth, injectable gel that can give the skin a natural, soft look and is proven to maintain natural movement in the lower face.

“What is unique about Restylane Refyne and Restylane Defyne is the expression technology,” said Charles M. Boyd, MD, MBA, a facial plastic and reconstructive surgeon in Birmingham, Mich. “In layman’s terms, that just means it is more flexible than some of the other hyaluronic acids.”

Stiffness or viscosity is important for lifting areas such as the cheek, “but that is not what patients want around the mouth because you want it to look very natural and move like our mouth – including the lips and smile lines – normally does.” After treatment, patients’ expressions look normal, particularly on video, he expressed.

Both Restylane Refyne and Restylane Defyne have been used outside the U.S. under the name Emervel since 2011, so safety and efficacy are well-established with more than one million treatments worldwide. Results are clinically proven to last up to 12 months.
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2019 was an exciting year for body sculpting, a time focused on selfies and social media and a year of cosmetic self-reflection, driven by the controversy around buttock augmentation and the breast implant recall.

So, what will 2020 bring? We asked aesthetic physicians and surgeons to share their thoughts on this past year’s highlights and what’s to come. Here’s what they had to say.

Social Media Frenzy

Social media continues to drive change in the aesthetic industry and will into 2020, according to plastic surgeon Christian Subbio, MD, of Subbio Plastic Surgery in Philadelphia, Pa.

Dr. Subbio, who has been honing his use of social media for years, says there are two things that fuel social media’s success for providers and patients, alike: authenticity and distinction.

“Authenticity is a highly valued commodity on social media these days. It is about being honest, having integrity and being yourself because even though it is social media, patients get to know you. They get to know your personality,” he said.
Distinguishing yourself from the rest of the pack is becoming more difficult, Dr. Subbio added.

"With more physicians, nurses and physician assistants on social media, it is harder for patients to pick out someone that really resonates with them," he noted. "Distinguish yourself from your competitors by showcasing a different skill set, showcase a technology or something that makes you different from everyone else to keep you front and center in patients’ minds."

Dr. Subbio is looking forward to continuing to learn about social media and new platforms, including how the TikTok platform progresses in 2020.

**Muscle Stimulating Devices**

Muscle stimulating devices continue to break the mold. EMSCULPT from BTL (Boston, Mass.), transformed the body sculpting game in 2019, and Sachin M. Shridharani, MD, a Manhattan-based plastic surgeon, is excited to see what similar emerging technologies will offer in 2020.

Technologies to improve overall stimulation of skeletal muscle – specifically, CoolTone from Allergan (Irvine, Calif.) and EMSCULPT – have revolutionized Dr. Shridharani’s body contouring practice. However, he has learned that while these devices are in high demand, picking the right candidate and considering combination approaches are paramount to the success of treatment.

Muscle stimulating devices can be winning treatments for patients that need a functional boost, according to Dr. Shridharani. "Patients who may not be the best cosmetic candidates for EMSCULPT or CoolTone because they have subcutaneous fat over the muscle will get a functional benefit," he said. "Patients who I’ve treated will come in and say, ‘I may not be seeing as much definition as I’d like because I have a little bit of fat there, but I feel so much stronger – my core, my back. I don’t feel as tired.’"

Thin patients that don’t have much muscle tone or definition, but want it, are great candidates for the muscle stimulating treatment, Dr. Shridharani added.

Combination treatment is often ideal for cosmetic patients who are aesthetic perfectionists and are focused on minimal fat and a sculpted look. Dr. Shridharani may use off-label Kybella (Allergan) to melt away the fat over a portion of the abdomen, followed by CoolTone to improve muscle quality and get a better outcome. "I’m also using CoolTone after liposuction," he said.

Heidi A. Waldorf, MD, a dermatologist in Nanuet, N.Y., said she uses EMSCULPT to boost the buttocks, flatten the abdomen and sculpt the upper arms. “This is a therapy that we didn’t have. We could reduce fat and improve skin tone, but there are times when only the muscle can make a difference. It is like we can now build in shapewear without surgery,” she said.

The coming year will allow providers to hone the use of these devices, including how many treatments are optimal, as well as the ideal length of intervals between treatments.

"We always have the clinical trial data, but how we do it in our own practices is usually what leads to the best outcomes, so, I’m looking forward to experimenting further," Dr. Shridharani said.

**Radiofrequency in the Mainstream**

Radiofrequency (RF) technologies are becoming standard tools in the skin rejuvenation armamentarium, according to Las Vegas-based cosmetic surgeon Edward M. Zimmerman, MD.

“We are applying non-invasive RF nose to toes – unipolar and bipolar devices for non-invasive skin and tissue tightening; slightly invasive RF microneedling for skin tightening, texture and scars; and minimally invasive subdermal RF and RF helium plasma for more profound tissue tightening,” said Dr. Zimmerman who will
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soon be part of an FDA-approved trial using RF helium plasma (J-Plasma from Apyx Medical) for skin resurfacing.

Dr. Zimmerman predicts invasive and non-invasive RF technologies will become more recognized in 2020 for their ability to tighten and rejuvenate skin.

“The nice thing about these devices is they are colorblind. You (or the patient) don’t have to wear eye protection. And, they can do marvelous things to all skin types in terms of tightening tissue,” he said.

Providers are also learning new combination approaches with time, including combining RF with topical platelet-rich plasma (PRP) immediately after treatment to improve outcomes, according to Dr. Zimmerman.

Safety Concerns

Safety concerns about breast implants and the Brazilian Butt Lift (BBL) procedure will continue to snowball in 2020, according to Tim Sayed, MD, a La Jolla and Newport Beach, Calif.-based plastic surgeon.

Issues around implant safety have been fueled by the FDA’s recommendation for Allergan to recall its textured breast implant devices, which use a texturing technology called Biocell that has been associated with a rare form of lymphoma cancer called breast implant-associated anaplastic large cell lymphoma (BIA-ALCL) in a small number of patients worldwide, according to Dr. Sayed.

Allergan has since recalled the implants.

“Now we’re seeing patients who have no symptoms of any concern who are concerned that they might develop this rare form of cancer and they would like to have their implants removed. We are also seeing patients presenting with clusters of various constitutional symptoms that are being termed – for the lack of a better medical name – breast implant illness,” he said.
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According to Dr. Sayed, providers are trying to find a balance between respecting and honoring patients’ concerns, without adding to unnecessary panic around implants, in general.

“We have to be careful when we see these patients, not to promise improvement in any symptoms and to help them understand that there are likely to be significant aesthetic compromises, considerations and tradeoffs that they have to be willing to accept if they make the decision that they want to live without implants,” Dr. Sayed said.

Years into the scrutiny of the BBL procedure, Dr. Sayed said controversy about whether aesthetic providers should offer BBL will continue into 2020.

As would be expected, plastic surgeon groups have developed BBL guidelines to help providers avoid serious complications and death.

“The most important recommendation being to avoid injection into the gluteal muscles when doing the fat transfer,” Dr. Sayed said. “Florida just passed a statute that has actually banned the injection of fat under the muscle fascia in the gluteal region. I think in 2020 there is probably going to be additional legislative action taken that may reduce enthusiasm of some surgeons to do the operation. Despite this, the demand, I think, is increasing.”

**Off-Face Rejuvenation**

2019 has been about rejuvenation off the face, Dr. Waldorf reported. “The very treatments that aesthetic physicians have long used to rejuvenate the face are now becoming in-demand body treatments.

“We’ve used Sculptra (injectable poly-L-lactic acid) from Galderma and Radiesse (calcium hydroxylapatite) from Merz Aesthetics, for the neck, chest, arms and buttocks for years,” Dr. Waldorf pointed out. “But now increased patient awareness means increased patient demand.”

Shino Bay Aguilera, DO, a dermatologist who practices on Las Olas Boulevard, in Fort Lauderdale, Fla., teaches Sculptra techniques worldwide. He uses the injectable to rejuvenate and feels the aesthetic profession under-appreciates Sculptra’s versatility. He uses it off-label to rejuvenate various body areas, including to build the buttocks, smooth knees and arms and to condition chest skin. Dr. Aguilera said he also gets great results treating cellulite with Sculptra.

“The correct techniques for usage and dilutions needed, specific to a procedure, are not yet fully understood by injectors to get the fullest benefit from its various abilities. This is why I teach aesthetic professionals about Sculptra techniques. I see Sculptra becoming even more widely used and understood in 2020 and beyond,” Dr. Aguilera said.

**A Better Solution for Cellulite**

Improving cellulite with injectables and devices has become more a standard of care, Dr. Waldorf indicated.

“We now have the EMTONE (BTL), which combines monopolar radiofrequency with mechanical pressure to target both dimpling and skin laxity,” Dr. Waldorf said.

Moreover, “It can be used alone or bundled with hyper-dilute fillers, subcision and PDO [polydioxanone] threads if desired,” Dr. Zimmerman indicated.

Both Dr. Waldorf and Dr. Shridharani look forward to the potential approval of Endo International’s investigational injectable collagenase clostridium histolyticum (CCH) treatment for cellulite on the buttocks.

“I trademarked the term ‘surgery in a syringe,’” Dr. Shridharani said. “I feel like so much of what we’re doing right now is learning how to do surgery in a syringe. I’m doing Kybella with body contouring. I’m doing jowls with Kybella. Now, we’re going to be able to treat cellulite with an injectable as well.”
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**Newtox?**

In 2019 we saw the FDA approval and subsequent launch of Jeuveau (prabotulinumtoxinA-xvfs) from Evolus (Newport Beach, Calif.). Dr. Waldorf is hopeful that 2020 will usher in approval of a new toxin — one that does something different. “When Revance Therapeutics’ investigational DaxibotulinumtoxinA for Injection (DAXI) comes out we might finally have a longer lasting toxin,” she stated.

**Aesthetics Gone Digital**

Dr. Sayed is increasingly using simulation software — some with virtual and augmented realities — to help patients visualize potential results of surgery.

For example, a plastic surgeon can scan a patient’s body using an iPad to get a photo realistic model of the body; then manipulate it to look as it might after a cosmetic procedure. The patient could then wear high-tech goggles to look at her or his potential new body from different angles.

“We have to be careful to use these as educational tools and not promise results or have patients expect that these are guaranteed,” Dr. Sayed said. “But the technologies really do have a wow factor for patients.”

For Dr. Subbio, it is not a single aesthetic technology that excites him most about the coming year, but rather the openness and willingness to change what he might have been comfortable with in 2019 and prior.

“Every year I try to do something different. I try to learn a new technique. I try to travel to visit another physician or nurse to learn from them or travel to attend a conference. Each year is not about settling into a routine; it is about finding new things, trying new products,” he noted.
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The Secret to Success

Effective Use of the Right Technologies and Techniques Yields Optimal Results

By Lisette Hilton, Contributing Editor

It’s one thing to have an arsenal of effective devices and technologies in one’s aesthetic practice, it’s quite another to have the insight, experience, knowledge and skills to optimally use those technologies. We asked four aesthetic experts to share the unique experiences and inventive techniques that have empowered them to achieve unparalleled outcomes in some of the most popular treatments.

Perfecting the Nonsurgical Facelift

Michael Somenek, MD, a facial plastic surgeon in Washington, D.C., shared his SomenekMD Signature Lift technique, which is a nonsurgical facelift using a trifecta of radiofrequency (RF) and other technologies.

“I start with the FaceTite device from Inmode (Lake Forest, Calif.), a bipolar radiofrequency (RF) handpiece that I use for the lower face and neck to target skin tightening,” Dr. Somenek began. “The probe goes underneath the skin and heats up the tissues to a certain temperature. The fibrous attachments contract, which really tightens the overlying soft tissue envelope. Over time we see gradual, yet progressive tightening to the treated areas.”

To provide a more comprehensive result, Dr. Somenek adds two levels of treatment that target skin texture and healing.

“I add microneedling with RF. There are several devices that I use to accomplish this. I’ve used the Fractora device (Inmode) and most recently the Morpheus8 (Inmode),” he said.

While standard microneedling causes controlled damage to the skin with microneedles, Dr. Somenek believes adding RF to microneedling elevates the amount of improvement possible with microneedling only.
“So, I follow the FaceTite device with microneedling, where I create microchannels on the skin’s surface while simultaneously heating the tissues,” he said. “For the third part – in an effort to expedite healing and stimulate collagen – I apply platelet-rich plasma to the surface of the skin. If I have any left over, I inject it under the skin.”

PRP is rich in growth factors that can stimulate receptors of the cell membrane and stimulate collagen. So, it made complete sense to Dr. Somenek that applying PRP when the microchannels were still open would allow the skin to capture the growth factors, thus encouraging collagen stimulation and speeding the healing process.

According to Dr. Somenek, studies have validated that PRP speeds up healing and reduces post-treatment redness.

My Signature Facelift approach appeals to patients because it doesn’t require incisions or downtime, he said.

Ideal candidates are patients who are not quite ready for a surgical facelift procedure but are looking for some improvements to the jawline and the neck. “That can be someone in their early 40s, who has very mild skin laxity,” according to Dr. Somenek.

In addition, patients who have had the surgical facelift and don’t want another, yet they are seeing tell-tale signs of aging return and want to address them, also make good candidates.

“I frequently tell people that the Signature Lift can provide somewhere around 40% of what surgery can provide. If that resonates with them and meets their expectations, that really makes them an ideal candidate for the procedure,” Dr. Somenek said.

“The great thing about this sort of combination treatment that I’ve developed is that it is suitable for all skin types. You are not putting anybody at risk, such as darker skin types for hyperpigmentation,” Dr. Somenek noted. “The reason being is the only part of this procedure that you would have to worry about is the microneedling with radiofrequency, and for darker skin types I use coated microneedling tips. Only the very end of the tip emits energy, so you are not emitting energy at the very surface of the skin that would cause destruction of that skin.”

Determining ideal settings has been an evolution for Dr. Somenek, who has performed more than 180 SomenekMD Signature Facelifts.

“It really depends on what the skin type is, how thick the skin is and how much laxity you are treating. You can’t necessarily say the same temperature works for everyone. It certainly comes with experience,” he said.

An Eye for Neurotoxins

Oculoplastic surgeon José Raúl Montes, MD, believes injecting neurotoxins is the most precise and predictable procedure in cosmetic surgery today.

“Regrettably, I believe the use of Botox [Allergan] and other neuromodulators is either overestimated or underestimated by practitioners and there is a complete misunderstanding from the patient perspective that the procedure is entirely dependent on the hands that inject,” said Dr. Montes, a speaker, trainer and key opinion leader for Allergan, who practices in San Juan, Puerto Rico. “I do a lot of injection demonstrations around the world and I see many practitioners doing Botox and missing the nuances that will give the best result.”

Cosmetic providers can achieve predictable results with neuromodulators like Botox, that give patients a wow effect. But there are rules, Dr. Montes pointed out.

One common misconception among providers is that neuromodulators are “wrinkle erasers.” Rather, Dr. Montes uses Botox in a very different way – to improve the facial dynamics. He asks how he can use the product to enhance patients’ expressions instead of limiting them.

Injectors should have a keen knowledge of where a patient’s eyebrows should be based on gender and age, for example. Then they should ask
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themselves how to give the patient’s face more equilibrium and correct asymmetries, by injecting not only the upper face, but also the lower face.

Injecting the whole face and neck leads to more natural looking improvements, according to Dr. Montes.

And the fourth rule: The ideal neurotoxin treatment is usually coupled with dermal fillers. According to Dr. Montes, fillers and neurotoxin are like the Frank Sinatra song, Love and Marriage. ‘They go together like a horse and carriage.’

There are rules for optimal results from this combination approach, as well. Providers shouldn’t overfill cheeks, lips or around the eyes. Rather they should treat patients in a very practical, artistic way – giving a fresh look, without looking injected.

**Tips for Beautiful Lips**

Women, who are the typical patients that request lip rejuvenation, generally share the same or similar concerns, Dr. Montes expressed. Either their lips are losing volume or don’t have the volume they want. And many detest the small radial perioral lines around their lips.

“In the young woman, the idea is to enhance the lips by giving them a little more projection,” Dr. Montes said. “On the contrary, when the patient gets a little older the idea is to revolumize, meaning that you have to replace the volume that has been lost.”

Either way, Dr. Montes almost always uses a cannula to treat the lips. “This allows me to deposit the material with less bruising and edema,” he said.

“I place the cannula in the center of the lip and avoid the borders. By giving volume in the center of the lips, in that junction between the moist and dry mucosa, we give the lips a little more projection and volume and avoid marking the border of the lips, which is what makes them look injected.”

Providers should also choose the right products to inject into the lips, and there are good fillers specifically for that area of the face. The best fillers for the job...
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are soft products with low concentration of hyaluronic acid (HA), according to Dr. Montes. As a result of using the low HA products, lips look better, but they still have the dynamics or motion of a non-injected lip, he said.

**Threads and Sculptra**

Threads, used in conjunction with fillers, are making a comeback for face and neck rejuvenation, said Shino Bay Aguilera, DO, a dermatologist who practices in Fort Lauderdale, Fla.

Dr. Aguilera predicts that thread use will only grow, as aesthetic providers better understand how to incorporate newer thread technologies into practice.

“I was very resistant to threads,” Dr. Aguilera admits. “But today’s threads have become increasingly versatile as new products enter into the market offering different lengths, materials and construction of the thread cones and anchoring mechanisms. We are increasingly refining our own techniques as many different threads can be used simultaneously in the same procedure for heavy lifting to fine skin conditioning.”

Today’s threads are made from material like injectable poly-L-lactic acid and absorbable suture material like polydioxanone, so these threads will also condition the skin with collagen, he noted.

When talking with his patients, Dr. Aguilera uses the analogy that the deeper facial tissues, including bone and fat, are shrinking and disappearing.

“It is like you had a really nice suit tailored for you and all of a sudden you lost a massive amount of weight. You can try and build up the tissues with fillers or simply bring your suit to the tailor and take it in,” he said.

Dr. Aguilera said he can slow down the changes of the deeper tissues by injecting Sculptra Aesthetic (injectable poly-L-lactic acid) from Galderma (Fort Worth, Texas). With Sculptra, Dr. Aguilera addresses skin laxity and can imitate and maintain the deeper tissues including the architecture of the periosteum which is the most important tissue.

“When that goes away, you can forget it. You can pull all you want and not get the best results,” he said. But it is hard to imitate the deeper tissues with just a gel, Dr. Aguilera admitted.

“It doesn’t look quite right after a while. So, I saw a need for something else,” he explained. “When you use threads, you pull the skin tighter so that takes away the necessity to use a lot of fillers for the sake of lifting. If you want lifting – pure lifting – it is better to use threads and pull the skin tighter.”

“Once patients understand the concept of how threads reposition tissue differently for lifting without excessive volume, they have been eager to adopt this new approach.”

“Once patients understand the concept of how threads reposition tissue differently for lifting without excessive volume, they have been eager to adopt this new approach. We use them alone or with fillers depending on desired results,” Dr. Aguilera shared.

**Nonsurgical Therapies to Enhance Surgical Results**

Jennifer Levine, MD, a facial plastic surgeon in Manhattan, N.Y., does a lot of rhinoplasties and has learned that it often takes more than the surgery alone to achieve optimal results.

“Patients might also need submental liposuction, cheek or lip filler and maybe buccal fat removal to get their face to be more sculpted. They may need chin filler or a chin implant. A lot of it is about balancing the face,” she said.

Dr. Levine will usually do the surgical rhinoplasty first, adding other treatments immediately after surgery. She tries to combine treatments at the time of surgery to minimize pain and swelling during recovery.

She takes the same approach when doing blepharoplasty, with special attention on the lower lid.

“Often if you are removing fat there also has to be some adjustment to the cheek. And it can’t all be addressed just with the surgical blepharoplasty because that patient might also need fat grafting. If they don’t want to do fat grafting, we can use an injectable filler to give the cheeks more volume,” Dr. Levine said.
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Winning Body Treatment Combos

Dr. Levine also performs non-invasive body contouring and said combination approaches with today’s technologies often yield the best results.

“We do a lot of EMSCULPT from BTL with Sculptra, which lifts the butt, helps to give it a little more contour and helps the skin quality and texture,” she said.

In Dr. Levine’s opinion, this combination is really best for a smaller patient who has a smaller butt overall because you can get the result you want with a more reasonable amount of product,” she said.

Other body contouring combinations that are among Dr. Levine’s patient favorites is combining SculpSure, to remove the fat of the banana roll, with Sculptra to lift the buttocks. “This also gives the butt more definition,” she said.

She also uses Ultherapy with Radiesse (both from Merz Aesthetics) to treat the backs of the thighs. A lot of people look like they have cellulite on the backs of their thighs when it is really skin laxity that is causing the uneven skin surface, Dr. Levine explained.

“The combination of Ultherapy and a biostimulatory filler used in a more dilute form like Radiesse (we’ve used Sculptra, too) gives a really nice result,” she noted. “If you use one of the standard treatments to break the bands, the back of the thigh might end up looking more lax.”

Ultherapy will help the body to produce its own collagen and elastin, and a dilute biostimulatory filler helps with skin quality and texture.

The combinations of Ultherapy and Radiesse or Ultherapy and Sculptra are also good options for treating skin laxity around the knees, Dr. Levine added.

Regardless of what combination you choose, Dr. Levine says it is important that patients have realistic expectations and that providers choose the right candidates for non-invasive body contouring treatments – even when they are using combination approaches.
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Did the year run out faster than you expected and now you’re behind in the numbers you forecasted? Perhaps you had a slow summer and fall didn’t pick up like it usually does, or pick up enough to get you back on track. Maybe your key revenue-generating staff member left and took some of your patients with them!

At this point it doesn’t really matter how you got behind, what matters is what you’re going to do about it now.

You’ve probably tried running promotions to attract new patients to your practice fast. However, because there is so much noise out there, it is a big deal, and takes strategy and planning to get a cosmetic patient’s attention.

I have tested many year-end strategies throughout my 19 years and here’s what has proven to get results:

**“Avoid the Lines” Campaign**

This is a cute play on words and meaning, but rather than avoiding the long shopping lines, we are talking about lines on the face. Block certain days and hours during the holiday season where your holiday-shopping patients can drop in for a quick neurotoxin treatment. Or, make it easy and let them text you to get into your schedule.

**Stocking Stuffer Campaign**

It can be difficult to shop for others so make it easy for patients to purchase gift certificates and services as stocking stuffers for their friends and family. Put together skincare packages for different age groups and genders. Include different price points for skincare products + microneedling or neurotoxin or lip filler. Offer the person purchasing these stocking stuffers a $50 holiday gift card towards their own treatment so it is a win-win for them, their friend/ family and you.

**Holiday “Gifts with Surgery” Campaign**

Call each prospective patient who came in this year but didn’t book surgery. Offer them a holiday “Gifts with Surgery” goody bag when they book and pay before the end of the year. The goody bag includes gift cards to experience nonsurgical treatments that would complement their surgery and/or help with recovery.

**Spread the Word**

Now you need to make sure as many consumers see these holiday themed messages as possible and contact you. Start internally marketing via email, in-house signage, phone calls to your current patients, telling your alliances and adding an on-hold message.

Now, go external by posting regularly on your social media channels, shooting and posting short videos wearing holiday attire, while explaining your themed promotions. Buy ads on social media to increase your reach and don’t forget to add to your website.

In a nutshell, use compelling promotions to get a response. Include the right elements, such as a great theme and a call to action. And make sure you include a tight expiration date that ends on December 31. Happy Holidays!
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Believe it or not, it is already time to start taking steps to reduce your 2019 tax bill. Since 2018 was the first year that most provisions of the Tax Cuts and Jobs Act (TCJA) were in effect, hopefully you now have a better understanding of how the new tax law impacted you and will continue to affect you for the 2019 tax year and beyond.

**Tax Deductions: Choosing Between Standard and Itemized**

One of the biggest changes for 2018 individual filers was the reduced state and local income tax deduction which is now capped at $10,000. This change, along with the increased standard deduction, led to many filers not itemizing deductions in 2018. If there is a chance that you won’t itemize deductions in 2019 and will instead claim the standard deduction of $24,400 for married taxpayers filing jointly or $12,200 for single filers, consider the impact of this decision on other deductions.

Charitable contributions are only deductible to taxpayers who itemize. You may want to consider “bunching” your charitable contributions to take full advantage in years when you will itemize deductions. Donor advised funds may be a consideration for taxpayers who want to make a larger contribution in a given year, but still have the charities benefit over several years.

Also, take a look at your mortgage if you will no longer itemize. Since interest rates are still low, you can likely still earn more by investing assets in the market than what you are paying in mortgage interest, even if you don’t get a tax deduction for the mortgage interest.

**Possible Double Deduction for Practice Owners**

Many of you found out the hard way that your pass-through business did not qualify for the new Section 199A Qualified Business Income (QBI) deduction. Owners of medical practices, whose individual taxable income was above certain threshold amounts, were ineligible for the deduction since their business is a specified service trade or business. Depending on how close your income was to those threshold amounts, you may be able to reduce your income below the threshold by implementing a qualified retirement plan (QRP) or enhancing your current QRP. This can result in not only a deduction for the contribution to the QRP but also the 20% QBI deduction. The combination of the two deductions often pays for much of the QRP cost.

The final regulations for Section 199A did contain an example in which an outpatient surgery center was not a specified service trade or business. In the example, no physicians, nurses or medical assistants were employed by the surgery center, and patients were only billed a facility fee by the surgery center. If you feel that your surgery center might fit this example, discuss
with your CPA whether you can take the QBI deduction this year or whether there are steps your surgery center can take to become eligible for the deduction.

Is Your Investment Portfolio Designed for Tax Savings?

Your investment portfolio provides ample opportunities for tax planning. Having a tax efficient portfolio can save you thousands of dollars in taxes over the years. Consider the timing of sales; a holding period of greater than 12 months allows you to pay long-term capital gains rates on the realized gain from a sale with a maximum rate of 20% vs. a maximum rate of 37% on an investment which was held for less than a year. Be proactive in realizing losses to offset capital gains and vice versa. A temporary dip in the stock market may be the time to realize some losses that can be used to offset capital gains. If you find that you have net realized losses this year, sell some of the investments that have had tremendous gains over the past few years and re-purchase them at their higher price in order to both offset your losses and increase your basis in the stocks you currently hold.

It is also a good time to evaluate which stocks you hold in which accounts. Brokerage accounts, Roth IRAs and qualified plans are subject to various forms of taxation. It is important to utilize the tax advantages of these tools to ensure they work for you in the most productive manner possible. Investment vehicles paying qualified dividends are preferred in a brokerage account, while it is generally preferable for qualified accounts to own high yield bonds and corporate debt taxed at ordinary income rates. Have a discussion with your investment advisor to make sure your portfolio is properly positioned for tax efficiency.

Estate Planning Considerations

You may also want to think about your estate planning as the year draws to a close. The TCJA made the federal estate tax exemption $22.8 million for a married couple in 2019, but that exemption amount is due to expire at the end of 2025. Before then, it might make sense to transfer some of your wealth to a trust for the benefit of your heirs. Assets that you know you won’t need in your lifetime can thus be protected against future estate tax increases and exemption reductions.

As Benjamin Franklin said, “Failing to plan is planning to fail.” Act now to protect your wealth and utilize tax savings opportunities in 2019.

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David B. Mandell, JD, MBA & Carole C. Foos, CPA

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“There’s no good talent in [insert your city here].”

As national award-winning practice management consultants focusing on the aesthetic and cosmetic industry, we hear the same thing in EVERY market we visit and from every practice leader we meet.

We hate to burst your bubble, but it’s just not true. There is great talent in every city we have visited, and improving your team’s performance can make all the difference in improving the health of your practice.

**Hire Team Members**

Begin by selecting the right team member from the start. In our company, Shorr Solutions, we only have *team members*. When you’re choosing your team, looking for key items during the interview process can make all the difference between a “staff member” and a “team member.”

Review their resumes for how long they’ve been employed with each of their former employers to see if they stick around long-term or job-hop every few months. Listen to their excitement and tone of voice in a phone interview. Bring in your existing team during the interview to see how everyone interacts together. Consider a working interview as well, and with every offer letter, we recommend confirming your newest team member is in good standing with their board certifications (if applicable), as well as making sure you review their employment and criminal background check.

**Lead by Example**

Do you expect a hardworking team when they watch you arrive late and clock out early? Yes, you may be the head of the practice, quite possibly even the medical director or owner. But, if you showcase bad habits, your team will begin to think they are acceptable, and treat you, as well as each other and the practice as a whole, the same way. We’ve seen examples of doctors ignoring their team members, even screaming profanities at them in public when they’re having a bad day. We’ve seen doctors speaking poorly about patients. We’ve seen it all. Do you know what happens in this environment? The toxicity spreads through the practice until you lose control.

**Don’t Be a Doormat**

Make sure your team is respecting you. When you first notice an unacceptable behavior amongst your staff, course correct. Have a system in place that you are able to follow from the start. We suggest having the conversation behind closed doors, and if the situation warrants, including a witness (note that not every issue warrants a witness, so seek guidance if you are unsure). Handle the manner in a calm, respectful, firm manner, explaining how the behavior affects the practice, why it is important to change it as soon as possible, and what the proper behavior should look like. We suggest the “kiss-kick-kiss” method of starting with a positive, course correcting and then ending with another positive.
For example: “Sue, as a nurse practitioner, the rest of the team looks up to you, and patients love you. However, by showing up late and taking extended lunches each day, you are sending the message to them that this is acceptable. In order for the practice to continue to run on time, we need everyone to be here, on time, as they’re supposed to be. We value you as part of the team, and know that when you correct this, we’ll be able to grow together.”

**Regular Communication**

Staying in regular communication is key. We suggest our clients schedule regular team meetings, with four meetings per month at a rate of one per week: one with the front office/administrative team, one with the back-office team, one with leadership and then one with the entire team together. Block out other interruptions, set aside time when the phones aren’t ringing and encourage your team to build the agenda together.

In addition, we suggest offering each team member the opportunity to give one thing that is going well in their domain and one thing they need assistance with. For example, the practice may be running on time, but that isn’t leaving time to upsell. The team needs to work together to set aside time to speak to patients about skincare or additional procedures, and an “other areas of concern” spreadsheet needs to be distributed and collected by the front desk while patients are waiting to be roomed.

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**Mara Shorr, BS, CAC**
Ms. Shorr serves as a partner and the vice president of marketing and business development for Shorr Solutions, assisting medical practices with the operational, financial and administrative health of their business. She is a Certified Aesthetic Consultant and program advisor, utilizing knowledge and experience to help clients achieve their potential. A national speaker and writer, she can be contacted at marashorr@shorrsolutions.com.

**Jay A. Shorr BA, MBM-C CAC**
Mr. Shorr is the founder and managing partner of Shorr Solutions. He is also a professional motivational speaker, an advisor to the Certified Aesthetic Consultant program and a certified medical business manager from Florida Atlantic University. He can be reached at jayshorr@shorrsolutions.com.
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

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The inaugural Miami Cosmetic Surgery conference will take place in Miami Beach from February 20-22, 2020. Featuring dynamic lectures from prominent core experts at the forefront of the industry, creative special events and 21 CME credits, MCS 2020 is set to deliver the highest quality international and domestic event ever to hit the U.S.

In addition to the Bagels & Brainstorming roundtable event, the Spouse Program, the Passion Project gallery, Rise & Shine with Shino and the Gala for Good, benefitting St. Jude Children's Research Hospital, a highlight of the 2020 event will be the visionary keynote address: Looking Beyond the Obvious, from the legendary Jean Carruthers, MD, on Friday, February 21, 2020.

Dr. Carruthers is a globally recognized cosmetic surgery expert who has played a pivotal role in the development of some of the world’s most successful cosmetic procedures. She has authored over 300 peer-reviewed scientific articles and book chapters, and has served as the principal or co-investigator on over 70 clinical studies.

With her husband, Dr. Alastair Carruthers, she pioneered the cosmetic use of botulinum A exotoxin (Botox) 30 years ago. Their ground-breaking research and contributions defined a specialty and monumentally impacted the evolution of aesthetic medicine.

Don’t miss this refreshing keynote from one of the most influential and accomplished physicians of the 21st century. It will leave you humbled, empowered and inspired to “look beyond the obvious.”

To register for MCS 2020, please visit: bit.ly/MCS20TAG

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For 16 years Vegas Cosmetic Surgery & Aesthetic Dermatology (VCS) has been considered the leading multispecialty forum addressing the science, practice and techniques of aesthetic surgery and medicine. With a faculty featuring the foremost researchers, educators and practitioners, this event provides cutting-edge content to advance knowledge, enhance skills and techniques, and improve outcomes.

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Leading the way as the most influential event dedicated to the rapidly-expanding field of aesthetic medicine, The Aesthetic Show (TAS) offers a unique multidisciplinary approach, uniting contemporaries across various medical disciplines, presenting trailblazing techniques and the groundbreaking solutions redefining the current and future trends in medical aesthetics.

TAS is committed to providing another exciting and innovative educational program, and all aesthetic and anti-aging specialists are invited to submit abstract ideas for consideration at: https://www.aestheticshow.com/en/program/abstract-submission.html. The TAS 2020 Program will feature:

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Jean Carruthers, MD, FRCSC, FRC(OPHTH), remembers the ‘A-ha!’ moment when she realized that neuromodulators could transform cosmetic medicine.

It was the 1980s, and Dr. Carruthers wasn’t a cosmetic physician. She was an ophthalmologist. She had injected a patient with a neuromodulator to treat her blepharospasm, a painful and debilitating condition where people spasm in their eyelids, face and sometimes the neck and arms.

The patient, Dr. Carruthers recalls, was angry.

“She pointed at her inner brows and said, ‘You didn’t treat me here,’” Dr. Carruthers recalls. I apologized to her, saying, ‘I’m sorry but I didn’t think you were spasming there.’ And she responded, ‘I know. I’m not spasming there, but every time you treat me there I get this beautiful untroubled expression.’”

That day, in her clinic with the angry patient, Dr. Carruthers was inspired. She thought about how her cosmetic dermatologist husband Alastair Carruthers, MA, BM, BCh, FRCP(LON), struggled to treat the aging face with often sub-optimal options of collagen-based fillers and fat.

“That those options only supported the folds in the skin, they didn’t give any relaxation to the musculature in the region,” Dr. Carruthers says.

She went home that night and said to her husband, “You know, I think I have something for your cosmetic frown line patients.”

And that’s how it all started: The discovery that would change the course of Dr. Carruthers’ career.

“Once you see what botulinum toxin can do, it is like somebody flicked a switch on in a previously dark room,” Dr. Carruthers imparts. “At that point I was an ophthalmologist who sub-specialized in misaligned eyes (strabismus) and pediatric ophthalmology. I found that after a couple of years I actually gave all of my patients to my colleagues, so I could continue in the cosmetic world.”

Drs. Jean and Alastair Carruthers wrote the first published paper on the cosmetic use of neuromodulators in 1992 in the Journal of Dermatologic Surgery and Oncology. They are credited with discovering the cosmetic use of neuromodulators, which led to the launch of the first neuromodulator in aesthetic medicine: Botox from Allergan.

When asked what she’s most proud of in her career, Dr. Carruthers says pioneering what has become the most commonly used cosmetic procedure worldwide, probably ranks first. But there are many other things that Dr. Carruthers says make her proud. Among those, pioneering new ways to use fillers, and new ways to use neuromodulators, fillers and energy-based devices in novel treatment combinations to achieve an enhanced aesthetic result for the patients.

She continues to be fascinated with, and conduct research on, treatment side effects that end up being absolute benefits to patients.

“For example, CoolSculpting (Allergan) is a wonderful skin tightener, but nobody talks about that,” Dr. Carruthers points out. “It would be such a terrible trade to kill the fat and be left with a little hanging empty sack. But you aren’t. And that is a beautiful thing.”

In fact, Dr. Carruthers and colleagues published a study on cryolipolysis and skin tightening in Dermatologic Surgery in 2014.
Advice to Women in Aesthetic Medicine

Dr. Carruthers says her number one message to women in aesthetics is to listen to their patients.

“Listen carefully. They’ve thought about things; they’ve researched them. They’re actually quite well informed,” she notes. “The second thing is people don’t do what you tell them to do; people do what you do. Look the part. Look after yourself. Be fit. Be generous. Patients are going to want to emulate things that you do rather than things that you tell them to do.”

As for her favorite tip when using neurotoxins in cosmetic practice, Dr. Carruthers says always slightly underdo people, and they’ll look fresh and natural.

At 71, Dr. Carruthers says success comes from surrounding oneself with positive people, including those who work in the practice. And doctors, themselves, need to be positive. Because what goes around really does come around, she says.

The reality is women need to be prepared to work really, really, really hard, Dr. Carruthers says candidly.

“I think women in medicine in general, and in aesthetics, have to work harder than men, even today. I think it is just a cultural thing. I think it works, though. I’ve had several mentees who have gone on to do amazing things because they have such a strong work ethic,” she says. “I like to get up early in the morning. I get up at 4:30 am every day and workout for an hour and a half because that sets me up for the day. It makes me feel so positive about the day and thus to everybody in my day.”

Dr. Carruthers continues to do research and clinical work at her practice in British Columbia, but on a part-time basis. Dr. Alastair Carruthers is retired from the practice of dermatology and is back at school, earning an undergraduate history degree at the University of British Columbia.

The couple, Dr. Carruthers says, is traveling and enjoying their family, including four grandchildren.

“What I’m doing now is trying to devolve myself into more of a consulting role in terms of research. So, I’m going to meetings and working on new scales, for example,” says Dr. Carruthers who has published several papers on the use of different scales in aesthetic medicine. “I’m also working on a little invention that measures the elasticity of human skin. And I’m just working on keeping my family as healthy and happy as they possibly can be.”

References:

Good to Know

Q: What is your favorite travel destination?
I think I have to say London, England is my favorite long-distance travel. Everything is there. It is so cultural. The vibe is really great. London has to be one of the greatest cities in the world. A smaller destination that is really fun with so much to do is Whistler, British Columbia.

Q: What’s your favorite music or song?
I have a lot of different tastes in music. I like the Bach B Minor Mass. I like Greensleeves written by Henry VIII, and I like some Ringo Starr songs. I think he is the most amazing Beatle.

Q: What is your favorite quote?
A Chinese proverb: ‘Water can float the boat. Water can also sink the boat.’

Q: Do you have a favorite author or book?
I like The Hobbit (J.R.R. Tolkien) and Winnie the Pooh (A. A. Milne) because both books are so positive. Maya Angelou for her wisdom, Marie Curie for her brilliance and perseverance in a time when women had such limited occupational status.

Q: Who is your role model?
My mother was a doctor and I learned an awful lot from her about how to run a family and practice. The other is one of my father’s colleagues, Dr. Lorrie Dolman. She also was a very busy doctor with three children. That is an amazing thing to learn from a woman who is managing to keep it all going by being positive, kind and supportive to other people, so that she ends up being able to trust and delegate to others, rather than going crazy trying to do everything herself.
In the last several years, and particularly with the proliferation of plastic surgery imagery and the impact of social media influencers, gluteal shaping has become a topic of great interest to consumers, and procedures for gluteal enhancement have become all the buzz.

There are whole Instagram communities dedicated to reviewing and critiquing the credentials, techniques and surgical results (as well as complications) of gluteal augmentation with fat grafting – the so-called “Brazilian Butt Lift.”

In the wake of several highly publicized tragic complications of this procedure, particularly in high volume centers in Miami (a city increasingly synonymous with the BBL thanks to many social media-savvy surgeons and clinics), the American Society for Aesthetic Plastic Surgery issued a whitepaper in 2018 with guidelines on how to perform the operation and optimize patient safety.

Of particular focus was addressing the risk of fat embolism. A taskforce was also convened to study, in cadaver models, different injection techniques and concluded that injection above the gluteal muscle plane (not into or below it), using large bore (4 mm or larger) blunt cannulae, and paying particular attention to certain anatomic danger zones, should be implemented for best practices.

For all the negative press, however, Miami-style BBL surgery has its technical merits and has taught me a lot about body contouring and the feminine silhouette. Here are some key lessons every surgeon should know before performing BBLs:

**Know your Facts**

First, understand that the term “Brazilian Butt Lift” is largely a misnomer. The Brazilian Butt Lift is neither Brazilian, nor a lift. It is primarily an operation to improve the circumference of the trunk at the waist and to restore curvature to an often ill-defined body silhouette. This often takes the form of removing excess rolls from the flank areas and lower back, and redistributing it to the upper and outer gluteal region to create a fuller and rounder buttock.

Lifting may be an additional benefit in certain patients with good gluteal skin and muscle tone, but the surgeon should be careful to advise patients that this operation does not remove loose skin from the gluteal region to actually lift up ptotic tissues.

**Consultation is Key**

Good results start with a careful consultation that includes assessment of the patient’s hip to waist ratio (this can be quantified or placed into “tiers” of body frame types, to help guide the conversation with the patient); degree of abdominal skin laxity and stretch marks; presence or absence of hernias; extent of gluteal projection; amount of lateral hip/gluteal border roundness; presence of any obvious flat zones in the buttock (particularly laterally); and takeoff point of the upper gluteal border (as this can determine how “tall” the buttocks will ultimately look).

Patients with severe skin excess in the abdomen, very ptotic buttocks, severe gluteal muscular atrophy, and/or multiple lateral back/bra rolls, may need special counseling to set realistic expectations.

**Setting Limits**

I find that patients with a BMI ranging from 25 to 29 tend to get the most predictably pleasing final results, in that they have enough fat to demonstrably improve the waistline and lower back, and to use for transfer, while not being overweight enough to anticipate persistence of a round abdomen or severely overhanging lower abdominal pannus (the “apron”).

Much attention is paid to patient selection in the upper BMI ranges, with many surgeons setting upper bounds (mine is around 31) for patient candidacy.
Conversely, those with very low BMI’s may have relatively inadequate fat for transferring more than a few hundred ccs of fat, but may still enjoy some improvement in shaping if the donor site fat is concentrated in the flanks. I do advise these skinny patients to consider weight gain pre-op, with the anticipation being that fat accumulation in “hard-to-lose” areas, which may possess higher concentrations of lipase inhibitors, may allow us to achieve a greater degree of gluteal shaping, and that the patient should not look at the number on the scale with fear, since we will be redistributing much of the gained fat to the desired gluteal region.

Understand what buttock shape your patient finds attractive, but put it into the context of the patient’s pre-op anatomy and amount of gluteal fullness. Some patients have wildly unrealistic expectations and may be best served without surgery; others need to be reeducated about what the procedure can accomplish; the rest may simply need the location of grafting to be tailored based on whether they want “more hip,” “a Kardashian shelf,” an “inverted heart,” or other specific popular gluteal shape.

**Pre-op Planning**

Pre-op planning includes basic laboratory profiles in most patients, and an assessment of Caprini risk score for DVT prophylaxis. Patients on oral contraceptives may be well served by going off their medication for a cycle – though this is not necessarily evidence-based – as an empiric step to reducing DVT risk. Early ambulation post-operatively and the placement of sequential compression devices prior to the onset of anesthesia are critical. Patients receive an IV antibiotic dose within 30 minutes of incision, with Foley catheters placed in patients where surgery is expected to exceed three hours.

The pre-op marking includes defining the upper buttock border – or deciding where it belongs in the patient with ill-defined anatomy in the lower back – as well as marking areas for specific injection focus for posterior or lateral projection. The midline is marked from the upper back to the gluteal cleft, and back creases are marked, with the lateral flank area marked obliquely and connecting to the anterior extension of the love handle, which is marked from the abdominal side. I mark the costal margin, iliac crests, linea semilunaris and linea alba in all patients, to give me basic landmarks. The abdomen is marked roughly into a superior portion up to the rib rolls, an inferior portion from belly button to pubis and the flanks extending to the lateral breast roll region, with any folds or indentations clearly marked.

**The Procedure**

I rarely combine BBL with other procedures, except in relatively low BMI patients who may have limited fat (and...
Meet the Experts

Tim Sayed, MD, MBA, FACS
Dr. Sayed is a Harvard-trained, double board certified plastic surgeon with over 13 years of experience. Dr. Sayed specializes in a range of cosmetic surgeries including: breast augmentation, rhinoplasty, facelift, tummy tuck, liposuction and body contouring. His boutique style practice focuses on safely achieving beautiful and natural looking results while providing an amazing patient experience. A perfectionist by nature, Dr. Sayed continues to push himself and his craft by staying up to date on the latest plastic surgery technologies to provide his patients with state-of-the-art techniques and amazing results. His ability to blend technology and technique and his personalized service is what keeps his patients coming back, and it’s what Dr. Sayed calls Aesthetics Done Right*.

Preparing the Fat
I prepare fat with some antibiotic (case reports of infected fat necrosis and micro abscesses have encouraged me to try further optimize the antisepsis of the fat aspirate) and allow decanting with gravity and a strainer, to remove fibro-adipose strands and allow a sufficiently concentrated, but not too dry, fat supernatant to be easily injected by hand, in 60 cc syringes (50 cc at a time for easy math), using a 4 mm blunt cannula.

Some surgeons have had success and increased operative efficiency by injecting using mechanical assistance, such as running the power-assisted lipo (PAL) system in reverse, but I have found I have more tactile feedback injecting with a syringe manually. It may take longer, but in my hands, it feels safer at this time.

Injection is strictly above the muscle until either the fat runs out or the skin is very taut at a point of desired projection, whichever comes first. For me, that means thinner patients may only have 300 – 400 cccs available per side, while heavier patients may receive 1100 – 1400 cccs per side, with my average patient receiving 800 – 900 cccs per side.

Having observed at least a dozen of my colleagues in the OR performing this procedure in high volume over the years, I do believe that subcutaneous injection may have slight limitations on the amount of super-round over projection (the “bubble” or “shelf” some patients seek) that the surgeon can achieve, but I believe the trade-off for patient safety is worth it. If a patient wants a super extreme result, I may not be the right surgeon for them.

Post-Procedure
I use a drain in the abdomen in most patients to help minimize seroma risk and to at least partly control the fluid drainage. Post-op recovery can be messy as post-lipo fluid is expected to leak from the small incisions for a couple of days.

Aftercare also includes shaping garments (most patients should buy two in the beginning to allow for laundering and expect to downsize garments around six weeks post-op when swelling is starting to significantly resolve). I tell patients to do their best to stay off the point of maximal projection except to use the bathroom or eat for the first ten to fourteen days.

At the end of the day, a surgeon entering the world of BBL should be prepared for a variety of challenges, including the fact that this operation can simply be tiring when done multiple times a week.
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(205) 940-2200 telephone   (205) 942-9905 facsimile
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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.

Sciton, Inc.
925 Commercial Street
Palo Alto, CA 94303
(888) 646-6999 telephone
https://sciton.com/

Sciton was created to provide advanced lasers and light sources to the aesthetic medical markets. With over a decade of performance behind us, Sciton systems have become the standard of care in each application our products address. Our flagship JOULE™ system exemplifies our approach to producing high quality, expandable platforms.

Sciton was created to provide advanced lasers and light sources to the aesthetic medical markets. With over a decade of performance behind us, Sciton systems have become the standard of care in each application our products address. Our flagship JOULE™ system exemplifies our approach to producing high quality, expandable platforms.

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.
## Physician-Dispensed Topicals Comparison Chart

<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>
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<tbody>
<tr>
<td>DefenAge Skincare</td>
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<td><a href="http://www.DefenAge.com">www.DefenAge.com</a></td>
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<td>Eclipse MedCorp</td>
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<td><a href="http://www.Eclipsemed.com">www.Eclipsemed.com</a></td>
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<td>Epionce</td>
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<td><a href="http://www.epionce.com">www.epionce.com</a></td>
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<td>LOCKRx</td>
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<td><a href="http://www.SmartSolutionsrx.com">www.SmartSolutionsrx.com</a></td>
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<td>Oxygenetix</td>
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<td><a href="http://www.oxygenetix.com">www.oxygenetix.com</a></td>
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<td>Pneuma Nitric Oxide, LLC</td>
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<td><a href="http://www.PneumaNitricOxide.com">www.PneumaNitricOxide.com</a></td>
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<td>RegenLab USA</td>
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<td><a href="http://www.regenlabusa.com">www.regenlabusa.com</a></td>
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<td>SkinCeuticals, LLC</td>
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<td><a href="http://www.skinceuticals.com">www.skinceuticals.com</a></td>
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<td>SkinMedica, an Allergan Company</td>
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<td><a href="http://www.skinmedica.com">www.skinmedica.com</a></td>
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<td>SoME Personalized Skincare (Aesthetics Biomedical)</td>
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<td><a href="http://www.someskincare.com">www.someskincare.com</a></td>
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<tr>
<td>Supplier</td>
<td>Product(s)</td>
<td>Key Component</td>
<td>Description</td>
<td>Physician Price</td>
<td>Regulatory Status</td>
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<td>Addoerm</td>
<td>VARIODERM Fine Line</td>
<td>Non-animal Hyaluronic Acid</td>
<td>6 mg/mL for superficial wrinkles and lip augmentation.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
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<td>VARIODERM Basic</td>
<td>Non-animal Hyaluronic Acid</td>
<td>12 mg/mL for medium wrinkles and lip contour.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
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<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>
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<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>
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<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>
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<td>VARIODERM Mesolift</td>
<td>Non-animal Hyaluronic Acid</td>
<td>12.8 mg/mL; effective smoothing of superficial wrinkles.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
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<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>
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<tr>
<td>Hyaluronic</td>
<td>Hyaluronic Lips</td>
<td>Non-animal Hyaluronic Acid</td>
<td>12 mg/mL for lip augmentation and contour.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
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<td>Hyaluronic 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>
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<td>Hyaluronic 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>
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<td>Hyaluronic 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>
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<td>Allergan</td>
<td>CosmoDerm</td>
<td>Purified Human-based Collagen + Lidocaine</td>
<td>Purified human-based collagen 35 mg/mL</td>
<td>$205</td>
<td>Worldwide</td>
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<td>CosmoPlast</td>
<td>Purified Human-based Collagen + Lidocaine</td>
<td>Purified human-based collagen 35 mg/mL, cross-linked with glutaraldehydes.</td>
<td>$235</td>
<td>Worldwide</td>
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<td>Hyaluronic</td>
<td>Non-animal Hyaluronic Acid</td>
<td>Non- animal, cross-linked cohesive hyaluronic acid 24 mg/ g in a sterile water for injection, glycerin and sodium carboxymethyl cellulose (0.5 cc, 0.8 cc).</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
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<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 in a sterile water for injection, glycerin and sodium carboxymethyl cellulose (0.5 cc, 0.8 cc).</td>
<td>$200 – $225</td>
<td>CE marked.</td>
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<td>Juvéderm ULTRA 3</td>
<td>Non-animal Hyaluronic Acid + Lidocaine</td>
<td>Non- animal, cross-linked cohesive hyaluronic acid 24 mg/ g in a sterile water for injection, glycerin and sodium carboxymethyl cellulose (0.5 cc, 0.8 cc).</td>
<td>$200 – $225</td>
<td>CE marked.</td>
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<td>Juvéderm ULTRA 4</td>
<td>Non-animal Hyaluronic Acid + Lidocaine</td>
<td>Non- animal, cross-linked cohesive hyaluronic acid 24 mg/ g in a sterile water for injection, glycerin and sodium carboxymethyl cellulose (0.5 cc, 0.8 cc).</td>
<td>$200 – $225</td>
<td>CE marked.</td>
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<td>Juvéderm VOLUMA</td>
<td>Non-animal Hyaluronic Acid + Lidocaine</td>
<td>Non- animal, cross-linked cohesive hyaluronic acid 20 mg/ g in a sterile water for injection, glycerin and sodium carboxymethyl cellulose (0.5 cc, 0.8 cc).</td>
<td>$245</td>
<td>CE marked.</td>
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<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>
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<td>Galderma</td>
<td>Restylane Lyft</td>
<td>NASHA gel – a non-animal hyaluronic acid, stabilized with BBD.</td>
<td>Contact mfr.</td>
<td>Restylane is approved worldwide with the exception of Japan.</td>
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<td>Restylane Silk</td>
<td>XpresHAn Technology</td>
<td>Flexible gels with a concentration of 20 mg/mL, varied cross-linking that allows for flexibility and support with consistent textures and smoothness.</td>
<td>Contact mfr.</td>
<td>FDA approved in December 2016. Approved as Emervel Classic and Emervel Deep outside of U.S.</td>
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<td>Restylane Retyne</td>
<td>Injectable Poly L-Lactic Acid (PLLA)</td>
<td>Volumizer.</td>
<td>Contact mfr.</td>
<td>FDA approved.</td>
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<td>Restylane Defyne</td>
<td>Non-animal, cross-linked cohesive hyaluronic Acid 20 mg/ g in a sterile water for injection, glycerin and sodium carboxymethyl cellulose (0.5 cc, 0.8 cc).</td>
<td>Contact mfr.</td>
<td>CE marked.</td>
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<td>Hironic</td>
<td>JUVINA – Light</td>
<td>Non-animal, cross-linked cohesive hyaluronic Acid 20 mg/ g in a sterile water for injection, glycerin and sodium carboxymethyl cellulose (0.5 cc, 0.8 cc).</td>
<td>$205</td>
<td>CE marked.</td>
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<td>JUVINA – Moderate</td>
<td>Non-animal, cross-linked cohesive hyaluronic Acid 20 mg/ g in a sterile water for injection, glycerin and sodium carboxymethyl cellulose (0.5 cc, 0.8 cc).</td>
<td>$205</td>
<td>CE marked.</td>
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<td>JUVINA – Deep Plus</td>
<td>Non-animal, cross-linked cohesive hyaluronic Acid 20 mg/ g in a sterile water for injection, glycerin and sodium carboxymethyl cellulose (0.5 cc, 0.8 cc).</td>
<td>$205</td>
<td>CE marked.</td>
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<td>JUVINA – Light Comfort</td>
<td>Non-animal, cross-linked cohesive hyaluronic Acid 20 mg/ g in a sterile water for injection, glycerin and sodium carboxymethyl cellulose (0.5 cc, 0.8 cc).</td>
<td>$205</td>
<td>CE marked.</td>
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<td>JUVINA – Moderate Comfort</td>
<td>Non-animal, cross-linked cohesive hyaluronic Acid 20 mg/ g in a sterile water for injection, glycerin and sodium carboxymethyl cellulose (0.5 cc, 0.8 cc).</td>
<td>$205</td>
<td>CE marked.</td>
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<td>JUVINA – Deep Comfort</td>
<td>Non-animal, cross-linked cohesive hyaluronic Acid 20 mg/ g in a sterile water for injection, glycerin and sodium carboxymethyl cellulose (0.5 cc, 0.8 cc).</td>
<td>$205</td>
<td>CE marked.</td>
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<tr>
<td>Merz Aesthetics</td>
<td>Belotero Balance – 22.5 mg/mL</td>
<td>Hylauronic 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>
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<td></td>
<td>Belotero Balance – 22.5 mg/mL</td>
<td>Hyaluronan 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>
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<td>Hylauronic 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>
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<td>Suneva Medical</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, distensible facial acne scars on the cheek in patients over the age of 21 years.</td>
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## Emerging Aesthetic Technologies Comparison Chart

<table>
<thead>
<tr>
<th>Supplier</th>
<th>Product</th>
<th>Technology</th>
<th>Applications</th>
<th>Price</th>
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</thead>
<tbody>
<tr>
<td>Apnex 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>Contact mfr.</td>
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<tr>
<td>BTL</td>
<td>EMSCULPT</td>
<td>HIFEM</td>
<td>Strengthening, firming and toning the abdomen, arms, buttocks, thighs and calves. All forms of female and male urinary incontinence. Cellulite.</td>
<td>Contact mfr.</td>
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<tr>
<td>Cutera</td>
<td>truSculpt-ID</td>
<td>Monopolar RF</td>
<td>Body sculpting.</td>
<td>Contact mfr.</td>
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<td></td>
<td>enlighten</td>
<td>Laser 532 nm, 670 nm, 1064 nm, 750 ps and 2 ns 532 nm and 1046 nm Laser</td>
<td>Tattoos and pigmentation. Vascular lesions, pigmentation, laser genesis.</td>
<td>Contact mfr.</td>
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<tr>
<td>DEKA</td>
<td>MonaLisa Touch</td>
<td>SmartXide Touch Fractional CO₂ Laser with PSD and Hi-Scan V2LR Scanning System</td>
<td>Feminine rejuvenation: restore natural physiological and mechanical mucosa conditions; improve reduced vaginal lubrication, vulvar itching and painful intercourse. PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), selectable free hand handpiece, TIFT touch screen monitor, Stack and Smart track delivery modes, dedicated patient database and user protocol storage. Open to colposcopy and laparoscopy attachments. Multidisciplinary. Feminine rejuvenation: restore natural physiological and mechanical mucosa conditions; improve reduced vaginal lubrication, vulvar itching and painful intercourse. PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), selectable free hand handpiece, TIFT touch screen monitor, Stack and Smart track delivery modes, dedicated patient database and user protocol storage. Multidisciplinary.</td>
<td>Contact mfr.</td>
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<tr>
<td>ENDOYMED Medical</td>
<td>PSR Fractional Skin Resurfacing</td>
<td>Fractional 3DEEP RF with Fractionated Pulse Mode (FPM)</td>
<td>Dermat skin remodeling, skin rejuvenation, skin resurfacing, wrinkles, acne and traumatic scars. FDA and CE cleared, Health Canada approved.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Fotona</td>
<td>StarWalker MaQX</td>
<td>Q-Switched PicQNano (523 nm, 585 nm, 650 nm, 1064 nm)</td>
<td>StarWalker FracTAT Tx creates micro-size holes in skin over the tattoo area prior to the main laser procedure. This pretreatment avoids the 'frosting' effect and allows shorter time between multiple passes, reducing the number of Tx sessions.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Lasering USA</td>
<td>MXT Pro / V-Lase</td>
<td>Non-Fractional, Non-Ablative CO₂</td>
<td>Safe, painless, non ablative CO₂ soft tissue therapy for gynecology, ENT, dentistry and dermatology.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Millennium Medical Technologies, Inc</td>
<td>Cellmyx</td>
<td>Autologous Adipose Tissue Transfer System</td>
<td>Cosmetic, plastic, reconstructive, orthopedic and pain management.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Quanta System</td>
<td>Discovery Pico</td>
<td>Picosecond, Q-Switched (not for Discovery Pico Derm) and Photo-Thermal 1064 nm Nd:YAG, Picosecond, Q-Switched (not for Discovery Pico Start), 532 nm Nd:YAG and Q-Switched 694 nm Ruby (only for Discovery Pico Plus). Up to 1.8 GW peak power. Pico-Boost Technology: OptiBeam II for fractional, square and round spots.</td>
<td>Benign pigmented lesions, tattoo removal, wrinkles and acne scars.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Discovery Pico Plus</td>
<td>Pulsed 1064 nm Nd:YAG and pulsed 755 nm Alexandrite series with up to three models. Super elliptical spot handpieces up to 24 mm; Performant scanner with rep. rates up to 15 Hz.</td>
<td>Dermatological vascular treatments, permanent hair reduction and wrinkles.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Discovery Pico Derm</td>
<td>Solid State 585 nm Laser with no consumables. Scanner controlled by a touchscreen. Optional spot sizes: 0.5, 1.15, 3 mm.</td>
<td>Benign vascular lesions and benign pigmented lesions.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>DEKA</td>
<td>Thunder Series</td>
<td>Pulsed 1064 nm Nd:YAG and pulsed 755 nm Alexandrite series with up to three models. Super elliptical spot handpieces up to 24 mm; Performant scanner with rep. rates up to 15 Hz.</td>
<td>Dermatological vascular treatments, permanent hair reduction and wrinkles.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>DeniWe (manufactured for Cartessa Aesthetics)</td>
<td>Solid State 585 nm Laser with no consumables. Scanner controlled by a touchscreen. Optional spot sizes: 0.5, 1.15, 3 mm.</td>
<td>Benign vascular lesions and benign pigmented lesions.</td>
<td>Contact mfr.</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. Benefits of a long-pulsed YAG (1064 nm) laser, an 810 nm diode laser and a long-pulsed Alexandrite (755 nm) laser combined in one platform. The Epilaze is the only system that includes all three of the gold standard hair removal wavelengths.</td>
<td>$57,495 - $44,995</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. Benefits of a long-pulsed YAG (1064 nm) laser, an 810 nm diode laser and a long-pulsed Alexandrite (755 nm) laser combined in one platform. The Epilaze is the only system that includes all three of the gold standard hair removal wavelengths.</td>
<td>$47,495 - $44,995</td>
</tr>
<tr>
<td></td>
<td>EpiLaze</td>
<td>Alexandrite, 810 nm, Long Pulsed YAG</td>
<td>Hair removal, tattoo removal, skin resurfacing, vascular reduction and pigment reduction. FDA approved for dermatological, gynecological and general surgery procedures. Benefits of a long-pulsed YAG (1064 nm) laser, an 810 nm diode laser and a long-pulsed Alexandrite (755 nm) laser combined in one platform. The Epilaze is the only system that includes all three of the gold standard hair removal wavelengths.</td>
<td>$57,495 - $44,995</td>
</tr>
<tr>
<td>Vydence Medical</td>
<td>ProDeep</td>
<td>Microfractional non-ablative laser; 1340 nm Nd:YAP</td>
<td>Subdermal non-ablative fractional skin resurfacing.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>WonTech Co., Ltd.</td>
<td>PICOCARE</td>
<td>Picosecond 532 nm and 1064 nm Nd:YAG laser; Various Handpieces: Zoom, Collimated, Dye (595 nm, 660 nm), HEXA MLA (3 – 5 mm, 6 – 10 mm)</td>
<td>Multi-colored tattoos, benign epidermal and dermal pigmented lesions, scars and skin rejuvenation.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Sandro Dual</td>
<td>Long-Pulsed 755 nm Alexandrite and 1064 nm Nd:YAG Laser with Hybrid Mode (sequential irradiations of 755 nm and 1064 nm or reverse order irradiation)</td>
<td>Hair reduction, benign pigment reduction, vascular lesions and skin rejuvenation.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>V Laser</td>
<td>Long-Pulsed 532 nm KTP and 1064 nm Nd:YAG Laser with Contact Cooling System</td>
<td>Superficial and deep vascular lesions, benign pigmented lesions, acne vulgaris and skin rejuvenation. Skin resurfacing, benign pigmented lesions, scars, wrinkles, enlarged pores and drug delivery.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Laviene</td>
<td>1927 nm Thulium Fractional Laser with Adjustable Pulse Duration, Energy, Shape and Scanner Size</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Zimmer MedizinSystems</td>
<td>Z Wave</td>
<td>Ballistic Radial Pulse Cold Air (up to -30° C)</td>
<td>Temporaty reduction in the appearance of cellulite. Skin cooling pre, intra and post laser treatments without interfering with the laser beam. Minimizes pain and thermal injury during laser and dermatological treatments. Temporary topical anesthetic relief for injections. Can be used for hair removal, tattoo removal and skin rejuvenation procedures.</td>
<td>Contact mfr.</td>
</tr>
</tbody>
</table>

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## Microneedling Devices Comparison Chart

<table>
<thead>
<tr>
<th>Supplier</th>
<th>Product</th>
<th>Technology</th>
<th>Applications</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aesthetics Biomedical</td>
<td>The Vivace Experience</td>
<td>Microneedling with RF</td>
<td>Fine lines and wrinkles.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Bellus Medical</td>
<td>SkinPen Precision</td>
<td>Mechanical Microneedling; FDA-Cleared; Single-Use Cartridge Unit; 14 32-Gauge Needles; Ergonomic Design; Cordless All-Day Charge</td>
<td>Facial acne scars for patients aged 22 and up. Clinically demonstrated, FDA-cleared microneedling device.</td>
<td>$4,995</td>
</tr>
<tr>
<td>Candela</td>
<td>Profound</td>
<td>Bipolar RF Microneedling</td>
<td>Jawline, submental area, wrinkles and cellulite.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Cutera</td>
<td>Secret RF</td>
<td>Fractional Radiofrequency Microneedling</td>
<td>Scars, fine lines and wrinkles.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Collagen P.I.N.</td>
<td>Collagen P.I.N.</td>
<td>Automated Microneedling; Single-Use 36/30 Gauge or Single-Use 12/32 Gauge Needle Cartridges; Cored or Cordless; Lifetime/Forever Warranty</td>
<td>Fine lines, wrinkles, acne scars, post surgery scars, skin tightening and retexturizing. Induction Therapies – specific post-microneedling products minimize complications and maximize results.</td>
<td>$2,995</td>
</tr>
<tr>
<td>DermapenWorld</td>
<td>Dermapen 4</td>
<td>Microneedling, Carboxy Therapy, Automated Meso Infusion, Cyro N2O Therapy</td>
<td>Acne, striae and surgical scarring, anti-aging and skin rejuvenation, pigmentation treatment, hair rejuvenation, lesions, cellulite, meso-injections and tattoo removal.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Dermapen Inject</td>
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<td></td>
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<tr>
<td></td>
<td>Dermapen Infuse with Tattool</td>
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<tr>
<td></td>
<td>Dermapen Cryo</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cutera</td>
<td>Dermapen 4</td>
<td>Microneedling, Carboxy Therapy, Automated Meso Infusion, Cyro N2O Therapy</td>
<td>Acne, striae and surgical scarring, anti-aging and skin rejuvenation, pigmentation treatment, hair rejuvenation, lesions, cellulite, meso-injections and tattoo removal.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>ENDYMED Medical</td>
<td>Intensif RF Microneedling</td>
<td>RF Microneedling using Fractionated Pulse Mode (FPM)</td>
<td>Dermal collagen remodeling, skin rejuvenation, deep wrinkle reduction, acne and traumatic scar reduction, stretch mark reduction. FDA and CE cleared, Health Canada approved.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Jeisys Medical</td>
<td>INTRAcel PRO</td>
<td>Fractional RF Microneedling</td>
<td>Disposable tips.</td>
<td>Contact mfr.</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.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>mesoestetic</td>
<td>m.pen(pro)</td>
<td>Microneedling</td>
<td>Anti-aging, skin rejuvenation, hair loss treatments, anti-stretch marks, double chin and depigmentation.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Rohrer Aesthetics</td>
<td>PiXel8-RF</td>
<td>Fractional RF Microneedling</td>
<td>With a single treatment skin will become smoother, tighter and more vital.</td>
<td>$39,995</td>
</tr>
</tbody>
</table>

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### Fractional Technologies Comparison Chart

<table>
<thead>
<tr>
<th>Supplier \nProduct Name</th>
<th>Device \nType</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>DEKA</td>
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</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>No per treatment consumables and no skin contact by handpiece. No service contracts. Portable (22 lbs.). All laser accessories, training and marketing package included.</td>
</tr>
<tr>
<td>Aesthetics Biomedical</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>The Viveux 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>Cutera</td>
<td></td>
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<td>neo pearl</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Secret RF</td>
<td></td>
<td></td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ENDYMED Medical</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PSR Fractional Skin Resurfacing Handpiece</td>
<td>Fractional RF</td>
<td>N/A</td>
<td>N/A</td>
<td>Various</td>
<td>Contact mfr.</td>
<td>PSR combines fractional ablation with 3DEEP deep volumetric heating, and offers superior skin penetration depth of 2.9 mm. Intense RF Microneedling with Fractionated Pulse Mode offers needle insertion depth of 5 mm (on the PRO) and non-insulated needles for deep volumetric heating of the dermis while protecting the epidermis.</td>
</tr>
<tr>
<td>Fotona</td>
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<td></td>
<td></td>
</tr>
<tr>
<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.</td>
<td>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>
</tr>
<tr>
<td>X5 Dynamics</td>
<td>Nd:YAG Q-Switch Pico / Nano</td>
<td>1064 nm</td>
<td>Up to 500 J/cm²</td>
<td>0.1 – 15 ms</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>StarWalker MaQX</td>
<td>Er:YAG</td>
<td>523 nm, 585 nm, 650 nm, 1064 nm</td>
<td>Up to 300 J/cm²</td>
<td>0.5 /uni00B5m</td>
<td>Contact mfr.</td>
<td>Exclusive PicoBoost technology to allow 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, 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.</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, 880 and 300 micron scanning handpieces, full range of cutting handpieces, micromanipulator and GYN handpiece for vaginal therapy. No disposables. Same as above.</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>Mixto VX Fractional scanner for non-ablative skin rejuvenation.</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 FD Nd:YAG / PicoSecond Nd:YAG</td>
<td>532 nm / 1064 nm</td>
<td>0.3 J (ps) / 0.6 J (ps); 2 J (us)</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 (not 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.</td>
</tr>
<tr>
<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); 0.4 J (ns); 0.8 J (ps/ns); 2 J (us)</td>
<td>400 ps; 6 ns; 12 ns / 450 ps; 6 ns; 12 ns / 250 μs</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Twain 2940</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>Up to 10 J/cm² (non-microbeam mode); up to 121 J/cm² (microwave beam mode)</td>
<td>0.3 – 1 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
</tbody>
</table>

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# Fractional Technologies Comparison Chart

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<th>Supplier Product Name</th>
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<th>Pulse Length</th>
<th>Price</th>
<th>Accessories</th>
</tr>
</thead>
<tbody>
<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>$37,495</td>
</tr>
<tr>
<td>Vydence Medical</td>
<td>ProDeep</td>
<td>Microfractional Non-Ablative 1340 Nd:YAP Laser</td>
<td>1340 nm</td>
<td>200 mJ/MTZ</td>
<td>3-20 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>GoSmooth</td>
<td>Microfractional Non-Ablative 1540 nm Er:Glass Laser</td>
<td>1540 nm</td>
<td>N/A</td>
<td>N/A</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>DualMode</td>
<td>Microfractional Ablative/Coagulative Er:YAG Laser</td>
<td>2940 nm</td>
<td>8 J</td>
<td>0.3 – 400 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Wontech Co., Ltd.</td>
<td>PICOCARE</td>
<td>Picosecond Nd:YAG Laser</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>Lavieen</td>
<td>Thulium Fractional Laser</td>
<td>1927 nm</td>
<td>10 W</td>
<td>01 – 10 ms</td>
<td>Contact mfr.</td>
</tr>
</tbody>
</table>

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## Product Profiles

**Epionce Daily Shield**  
Epionce Daily Shield Tinted SPF 50 provides sheer, broad spectrum protection that evens out skin tone while imparting a natural-looking, healthy glow. Perfect for all skin types, this very water-resistant formula is enhanced with botanical ingredients for anti-inflammatory and antioxidant benefits and is free from benzones, octocrylene and ecamsule.

**ETHEREA-MX**  
ETHEREA-MX is a versatile and powerful laser workstation. It can operate with up to seven unique, gold standard solid-state laser and light-based technologies, built into easy to use, plug-and-play handpieces. ETHEREA-MX offers over 70 FDA cleared treatment indications for all skin types in a compact and portable system that has proven its, technical reliability and ROI.

**TouchMD**  
TouchMD is the all-in-one aesthetic technology hub that educates patients in the waiting room and consult room, consistently captures and manages photos, provides digital charting/consents and allows patients to take their experience home to share what they learned with friends and family via the practice’s patient app.

Epionce: 866-EPIONCE (374-6623) or visit www.epionce.com

TouchMD: 435-867-0077 or visit www.TouchMD.com

Vydence Medical: +55 16 3306 5050 or visit www.vydence.com
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<td><strong>Aerolase</strong></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Neo Elite</td>
<td>Laser</td>
<td>650 µm 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>
</tr>
<tr>
<td>Era</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>Up to 1040 µJ</td>
<td>300 µs</td>
<td>Contact mfr:</td>
<td></td>
</tr>
<tr>
<td><strong>Aesthetics Biomedical</strong></td>
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<td>70 W</td>
<td>100 – 800 ms</td>
<td>Contact mfr:</td>
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</tr>
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<td><strong>Cutera</strong></td>
<td></td>
<td></td>
<td></td>
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<td></td>
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</tr>
<tr>
<td>neo excel V+ enlighten (Pico Genesis)</td>
<td>Laser</td>
<td>1064 nm</td>
<td>Up to 300 J/cm²</td>
<td>Up to 300 ms</td>
<td>Contact mfr:</td>
<td>Optional IPL handpieces. Dermastat pen.</td>
</tr>
<tr>
<td></td>
<td>Laser</td>
<td>532 nm, 1064 nm</td>
<td>Up to 300 J/cm²</td>
<td>Up to 300 ms</td>
<td>Contact mfr:</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Laser</td>
<td>532 nm / 670 nm / 1064 nm</td>
<td>Up to 300 J/cm²</td>
<td>Up to 300 ms</td>
<td>Contact mfr:</td>
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<tr>
<td><strong>Cynosure</strong></td>
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<tr>
<td>TempSure Envi</td>
<td>Monopolar Radiofrequency Platform Aesthetic Laser</td>
<td>N/A</td>
<td>300 W with 4 MHz RF delivery</td>
<td>MaxG IPL Handpiece: Up to 80 J/cm²</td>
<td>N/A</td>
<td>Contact mfr:</td>
</tr>
<tr>
<td>Icon</td>
<td>1540 nm, 2940 nm and 1064 nm</td>
<td>532 nm, 1064 nm</td>
<td>Up to 300 J/cm²</td>
<td>Up to 300 ms</td>
<td>Contact mfr:</td>
<td>Optional diode laser module.</td>
</tr>
<tr>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>PicoSure</td>
<td>Picospeed Aesthetic Laser</td>
<td>532 nm, 755 nm, 1064 nm</td>
<td>Up to 72 J/cm²</td>
<td>165 – 200 µJ</td>
<td>550 – 750 ps</td>
<td>Contact mfr:</td>
</tr>
<tr>
<td>DEKA</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SmartKidx DOT</td>
<td>Fractional CO₂</td>
<td>10.6 µm</td>
<td>50 W max</td>
<td>200 – 2000 µs</td>
<td>Contact mfr:</td>
<td>DOT Scanner and Free hand handpiece; touch screen monitor, Stack feature, Smart Track delivery mode, Smart Pulsed, patient database, CW, PW, traditional and fractional scanning modes available. PSD technology with selectable pulse shape (SP, DP, UV, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner with RF feature, Free hand, TFT touch screen monitor, Stack 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>SmartKidx²</td>
<td>Fractional CO₂</td>
<td>10.6 µm</td>
<td>80 W max</td>
<td>100 – 2000 µs</td>
<td>Contact mfr:</td>
<td></td>
</tr>
<tr>
<td>SmartKidx Touch</td>
<td>Fractional CO₂</td>
<td>10.6 µm</td>
<td>60 W max</td>
<td>100 – 2000 µs</td>
<td>Contact mfr:</td>
<td>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, TFT touch screen monitor, Stack 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>SmartKidx Tetra</td>
<td>Fractional CO₂</td>
<td>10.6 µm</td>
<td>50 W max</td>
<td>100 – 2000 µs</td>
<td>Contact mfr:</td>
<td>Interchangeable snap-on filters; integrated skin contact cooling; lamp water cooling; transportable. 31 cm² or 62 cm² spot area available. IR filter available for increased skin tightening.</td>
</tr>
<tr>
<td>MinSilk FT</td>
<td>Pulsed Light System</td>
<td>500 nm, 520 nm, 550 nm, 600 nm, 650 nm</td>
<td>2 – 2.5 J/cm²</td>
<td>2 – 85 ms (1.3 pulses)</td>
<td>Contact mfr:</td>
<td></td>
</tr>
<tr>
<td>Synchro FT</td>
<td>Multi-Functional Platform</td>
<td>1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm, 600 nm, 650 nm</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 – 40 ms LP (1.3 pulses) / From 3 – 8 ms</td>
<td>Contact mfr:</td>
<td>Five application-specific handpieces. Top hat technology and Auto Spot Size Recognition System; contact cooling or optional external cooling connections; delivery pulse settings available; patient database and protocols. IPL: five optional filters, 30,000 shots guaranteed. No disposables. Alex emission: 5 Hz and high power (125 W) system. Nd:YAG laser module: 180 W with up to 27,000 W pulse peak power; three delivery pulse designs and adjustment feature for Alexandrite and Nd:YAG. Twelve application handpieces up to 24 mm. Auto Spot Size Recognition System. Top hat technology; contact cooling or optional external cooling connections; patient database and protocols; IPL: five filters (optional) with enhanced vascular capabilities; 500 G. No disposables.</td>
</tr>
<tr>
<td>Synchro REPLAY</td>
<td>Multi-Functional Platform</td>
<td>755 nm Alexandrite / 1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm, 600 nm, 650 nm</td>
<td>63.5 J (max) / 125 W (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></td>
</tr>
<tr>
<td>Motus AY</td>
<td>High Frequency Alexandrite / Nd:YAG Laser</td>
<td>755 nm / 1064 nm</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:</td>
<td>Transportable device, integrated Peltier skin contact cooling. Up to 20 mm spot area with up to 50 Hz rep. rate on both Nd:YAG and Alex wavelengths. Proprietary new MoviBio technology functionality for painless and smokeless hair removal. Additional standard handpiece for vascular, skin rejuvenation and other dermatology indications.</td>
</tr>
</tbody>
</table>

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<table>
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<tr>
<th>Supplier</th>
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<th>Device Type</th>
<th>Wavelength (nm)</th>
<th>Energy Output (Joules)</th>
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<th>Price</th>
<th>Accessories</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENDYMED Medical</td>
<td>PRO</td>
<td>RF</td>
<td>N/A</td>
<td>85 W</td>
<td>Various</td>
<td>Contact mfr.</td>
<td>iFine, Small, Mini-Shaper, Shaper, Intensif RF microneedling, FSR fractional skin resurfacing and Contour handpieces.</td>
</tr>
<tr>
<td>ENDYMED Medical</td>
<td>PURE 2.0</td>
<td>RF</td>
<td>N/A</td>
<td>65 W</td>
<td>Various</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>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.</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>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.</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>Fotona</td>
<td>XS Dynamis</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. Nd:YAG handpieces: 2 – 20 mm spot sizes.</td>
</tr>
<tr>
<td>Fotona</td>
<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>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. Nd:YAG handpieces: 2 – 20 mm spot sizes.</td>
</tr>
<tr>
<td>Fotona</td>
<td>GQ 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, 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. Nd:YAG handpieces: 2 – 20 mm spot sizes.</td>
</tr>
<tr>
<td>Fotona</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. 5-11: Nd:YAG scanner: 42 cm² Tx area. Nd:YAG handpieces: 2 – 20 mm spot sizes.</td>
</tr>
<tr>
<td>Fotona</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. 5-11: Nd:YAG scanner: 42 cm² Tx area. Nd:YAG handpieces: 2 – 20 mm spot sizes.</td>
</tr>
<tr>
<td>Fotona</td>
<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>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. Nd:YAG handpieces: 2 – 20 mm spot sizes.</td>
</tr>
<tr>
<td>Fotona</td>
<td>StarWalker MaQX</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>R228, R29, R58, R585, R650, FS20, FS20A, FS20B, FS500, up to 20 mm spot size.</td>
</tr>
</tbody>
</table>

**Technology Comparison Chart**

<table>
<thead>
<tr>
<th>Supplier</th>
<th>Device Name</th>
<th>Technology 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>InMode</td>
<td>Lumeeva/ Optimas Workstation</td>
<td>Spectrum Shifted IPL</td>
<td>515 – 1200 nm, 580 – 1200 nm</td>
<td>10 – 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>InMode</td>
<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>InMode</td>
<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 Dennis approach to treatment. Safe on ethnic skin.</td>
</tr>
<tr>
<td>InMode</td>
<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>InMode</td>
<td>Morpheus8</td>
<td>RF</td>
<td>N/A</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td>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>
</tbody>
</table>

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<table>
<thead>
<tr>
<th>Supplier Product Name</th>
<th>Device Type</th>
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<th>Energy Output (Joules)</th>
<th>Pulse Length</th>
<th>Price</th>
<th>Accessories</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Lasering USA</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SLM E30 MIXto SX</td>
<td>CO₂</td>
<td>10,600</td>
<td>0.5 – 30 W</td>
<td>2.5 – 16 ms</td>
<td></td>
<td>Patented chopped CW fractional scanner; 20 x 20 mm, 180 micron scanning handpiece; 300 micron scanning handpiece, full cut of cutting handpiece, micromanipulator and GYN handpiece for vaginal therapy. No disposables.</td>
</tr>
<tr>
<td>SLM EVOLUTION II MIXto PRO</td>
<td>CO₂, LBO Diode</td>
<td>10,600</td>
<td>0.5 – 30 W, 01 – 5 W</td>
<td>2.5 – 16 ms</td>
<td></td>
<td>Same as above. MIXto VX Fractional scanner for non-ablative skin rejuvenation. Focusing handpieces with spot sizes of 0.3 mm, 0.5 mm, 1.0 mm, 15 mm. No disposables.</td>
</tr>
<tr>
<td><strong>Lutronic</strong></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</td>
<td>Up to 240 mJ</td>
<td>Ultra Pulse: 40 – 1,000 μs Super Pulse: 1 – 5 ms</td>
<td></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 – 1000 ms</td>
<td></td>
<td></td>
</tr>
<tr>
<td>LaserMD</td>
<td>Thulium Laser</td>
<td>1927</td>
<td>1 – 20 mJ</td>
<td>N/A</td>
<td></td>
<td></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></td>
<td>The 927 nm Thulium wavelength can treat all skin types to improve skin damage, fine lines, stubborn pigment and skin health/luminosity. The included Multi-Modal 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. 1.8 GW 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 Beam and 6 – 10 mm Collimated Toning handpieces, designed to effectively remove/reduce unwanted pigment and increase collagen. High peak power 0.24 GW nanosecond platform achieves efficacious results in pigment clearance, collagen stimulation and acne (scar) improvements.</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></td>
<td></td>
</tr>
<tr>
<td><strong>Quanta System</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Discovery Pico Derm</td>
<td>Picosecond FD / Nd:YAG</td>
<td>532 nm / 1064 nm</td>
<td>0.3 J /psi / 0.6 J / psi; 2 μJ</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. Exlusive PicoBoost technology allows emissions in pico, nano (not for Discovery Pico Derm) or microsecond. OptiBeam II technology for flat-top round, square and fractional spots. Spot sizes available: 3, 4.5, 6, 7.5, 10.5 mm round; 4.5 x 4.5, 7.5 x 7.5, 10.5 x 10.5 mm round, for both wavelengths up to 10 Hz with handpiece and 15 Hz with scanner. Optional handpieces for the EVO Series, Discovery Pico / Discovery Pico Plus. Optional skin cooling integrated. Spot sizes available for pulsed 765 nm from 6-16 mm; pulsed 532 nm from 2.6 mm; pulsed 1064 nm from 2.6 mm; pulsed 1320 nm (optional) from 6.10 mm. Twain IPL and Twain 2940 optional for Discovery Pico and Discovery Pico Plus.</td>
</tr>
<tr>
<td>Discovery Pico / Discovery Pico Plus</td>
<td>Picosecond FD / Nd:YAG</td>
<td>532 nm / 1064 nm / 694 nm</td>
<td>0.3 J /psi / 0.6 J / psi; 2 μJ / 1.2 μJ; 2 μJ</td>
<td>400 ps; 6 ns; 12 ns / 450 ps; 6 ns; 12 ns; 250 μs / 30 ns; 2 ms</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Q-Plus - EVO Series</td>
<td>Multi-Application</td>
<td>1064 nm / 532 nm / 694 nm / 1064 nm / 532 nm / 1320 nm (optional) / 755 nm</td>
<td>Up to 735 J/cm² / up to 15 J/cm² / up to 35 J/cm² / up to 50 J/cm²</td>
<td>6 ns / 12 ns; 250 μs / 6 ns / 12 ns / 30 ns / 2 ps / 0.3 – 300 ms / 2 – 25 ms / 5 – 10 ms / 0.3 – 300 ms</td>
<td></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 modes: 3, 4.5, 6, 7.5, 10.5 mm round; 3x3.4, 5x5, 7x7, 10x10 mm square. Optional handpieces for the EVO Series, Discovery Pico / Discovery Pico Plus. Optional skin cooling integrated. Spot sizes available for pulsed 765 nm from 6-16 mm; pulsed 532 nm from 2.6 mm; pulsed 1064 nm from 2.6 mm; pulsed 1320 nm (optional) from 6.10 mm. Twain IPL and Twain 2940 optional for Discovery Pico and Discovery Pico Plus.</td>
</tr>
<tr>
<td>Light - EVO Series</td>
<td>Multi-Application</td>
<td>755 nm / 1064 nm / 1320 nm (optional)</td>
<td>Up to 60 J/cm² / up to 15 J/cm² / up to 30 J/cm² / up to 35 J/cm²</td>
<td>0.3 – 300 ms / 2 – 25 ms / 300 ms / 5 – 10 ms</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 30 J/cm²</td>
<td>0.3 – 300 ms / 0.3 – 300 ms</td>
<td></td>
<td>Skin Cryo air adiopater 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. Twain Series models: THUNDER HR (pulsed 765 nm), THUNDER VT (pulsed 1064 nm), THUNDER HR (pulsed 765 nm / 1064 nm). Handpiece spot sizes up to 24 mm; rep. rates 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></td>
<td>Optional handpieces for the EVO Series and Discovery PICO / PICO Plus. Optional skin cooling integrated. Spot sizes: 48x13 mm² or 25x19 mm². Twain 2940 optional for Discovery PICO / PICO Plus. Optional skin cooling integrated. Spot sizes available: 2, 4, 9, 9 dots array.</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 ms – 1 ms</td>
<td></td>
<td>Optional handpieces for the EVO Series, Discovery PICO / PICO Plus. Spot sizes available: 2, 4, 9, 9 dots array.</td>
</tr>
<tr>
<td>Rohrer Aesthetics, LLC</td>
<td>Phoenix CO₂ Laser</td>
<td>10,600</td>
<td>Adjustable up to 200 mJ / point</td>
<td>Adjustable up to 20 ms</td>
<td>$37,495</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>
</tbody>
</table>

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### Skin Rejuvenation Comparison Chart

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<tr>
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<tbody>
<tr>
<td>Rohrer Aesthetics, LLC - continued</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>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>450 ps</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Vydence Medical</td>
<td>IntenseIR</td>
<td>Nd:YAG Q-switched, Dual-Wavelength Laser Handpiece</td>
<td>532 nm, 1064 nm</td>
<td>532 nm: 500 mJ, 1064 nm: 1300 mJ</td>
<td>PTP Mode: 1600 mJ, Genesis mode: 2500 mJ</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>ACROMA-QS</td>
<td>IntenseIR</td>
<td>High-Powered, Halogen Lamp, Pre/Post-Cooled Infrared Light Handpiece</td>
<td>850 – 1800 nm</td>
<td>30 J/cm²</td>
<td>3 – 10 seconds</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>IPL-Sq</td>
<td>IntenseIR</td>
<td>Square-Wave Pulse IPL Handpiece</td>
<td>400 – 1200 nm</td>
<td>33 J/cm²</td>
<td>Up to 100 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Wontech Co., Ltd.</td>
<td>PASTELLE</td>
<td>Q-Switched Nd:YAG Laser</td>
<td>532 nm, 1064 nm</td>
<td>4 – 48 ns (QS mode) / 80 – 480 µs (Genesis mode)</td>
<td>Handpiece cooling systems: skin cooling system and sapphire window contact cooling; foot switch spot size from 2.1 mm.</td>
<td></td>
</tr>
<tr>
<td>VascuTips: 8 mm and 12x12 mm.</td>
<td>V-laser</td>
<td>Long-Pulsed KTP / Nd:YAG Laser</td>
<td>532 nm / 1064 nm</td>
<td>2 – 100 ms (long)</td>
<td>Handpiece cooling systems: skin cooling system and sapphire window contact cooling; foot switch spot size from 2.1 mm.</td>
<td></td>
</tr>
<tr>
<td>VascuTips: 8 mm and 12x12 mm.</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>0.2 – 300 ms / 0.2 – 300 ms / 5 – 50 ms</td>
<td>Spot size: 2, 3, 5, 10, 12, 15, 18, 20 mm; Skin Cooling Spray (SCS).</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.

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**EMSELLA**

BTL Emselfa revolutionizes both the women’s and men’s intimate health and wellness categories by providing those suffering from incontinence with a completely non-invasive option. The patient remains fully clothed while one’s pelvic floor is stimulated by 11,800 electro-magnetic contractions in a 28 minute session. After two sessions per week for three weeks patients experience regained control over pelvic floor muscles and bladder. Studies report a decrease in the usage of pads and an increased quality of life. Noted side effects include sexual sensitivity and local blood circulation.

**Hydroimpact**

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

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**Product Profiles**

**BTL:** 866-285-1656 or visit www.bodybybtl.com

**Hydroimpact**

**Millennium Medical Products**

Millennium Medical Technologies (MMT) specializes in comprehensive solutions and products that support harvesting, processing and deployment of autologous tissue and cells. MMT makes autologous tissue and cell procedures safe, reproducible and cost-effective.

**Dermatology**

*AMA/Meditime Co., Ltd.: 909-274-7700 or visit www.meditimeusa.com*

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**Skin Rejuvenation Comparison Chart**

November/December 2019 | www.aestheticchannel.com
# 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 Elite</td>
<td>650 µNd: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></td>
</tr>
<tr>
<td>Cutera 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></td>
</tr>
<tr>
<td>DEKA SmartXide DOT</td>
<td>Fractional CO₂</td>
<td>10.6 µm</td>
<td>50 W max</td>
<td>200 – 2000 µs</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Fractional CO₂</td>
<td>10.6 µm</td>
<td>80 W max</td>
<td>100 – 2000 µs</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Fractional CO₂</td>
<td>10.6 µm</td>
<td>60 W max</td>
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<tr>
<td></td>
<td>Fractional CO₂</td>
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<td>50 W max</td>
<td>100 – 2000 µs</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Synchro FT Multi-Functional Platform</td>
<td>1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm; 600 nm, 650 nm</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; 5.3 pulses / From 3 – 8 ms</td>
<td>Contact mfr.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Synchro REPLA/Y Multi-Functional Platform</td>
<td>755 nm Alexandra / 1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm; 600 nm, 650 nm</td>
<td>62.5 J (max) – 125 W (max) / 120 J – 180 W (max) SP; 120 J (max) / 160 J (max) energy per pulse</td>
<td>From 2 – 50 ms (single pulse); from 4 – 80 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></td>
<td></td>
</tr>
<tr>
<td>Motus AY High Frequency Alexandrite / Nd:YAG Laser</td>
<td>755 nm / 1064 nm</td>
<td>Up to 30 J / up to 60 J</td>
<td>From 2 – 50 ms (single pulse); from 4 – 80 ms (Twins pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode</td>
<td>Contact mfr.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ENDYMED Medical Pico, Pure 2.0</td>
<td>RF</td>
<td>N/A</td>
<td>85 W</td>
<td>Various</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Fotona SP Dynamics 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></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.1 – 50 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Nd:YAG</td>
<td>523 nm, 585 nm, 650 nm, 1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>Contact mfr.</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Er:YAG</td>
<td>1064 nm /1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.1 – 50 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Nd:YAG</td>
<td>523 nm, 585 nm, 650 nm, 1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>Contact mfr.</td>
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<td>Er:YAG</td>
<td>1064 nm /1064 nm</td>
<td>Up to 600 J/cm²</td>
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<td>Nd:YAG</td>
<td>523 nm, 585 nm, 650 nm, 1064 nm</td>
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<td>0.1 – 50 ms</td>
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<td>Nd:YAG</td>
<td>523 nm, 585 nm, 650 nm, 1064 nm</td>
<td>Up to 600 J/cm²</td>
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<tr>
<td></td>
<td>Er:YAG</td>
<td>1064 nm /1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.1 – 50 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Nd:YAG</td>
<td>523 nm, 585 nm, 650 nm, 1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>Contact mfr.</td>
<td></td>
<td></td>
</tr>
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<th>Accessories</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jeisys Medical</td>
<td>INTRAcel PRO</td>
<td>RF Microneedle</td>
<td>N/A</td>
<td>Up to 78.4 J/cm²</td>
<td>N/A</td>
<td>Contact Perige Medical</td>
<td>Disposable tips</td>
</tr>
<tr>
<td>Lutronic</td>
<td>Q-Plus - EVO Series</td>
<td>Q-switched Nd:YAG / Pulsed Nd:YAG</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>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Lutronic</td>
<td>Thulium Laser</td>
<td>Thulium Laser</td>
<td>1927 nm</td>
<td>1 – 20 mJ</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Lutronic</td>
<td>PicoPlus</td>
<td>Nd:YAG Picosecond and Nanosecond 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></td>
</tr>
<tr>
<td>Lutronic</td>
<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></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 (µJ)</td>
<td>450 ps; 250 µs</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Quanta System</td>
<td>Discovery Pico / Discovery Pico Plus</td>
<td>Picosecond Nd:YAG / Pulsed Nd:YAG (optional)</td>
<td>1064 nm</td>
<td>Up to 375 J/cm² (ps); 50 J/cm² (µJ) up to 39 J/cm²</td>
<td>6 ns; 12 ns; 250 µs / 5 – 10 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Quanta System</td>
<td>Q-Plus - EVO Series</td>
<td>Multi-Application Platform: Q-Switched Nd:YAG / Pulsed Nd:YAG (optional)</td>
<td>1064 nm / 120 nm (optional)</td>
<td>Up to 35 J/cm²</td>
<td>5 – 10 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Quanta System</td>
<td>Light - Evo Series</td>
<td>Multi-Application Platform: Pulsed Nd:YAG (optional)</td>
<td>1320 nm (optional)</td>
<td>Up to 35 J/cm²</td>
<td>5 – 10 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Quanta System</td>
<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>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Quanta System</td>
<td>Twain 2940 (only acne scars)</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 – 1 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Vydecence Medical</td>
<td>IPL-Sq</td>
<td>Square-Wave Pulse IPL Handpiece</td>
<td>400 – 1200 nm</td>
<td>33 J/cm²</td>
<td>Up to 100 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Wentech Co., Ltd.</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>
<td>Various handpieces with zoom (2 – 10 mm), collimated (7mm), dye (595mm, 660nm / 3mm), HEXA MLA (3 – 5 mm, 6 – 10 mm)</td>
</tr>
<tr>
<td>Wentech Co., Ltd.</td>
<td>Cosjet SR</td>
<td>Long Pulsed Nd:YAG Laser</td>
<td>1064 nm / 320 nm</td>
<td>50 J (1064 nm), 16 J (1320 nm)</td>
<td>0.3 – 1 ms (short); 1 – 100 ms (long)</td>
<td>Contact mfr.</td>
<td>Handpiece cooling systems: skin cooling system and sapphire window contact cooling, foot switch spot sizes from 2 – 10 mm, dual cooling system with Skin Cooling Spray (SCS) and contact cooling.</td>
</tr>
<tr>
<td>Wentech Co., Ltd.</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>
<td>Spot size from 2 – 12 mm and contact cooling system with a 16 mm sapphire window.</td>
</tr>
</tbody>
</table>

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### Hair Removal Comparison Chart

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<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>InMode</td>
<td>Diodlate 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 (SCP - Pre, Parallel, Post). No consumables.</td>
</tr>
<tr>
<td>Triton DuoLight / Triton 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>Triton DuoDark / Triton 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>Quanta System</td>
<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 microscend 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 adapter, 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 1064 nm / 1520 nm (optional)); MDK 2 (Q-switched 532 nm / 1064 nm and pulsed 755 nm).</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>
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<tbody>
<tr>
<td><strong>Quanta System - continued</strong></td>
<td></td>
<td></td>
<td></td>
<td></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>Light-EVO Series models: Light A (pulsed 755 nm); Light B (pulsed 1064 nm/1320 nm; optional); Light C (pulsed 1064 nm/1320 nm; optional) / 532 nm; Light 4V (pulsed 1064 nm / 1320 nm [optional] / 532 nm, pulsed 755 nm). Skin Cryo air adapter integrated with laser handpiece and software integrated cooling system. Optional powerful available scanner 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) Multiple handpieces; spot sizes up to 24 mm; rep. rate for both wavelengths up to 10 Hz with handpieces and 15 Hz with scanner. Optional handpieces for the EVO Series and Discovery Pico/Pico Plus. Optional skin cooling integrated. Spot sizes: 48x13 mm² or 25x13 mm².</td>
</tr>
<tr>
<td>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></td>
</tr>
<tr>
<td>Twain IPL</td>
<td>Pulsed Light</td>
<td>550 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></td>
</tr>
<tr>
<td><strong>Revenue Cure, Inc.</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DioLux</td>
<td>Diode</td>
<td>808 nm</td>
<td>N/A</td>
<td>Variable for all skin types</td>
<td>$40,000</td>
<td>Included.</td>
</tr>
<tr>
<td><strong>Rohrer Aesthetics, LLC</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Spectrum</td>
<td>Diode Laser</td>
<td>810 nm</td>
<td>N/A</td>
<td>Adjustable up to 400 ms</td>
<td>$57,495</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 - 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. Optional handpieces for the EVO Series and Discovery Pico/Pico Plus. Optional skin cooling integrated. Spot sizes: 48x13 mm² or 25x13 mm².</td>
</tr>
<tr>
<td>EpiLaze</td>
<td>Alexandrite, 810 nm, long Pulsed YAG</td>
<td>755 nm, 810 nm, 1064 nm</td>
<td>S – 10 J/cm²</td>
<td>Adjustable from 5 ms up to 400 ms</td>
<td>$44,995</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.

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**Epionce Purifying Wash and Purifying Spot Gel**

Introducing the new, powerful acne-fighting duo from Epionce – Purifying Wash and Purifying Spot Gel. Purifying Spot Gel was clinically proven in a head-to-head study to clear acne blemishes faster than the leading prescription clindamycin/benzoyl peroxide product. Designed specifically for adult acne, the unique Epionce approach to clearing blemishes combines new moieties of traditional acne-fighting ingredients with botanicals that provide proven therapeutic benefit – all without dryness, irritation or redness. Clinical study on file at Episciences, Inc.

**Lavieen**

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

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**Episciences, Inc.:** 866-374-6623 or visit [www.epionce.com](http://www.epionce.com)

**Cutera:** 415-657-5500 or visit [www.cutera.com](http://www.cutera.com)

**Wontech Co., Ltd.:** 267-803-6880 or visit [www.wtlaser.com](http://www.wtlaser.com)
<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 Elite</td>
<td>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>36 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>V650</td>
<td>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>xeo xeo v+</td>
<td>Laser / Limelight Laser</td>
<td>1064 nm / 520 – 1000 nm, 980 nm, 1064 nm</td>
<td>300 J/cm² / 30 J/cm²</td>
<td>Up to 300 ms / Automatic to 60 ms</td>
<td>Contact mfr.</td>
<td>Dermastat pen.</td>
</tr>
<tr>
<td></td>
<td>excel V+</td>
<td>High Frequency Alexandrite / Nd:YAG Laser</td>
<td>755 nm / 1064 nm</td>
<td>Up to 30 J / up to 60 J</td>
<td>From 2 – 50 J (single pulse), from 4 – 80 ms (Twin pulse) / From 0.2 – 12 ms LP mode</td>
<td>Contact mfr.</td>
<td>Five different application-specific handpieces. Top hat technology and Auto Spot Size Recognition System; contact cooling or optional external cooling connections; delivery pulse settings available; patient database and protocols; IPL: five optional filters, 30,000 shots guaranteed. No disposables.</td>
</tr>
<tr>
<td>DEKA</td>
<td>Synchro FT</td>
<td>Multi-Functional Platform</td>
<td>1064 nm ND:YAG / IPL: 500 nm, 520 nm, 550 nm, 600 nm, 650 nm</td>
<td>700 J/cm² (max) SP and LP / 160 J (max) energy per pulse</td>
<td>From 0.8 – 10 ms SP, from 3 – 8 ms</td>
<td>Contact mfr.</td>
<td>Interchangeable snap-on filters; integrated skin contact cooling; lamp water cooling; transportable. 3.1 cm² or 6.2 cm² spot area available; IR filter available for increased skin tightening.</td>
</tr>
<tr>
<td></td>
<td>MiniSilk FT</td>
<td>Pulsed Light System</td>
<td>500 nm, 520 nm, 550 nm, 600 nm, 650 nm</td>
<td>2 – 2.5 J/cm²</td>
<td>2 – 85 ms (1-3 pulses)</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></td>
<td>Synchro REPLA-Y</td>
<td>Multi-Functional Platform</td>
<td>755 nm Alexandrite / 1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm, 600 nm, 650 nm</td>
<td>63.5 J (max) – 125 W (max) / SP: 120 W (max) / 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>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></td>
<td>Motus AY</td>
<td>High Frequency Alexandrite / Nd:YAG Laser</td>
<td>755 nm / 1064 nm</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 0.2 – 12 ms LP mode</td>
<td>Contact mfr.</td>
<td>Transportable device, integrated Peltier skin contact cooling. 500 mm, 520 mm, 550 mm, 600 mm, 650 mm vascular lesion application via standard optional handpieces. Up to 20 mm spot area available with up to 10 Hz rep. rate on both Nd:YAG and Alex wave-lengths. DEKA’s 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, 1688 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 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>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>5 – 20 ns, 250 µs</td>
<td>Contact mfr.</td>
<td>F-Runner, fractional Er:YAG scanner: 250 µm spot size, 1688 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>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>S-11: Nd:YAG scanner: 42 cm² Tx area. 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>S-11: Nd:YAG scanner: 42 cm² Tx area. 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>F-Runner, fractional Er:YAG scanner: 250 µm spot size, 1688 mm² Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm² Tx area. Er:YAG handpieces: 0.25 – 12 mm spot sizes.</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; R31/R32 with 2 – 8 mm spot sizes; Nd:YAG handpieces: 2 – 20 mm spot sizes.</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/cm²</td>
<td>580 ps, 0.6 – 50 ms, 5 ns / Hybrid Pico in Nano, Fractional</td>
<td>Contact mfr.</td>
<td>R28, R29, R38, R585, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.</td>
</tr>
<tr>
<td>InMode</td>
<td>Vasculaze</td>
<td>Diode</td>
<td>1064 nm</td>
<td>40 – 300 J/cm²</td>
<td>5 – 100 ms</td>
<td>Contact mfr.</td>
<td>1064 nm</td>
</tr>
</tbody>
</table>
## Vascular Technology 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><strong>Laserin USA</strong></td>
<td>Velure S5 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: 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. Focusing handpieces with spot sizes of 0.3 mm, 0.5 mm, 1.0 mm, 1.5 mm. No disposables.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Velure S5</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></td>
</tr>
<tr>
<td><strong>Lutronic</strong></td>
<td>Clarity</td>
<td>Alexandrine 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: 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></td>
<td>Clarity II</td>
<td>Alexandrine 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: 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><strong>Quanta System</strong></td>
<td>DenaVe (manufactured for Cartessa Aesthetics)</td>
<td>Solid State Laser</td>
<td>585 nm</td>
<td>Up to 63 J/cm²</td>
<td>0.25 – 8000 ms</td>
<td>Contact mfr: Solid state laser with no consumables. Spot sizes: 0.5, 1.15, 3 mm; Optional scanner with max. scanning area of 1.8x1.8 cm.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Q-Plus - EVO Series</td>
<td>Multi-Application Platform: Pulsed Nd:YAG / Pulsed ND:YAG</td>
<td>1064 nm / 532 nm</td>
<td>Up to 300 J/cm² / up to 95 J/cm²</td>
<td>0.3 – 300 ms / 2 – 25 ms</td>
<td>Contact mfr: 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 aspirator; rep. rates up to 10 Hz. Spot sizes available for pulsed 532 nm Nd:YAG from 2-6 mm; pulsed 1064 nm Nd:YAG from 2-16 mm.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Light - Evo Series</td>
<td>Multi-Application Platform: Pulsed ND:YAG / Pulsed ND:YAG</td>
<td>532 nm / 1064 nm</td>
<td>Up to 95 J/cm² / up to 300 J/cm²</td>
<td>2 – 25 ms / 0.3 – 300 ms</td>
<td>Contact mfr: 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 1064 nm / 1320 nm [optional]); MDK 2 (Q-switched 532 nm / 1064 nm and pulsed 755 nm). Light - Evo Series models: Light B (pulsed 1064 nm / 1320 nm [optional]; Light A Star (pulsed 1064 nm / 1320 nm [optional]; pulsed 755 nm); Light C (pulsed 1064 nm / 1320 nm [optional] / 532 nm); Light 4 (pulsed 1064 nm / 1320 nm [optional] / 532 nm, pulsed 755 nm).</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Thunder Series</td>
<td>Multi-Application Platform: Pulsed Nd:YAG</td>
<td>1064 nm</td>
<td>Up to 300 J/cm²</td>
<td>0.3 – 300 ms</td>
<td>Contact mfr: Skin Cryo air aspirator 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 (1064 nm), Thunder (pulsed 755 nm / 1064 nm). Multiple handpieces with 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></td>
<td>Twin IPL</td>
<td>Pulsed Light</td>
<td>570 – 1200 nm / 550 – 1200 nm</td>
<td>Up to 25 J/cm²</td>
<td>5 – 40 ms (pulses train duration up to 240 ms)</td>
<td>Contact mfr: Optional handpieces for the EVO Series and Discovery PICO/Pico Plus. Optional skin cooling integrated. Spot sizes: 48x3 mm² / 25x3 mm².</td>
<td></td>
</tr>
<tr>
<td><strong>Rohrer Aesthetics, LLC</strong></td>
<td>Spectrum</td>
<td>YAG Laser</td>
<td>1064 nm</td>
<td>50 J/cm²</td>
<td>Adjustable up to 10 ms</td>
<td>$57,495 (fully loaded); $29,995 (with single handpiece)</td>
<td></td>
</tr>
<tr>
<td><strong>Vydence Medical</strong></td>
<td>LongPulse</td>
<td>Short/Long-Pulsed Nd:YAG Laser Handpiece</td>
<td>1064 nm</td>
<td>500 J/cm²</td>
<td>0.3 – 100 ms</td>
<td>Contact mfr: Laser handpiece for the ETHEREA-MX platform featuring a built-in air cooling system adapter; five spot sizes available: 1, 2, 3, 6 and 9 mm handpiece.</td>
<td></td>
</tr>
<tr>
<td><strong>Wontech Co., Ltd.</strong></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: Handpiece cooling systems: skin cooling system and sapphire window contact cooling; foot switch spot size from 2 to 10 mm; Spot size: 2, 3, 4, 5, 6, 8, 10, 12, 15, 18, 20 mm; Sapphire window contact cooling.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>VI 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: Spot size: 2, 3, 5, 7, 10, 12, 15, 18, 20 mm; Skin Cooling Spray (SCS).</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Sandro Dual</td>
<td>Long-Pulsed Alexandrine / Nd:YAG Laser</td>
<td>755 nm / 1064 nm / Hybrid mode (755 – 1064 nm – 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: Sandro Dual (Nd:YAG Laser) offers a combination of 755 nm and 1064 nm wavelengths for versatile treatments, including vascular and pigment removal. The Long-Pulsed Alexandrine mode provides effective and safe treatment for vessels and pigmented lesions. The Hybrid mode allows for simultaneous treatment with 755 nm and 1064 nm wavelengths.</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>Device</th>
<th>Energy Source</th>
<th>Mechanism of Action</th>
<th>Regulatory Status (Europe and USA)</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Apex Medical</td>
<td>Renuvion Cosm. Techn.</td>
<td>Helium Plasma / RF</td>
<td>Unique helium plasma and proprietary RF technology allows for precisely-controlled delivery of heat to tissue that is not reliant on bulk heating. Rapid heating with near-instantaneous cooling allows for immediate tissue contraction and faster procedure times.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>BTL</td>
<td>Vanquish ME</td>
<td>Selective RF</td>
<td>Proprietary Selective Field RF with broad field applicator delivering uniform energy for circumferential reduction of the abdomen.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Exilis Ultra</td>
<td>Focused RF and Ultrasound</td>
<td></td>
<td>Simultaneous delivery of focused RF and ultrasound energy with variable surface cooling delivers precise volumetric heating of tissue for wrinkles, laxity, cellulite and body contouring. Exilis patented applicators deliver maximum thermal effect without costly consumables.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Cellutone</td>
<td>Mechanical Vibration</td>
<td></td>
<td>Transmits pulses of oscillating waves into the treatment area without any skin damage.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>ENDYMED Medical</td>
<td>PRO</td>
<td>RF</td>
<td>Unique tissue lifting vacuum effect doubles the energy delivery and volumetric heating of the treatment area, achieving higher treatment temperatures that target fat cells, melting the cells under the tissue to improve the appearance of cellulite, sculpt and define the body.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</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. Muscle sculpting via direct biomechanical simulation.</td>
<td>FDA Cleared, CE Mark, Health Canada.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>truSculpt flex</td>
<td>Current</td>
<td>Same as above.</td>
<td>FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Cynosure</td>
<td>SculpSure</td>
<td>1060 nm Diode Laser</td>
<td>Using controlled energy modulation, SculpSure body contouring safely targets adipose tissue with minimal absorption in the dermis, leaving the skin’s surface unharmed. Throughout the treatment, Contact Cooling is used to help provide the ideal depth of penetration for adipose tissue and cool the skin’s surface for added safety and patient comfort.</td>
<td>FDA cleared for non-invasive lipolysis and CE marked in Europe.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>DEKA</td>
<td>SmartLipo 6</td>
<td>1064 nm Nd:YAG Laser</td>
<td>Lipolisi technology with more than 15 years of experience on patients. Customized pulsed Nd:YAG wavelength providing physiological contractions and elimination of the fat with no inflammatory effects. Controlled photomechanical effect, photo-coagulative action and photo-stimulative course for immediate skin tightening due to a flexible pulse design.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>SmartLipo 10</td>
<td></td>
<td>Same as above.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>SmartLipo 18</td>
<td></td>
<td>Same as above.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>ENDYMED Medical</td>
<td>PRO</td>
<td>RF</td>
<td>Unique tissue lifting vacuum effect doubles the energy delivery and volumetric heating of the treatment area, achieving higher treatment temperatures that target fat cells, melting the cells under the tissue to improve the appearance of cellulite, sculpt and define the body.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>XP-3 Focus</td>
<td>Nd:YAG 1064 nm</td>
<td>Same as above.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>XP Dynamis</td>
<td>Nd:YAG 1064 nm</td>
<td>Same as above.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>SP Spectro</td>
<td>Nd:YAG 1064 nm</td>
<td>Same as above.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>XP Spectro</td>
<td>Nd:YAG 1064 nm, Er:YAG 2940 nm</td>
<td>Same as above.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>InMode</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 maximal energy. Vacuum massage with gentle pressure allows maximum depth. Tissue temperature and impedance monitoring achieves and maintains optimal Tx temperature endpoints for enhanced safety and reduced risk of thermal injury. No consumables. RF-assisted lipolysis. Dual electrode configuration allows both internal coagulation (fat) and external skin contraction. A.C.E technology prevents overheating.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>BodyTite, FasciTite, AccuLift and EmbraceRF</td>
<td>RF</td>
<td>Same as above.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Millennium Medical Technologies, Inc.</td>
<td>AcquiCell and Lipo-Loop</td>
<td>Electric</td>
<td>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>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Therma, a Cell Tech. Biosciences Company</td>
<td>ARVATI</td>
<td>Temperature Controlled RF</td>
<td>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.</td>
<td>Contact mfr.</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.</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.
**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™.

**EMSCULPT**
The EMSCULPT is the only procedure to help both women and men build muscle and sculpt their body (arms, abs, legs). In addition, the EMSCULPT creates the world’s first non-invasive buttocK toning procedure. This is made possible by the non-invasive HIFEM® procedure inducing powerful muscle contractions not achievable through voluntary contractions. Studies report a 16% average increase in muscle mass and a 96% patient satisfaction.

**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.

**Intensif RF Microneedling**
The Intensif RF microneedling handpiece, with Smooth Motion microneedle insertion and needle penetration depths up to 5 mm on the PRO by ENDYMED, provides the best results for deep wrinkles, acne and acne scars, traumatic scars, stretch marks, skin tightening and rejuvenation. Unique gold-plated needles, together with ENDYMED’s proprietary Fractionated Pulse Mode technology, generate more heat safely into the dermis for better collagen remodeling, with significantly higher heating than with insulated needles.

**Z Wave Q**
Introducing Z Wave Q, a new water-cooled radial pulse therapy device. New technology makes it the quietest system on the market according to the manufacturer. Advantages: gentle, painless, quick treatments, no disposables, no downtime, non-invasive, easy operation, consistently reproducible, visible results and quiet operation. FDA cleared for the temporary reduction of the appearance of cellulite, the temporary increase in local blood circulation and to relieve minor muscle aches and pains. Z Wave Q may also be used to enhance Cryolipolysis® results. Contact us for trade-up opportunities on all shockwave brands.

**BTL: 866-285-1656 or visit www.bodybybtl.com**

**Zimmer Aesthetic Division: 800-327-3576 / info@zimmerusa.com or visit www.ZimmerUSA.com**

**ENDYMED Medical: 732-409-5148 or visit www.EndyMed.com**

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

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

**Aesthetics Biomedical: 800-526-7029 or visit www.aestheticsbiomedical.com**
Advice Media
What does success mean to you and your aesthetic practice? Advice Media has partnered with thousands of aesthetic practices over the past 20 years, helping doctors achieve their personal and professional success. We bring you patients through website design and digital marketing, allowing you to transform more lives and achieve your own definition of success! Contact us today to become our next success story.

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

Discovery Pico Series
The Discovery Pico Series 1064 nm, 532 nm and 694 nm (ns only), delivers both picosecond and nanosecond pulses with industry leading 18 Gw of peak power. Pico-BOOST technology offers four separate emission modes: Picosecond, Q-switched, OptiPulse™ and Photothermal 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.

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

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 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.

NeoClear
Acne free. NeoClear.

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

PDO Threads and BAFFI LipoFilling Kits
Rejuvn8 is the sole distributor for the FDA cleared PDO Max Polydioxanone (PDO) threads and the go-to thread training company for leading-edge aesthetic practices. Its focus is educating physicians on minimally invasive nonsurgical face and body lifting techniques using 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.
MOTUS AY
The new MOTUS AY 755 nm high frequency Alexandrite and Nd:YAG laser system offers totally painless and smokeless hair removal procedures for skin types I to VI. Utilizing DEKA’s proprietary new Moveō technology, MOTUS AY provides a high degree of treatment comfort with excellent tolerability. MOTUS AY allows for easy and full parameter control (soft, medium, high) and countdown selectable energy levels enabling physicians to tailor treatments. Additionally, pigmented and vascular lesions and skin rejuvenation issues can be addressed with additional handpieces.

DEKA: +39 055 88 74 942 or visit www.dekalaser.com

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.

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

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

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

EMTONE
The EMTONE is the first and only device that simultaneously delivers both thermal (radio frequency) and mechanical (targeted pressure) energy to treat all major contributing factors to cellulite. Combined there is a synergistic effect that neither technology can achieve on its own. Studies report Emtone is more effective than stand-alone procedures for building elastin and collagen (+64%, +59% respectively) as well as faster than stand-alone procedures (+50%).

BTL: 866-285-1656 or visit www.bodybybtl.com

truSculpt flex
truSculpt flex is a muscle sculpting device that offers personalized treatments based on patient fitness level, shape and goals. Only truSculpt flex with Multi-Directional Stimulation (MDS) deploys a unique method of electrical muscle stimulation to target specific muscle groups using three modes, covering the largest treatment area. truSculpt flex achieves deep muscle contractions at high intensity via a proprietary handpiece design with truGel to optimize results and increase practice revenue.

Cutera, Inc.: 415-657-5500 or visit https://cutera.com/trusculptflex

SoME Personalized Skincare
Aesthetics Biomedical Inc., has launched the at-home SoME™ personalized topical skin rejuvenating product that uses a propriety blend of ingredients combined with your own platelet-rich plasma (PRP), to give you a truly personalized cosmetic experience. SoME is great for all skin types, does not contain any harsh alcohols and uses two honeysuckle variants (Lonicera Japonica, Lonicera Caprifolium), to keep it from degrading and keep it fresh for everyday use. SoME serum plus PRP is what makes it so personalized. Your own PRP may be added to the specially-formulated SoME serum by your physician to help restore your skin’s youthful appearance.

Aesthetics Biomedical: 800-526-7029 or visit www.someskincare.com
**Product Profiles**

**ALLURA**
ALLURA is an optional treatment module of Sciton’s multi-application Joule™ system that uses a slender laser probe to liquefy and dislodge fat, easing the fat removal process with smaller suction cannulas. It requires a much smaller incision, which leads to a shorter recovery time than traditional liposuction. Because the ALLURA 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.

**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.

**MIIXto/V-Lase**
V-Lase® is a non-ablative surgical procedure for soft tissue coagulation utilizing patented Chopped CW CO2 laser technology. The non-ablative photothermal effect addresses numerous conditions in gynecology, dermatology, dental and ENT. The V-Lase procedure is based on laser-induced, mild, controlled heating/coagulation of soft tissue without ablation or excessive thermal damage. Additional accessories are available for skin resurfacing and numerous surgical applications.

**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.

**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.

**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.

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

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

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

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

**Fotona**
Fotona: 972-598-9000 or visit www.fotona.com

**Sciton**
Sciton: 888-646-6999 or visit https://sciton.com/
REIMAGINE THE POSSIBILITIES. 
REVITALIZE YOUR PRACTICE. 
RESHAPE PATIENTS’ LIVES.

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