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SCIENTIFIC STUDIES SHOW

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Renuvion cosmetic technology from Apyx Medical (Clearwater, Fla.) stands out as a truly unique modality in a sea of supposed novelties. While it harnesses heat to contract tissue, Renuvion delivers helium plasma and a proprietary form of radiofrequency (RF) energy subcutaneously. This minimally invasive technology provides heating in two ways: direct contact between the plasma and tissue, and the RF current flowing through the plasma to cause additional heating via the Joule heating effect. Experts say the results of Renuvion are unlike those achieved by any other device.

According to Diane I. Duncan, MD, a plastic surgeon in Fort Collins, Colo., who has considerable experience with Renuvion, and has written extensively on the subject, the helium gas is converted into plasma at the end of the handpiece. The device is FDA cleared for cutting, coagulation and ablation of soft tissue. During use, the plasma couples with the tissue and delivers its energy, also serving as a conduit through which the proprietary RF energy flows and provides additional heating of the tissue.

“The combined plasma and RF energy is selectively taken up by lax, low impedance collagen,” Dr. Duncan explained. “Nearby fibrous septae are rapidly heated to 85°C in about 0.044 seconds. When heated, these fibro-septal structures coagulate and contract to become a high impedance structure, causing the plasma beam to seek new low-impedance structures. Rapid cooling follows.

“Instant collagen fiber contractions of about 50% occur at each location,” Dr. Duncan continued. “In a larger treatment area, the collection of spot-treated areas creates an overall soft tissue contraction effect. This is essentially a selective instant tissue heating device, as opposed to traditional bulk heating devices, which heat all tissue in the cannula location. This means that the heat goes exactly where it is supposed to, and the effect is specific.”

“Due to this rapid heating and near instantaneous cooling effect, you can create specific areas of high temperature exactly where it is needed,” said Brian Kinney, MD, a plastic surgeon in Beverly Hills, Calif. “However, nearby tissue remains cool and if you touch the overlying skin, it also remains cool. This increases the margin of safety significantly.”

Renuvion fills the niche between excisional tightening of skin and less aggressive non- or minimally invasive modalities such as lasers, which tighten only surface skin,” said Paul Ruff, MD, a plastic surgeon in Washington, D.C., who has treated nearly 400 patients with Renuvion.

“Risk, recovery and healing from surgery is significant and some people don’t want that, but surface skin tightening isn’t enough for those with more severe laxity,” Dr. Ruff pointed out. “We don’t get the full results seen with excisional surgery. However, the downside of surgery is that the reduction in laxity comes with the baggage of additional risk and downtime, the difficult balance of tension versus blood supply to achieve the best endpoint possible, and the excision scar.

“The tissue contraction effect of Renuvion is unlike anything else out there, combining two interesting ways to treat underlying collagen,” Dr. Zimmerman explained. “The lower face and neck, arms, inner thighs and abdomen seem to respond extremely well. We get great results – maybe 50% to 70% of what excisional surgery will provide, but we don’t disrupt blood supply, the underlying architecture remains intact, an anatomically pleasing appearance is maintained, and there are only a few small puncture wounds which heal beautifully.”

Physicians are really impressed by what is possible with Renuvion. “What we’re seeing is tissue contraction at multiple levels,” said Edward M. Zimmerman, MD, cosmetic surgeon in Las Vegas, NV.

“We achieve contraction of the fascia covering of the muscle, the fibrous septal network and just below the dermis, for a global contraction, versus the bipolar RF technology that goes just under and then on top of the skin,” Dr. Zimmerman
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expressed. “That treatment tightens the skin, but it will only tighten so much and will become lax within a year. Conversely, Renuvion achieves lasting contraction you just can’t get with superficial skin tightening. So, having a technology like Renuvion, where we get contraction of the underlying tissue without cutting, is amazing.”

The safety profile is very favorable. “We get tissue contraction and improvements in collagen structure over time. Results are even better one year out, and there’s minimal chance of burning or scarring,” Dr. Duncan stated.

In addition, Dr. Duncan pointed out that it is important to understand that the RF energy effect from various devices can be different. “It is not just about power, but waveform,” she elaborated. “Renuvion’s current is an order of magnitude lower than that of regular monopolar and bipolar RF devices so it doesn’t penetrate as deeply. Treatment of tissue raises its impedance, so the beam no longer prefers that region and it seeks untreated tissue. This automatic selectivity renders overtreatment unlikely.”

One may, however, treat with additional passes at different depths, Dr. Duncan added. “I like to treat deeply first, just above the fascial layer, and then move toward the surface. I always try to stay at least 5 mm below skin in the fatty layer so you don’t damage the youthful look of the skin. You don’t want to scrape the underside of the dermis, as this may create weak areas or superficial depressions.”

A minor challenge is the clinical endpoint. For example, typical endpoints such as erythema or tissue warmth do not occur with Renuvion. “The speed of the application, number of passes in a region and the power settings, are the factors that determine optimal treatment,” Dr. Duncan noted. “The speed of application should always be at 1 cm/sec and the general guidance is to use between 60% and 80% power, 1.5 – 3 L/min of helium flow and between three to six passes per treatment area.”

The onset of contraction is rapid. “You literally see visible contraction the next day,” Dr. Duncan reported. “You just don’t see that with other devices; that kind of outcome is rare in this business.” And, compared with surgery, the downtime is also minimal – days vs. weeks.

“Another key to great outcomes is the use of compression garments.” Dr. Duncan stated. “We firmly believe that compression garments help to properly mold the tissue post-procedure. We recommend patients wear their garment for six weeks, but many patients choose to wear it longer.”

Another tip for success, according to Dr. Zimmerman, is proper management of the helium gas. “Always ensure you have multiple incision sites and that the tissue is well dissected between these sites. This will ensure the excess gas can easily escape the subcutaneous area. Sometimes you have a small subcutaneous gas pocket that takes a week or two to subside. These usually resolve without issue, but we make patients aware of this possibility and always take steps after the procedure to ensure we remove as much of the gas as possible, such as massaging the gas toward the incision sites and even drawing out the gas.”

Contraindications for Renuvion are the same as standard RF devices, according to Dr. Ruff. “For example, we avoid treating
patients with implanted electronic devices such as pacemakers. In addition, patients with collagen or autoimmune diseases, whose inflammatory response isn’t normal, won’t benefit as much because some of the result is dependent on that inflammatory response, so proceed with caution. Those with extreme laxity due to weight loss would not be ideal candidates, nor would people with unrealistic expectations, which is the case with any procedure."

Dr. Duncan first explored Renuvion as an alternative to competing monopolar or bipolar RF technologies, which work, but can be tiresome to use. “When you have a run of 6’4” men wanting their torso treated in one day, it is time consuming and tiring,” she shared.

“Conversely, Renuvion doesn’t need to raise the temperature of the entire area to a certain level and maintain it for X minutes to achieve endpoint erythema and temperature,” Dr. Duncan pointed out. “Instead, you make several passes using a few small ports in the skin and Renuvion’s unique mechanism of action does the work for you. It is also much faster, about two-thirds the time versus traditional RF heating devices. As a business owner, you save time, and when time is money, reducing things like patient time under anesthesia or staff overtime is tremendous. Plus, you’re not exhausted at the end of the day.”

In Dr. Kinney’s opinion, Renuvion is an excellent tool unlike any other, with specific obvious applications. “Renuvion is great as a stand-alone procedure, but it is often used in conjunction with an open procedure or liposuction, because it is a nice adjunct to those,” Dr. Kinney highlighted.

“After liposuction, Renuvion can provide additional contraction with natural improvement of the contour. While liposuction provides some skin contraction, Renuvion helps us achieve a better balance between natural surface contraction and subsurface tissue contraction,” Dr. Ruff said. “However, the primary effect of Renuvion is contracting the subcutaneous collagen, which responds quickly to this device, thus Renuvion can provide an excellent effect by itself.”

Dr. Ruff, who initially began using the device as an adjunct to liposuction, has used it more extensively as a stand-alone treatment over the last year.

“The patient experience will be different depending on their case. If it is part of a surgical procedure the patient will experience the same recovery and downtime, but with a better overall outcome because of the addition of Renuvion,” he noted.
“Recently I treated a fit, healthy woman in her 50s with just Renuvion. She experienced the procedure completely awake under local anesthesia via small incision points with pre-tunneling; the procedure was trouble free,” Dr. Ruff recounted. “She went home, was a little fatigued later, and needed only some acetaminophen the next day for soreness. This is pretty typical. We do like our patients to use compression garments for two to six weeks, and they can return to exercise or activity within three to five days.”

In Dr. Kinney’s experience, Renuvion is excellent for use with other procedures because of the niche it fills. “The plasma component brings a new level of technology to the cosmetic market. By nature of the physics of Renuvion, the energy seeks and contracts the target tissue. This makes it an obvious adjunct to liposuction of any kind, but it also works well with other minimally invasive modalities,” he said. “The holy grail is a device that gives the dermatologist, or other specialist, a great minimally invasive result, while providing the plastic surgeon with an alternative option, one that works well by itself or with more aggressive or invasive options. Renuvion is awfully close to this holy grail device.”

According to Leif Rogers, MD, a plastic surgeon in Beverly Hills, Renuvion is a great practice builder and friendly to new users. “It is solid state equipment, has a very reasonable startup time and the device is very easy to use,” he commented. “Most importantly, it sets you apart from competitors because of the unique tissue contraction result from either stand-alone treatment, or as a complement to any of the minimally invasive, invasive or non-invasive procedures that you may perform.”

Dr. Rogers uses the device most often to maximize liposuction results. “Renuvion does a great job of taking up post-liposuction laxity and improving overall contraction because it contracts the fibrous septae, which contributes greatly to the overall appearance of laxity. Also, you can use the same ports for the Renuvion device that you used for the liposuction so you’re not having to do extra work or create additional incisions unless you’re doing a very large area where the distance greatly exceeds the length of the Renuvion cannula.”

“The fact that you can treat multiple areas is a big plus,” Dr. Zimmerman expressed. “Instead of treating a single area, you contract tissue all around and it gives you that reduction you can actually see, especially in the problem area. And, it is fairly
easy. With other technologies it would take a lot of time and energy to get anywhere near the kind of result I see with Renuvion because you don’t usually treat—and patients don’t want to pay for—the non-problem areas.” The relatively long cannula makes this possible. “To treat so much with lasers or superficial RF would take hours, especially for larger areas.”

According to Dr. Zimmerman the ideal patient has youthful tissue with good thickness and some elastin, but it could also be an early senior who doesn’t want surgery and who, depending on their tissue quality, can expect at least 30% improvement. “The result with Renuvion will look natural without scarring. I can artfully hide the small incisions knowing that it will take several months to see the full result. The imperceptibly natural look of the result is a big part of the outcome, and you won’t always get that natural look with surgery, especially to a trained eye.”

“I use Renuvion for a lot of body areas, but it is great for necks,” said Dr. Duncan. “Not many modalities do a consistently great job on the neck. If you have a younger patient who is a little overweight, or has genetic double chin, they might get injection lipolysis elsewhere, but a little local liposuction and Renuvion is so much better and less painful. You get eradication of the double chin plus get a more distinct jawline. Downtime is minimal at most. We have such minor bruising and swelling that you can go back to work the next day, although I do not recommend it.”

“I also like Renuvion for bra rolls and flanks,” she remarked. “In the case of one patient, her husband didn’t want her to spend the money for the procedure, which then creates an inherent demand for a perfect outcome. The patient had a flawless result in the bra roll area. You could surgically address a challenging area like that, but nobody wants the scar. The Renuvion device gives us a new approach to a lot of similar cases where we can avoid excisional surgery.”

According to Dr. Zimmerman, the DocMatter website (www.docmatter.com), where doctors post questions and information about their treatment, has been helping to push the technology forward rapidly. “While the service is independent of Apyx Medical, the technology is definitely benefitting from this interaction. When you post a question or case information, dozens of practitioners can respond with tips, data, etc.” he stated. “In this way, we are all helping each other with the best settings, as well as pre-op and post-op care.”

And, as Apyx Medical works closely with its physician partners to refine and improve their product lines, new developments are in the works for Renuvion. “There is a lot of potential for Renuvion and the current improvements being developed will greatly enhance the technology,” said Dr. Zimmerman. “That is all I can say about it.”

“I suspect this will be adopted widely as we continue to get the word out there. It provides a unique result by itself or as an adjunctive procedure, with an excellent safety profile,” Dr. Rogers said.

“We still don’t understand the energy enough to achieve 100% of a surgical result with just this technology, but I believe the distance to that, from where we are right now, may be surprisingly short,” Dr. Ruff asserted.

Editor’s note: Renuvion has received a general clearance from FDA, but is not cleared for any specific anatomical location, and as with any electrosurgical device, there are inherent risks (see product instructions for details).
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By Ryu Han Won, MD, PhD

My clinic is mainly visited by patients with benign pigmented, vascular or other skin conditions. Pigmented lesions include melasma, blemishes, post-inflammatory hyperpigmentation and moles; vascular lesions include diffuse redness and telangiectasia. Other skin conditions include acne, scars, warts and skin rejuvenation.

The treatment of these conditions is typically the same in most dermatologic clinics: CO2 fractional laser, Q-switched Nd:YAG laser, IPL and/or pulsed dye laser (PDL). While our clinic is equipped with these machines, our PDL is now being replaced by a long-pulsed KTP and Nd:YAG laser called V-laser, developed and manufactured by Wontech Co., Ltd. (Daejeon, South Korea).

PDLs have widely been used for vascular lesions because of its high hemoglobin absorption coefficient, which offers the advantage of more selective treatment of vascular lesions. However, due to the heavy burden of device usage time and maintenance costs, PDLs are being replaced by long-pulsed lasers with 500 nm wavelengths. I have been using V-laser’s KTP for over two years and am very pleased with its performance.

V-laser is an FDA-approved long-pulsed laser with dual wavelengths of 532 nm KTP and 1064 nm Nd:YAG. It is equipped with various spot sizes, pulse duration, fluence and frequency, allowing physicians to freely adjust these parameters within a wide range to effectively and safely treat various indications, including benign vascular lesions, pigmented lesions, acne, skin rejuvenation and more.

To protect the skin’s surface during the procedure, V-laser uses a sapphire window as a cooling method. Therefore, no consumables are required, as with cryogen cooling methods. In addition, V-laser uses a solid medium; therefore, its operation is very stable and the maintenance cost is much lower than PDLs.

In my clinic, we mainly use the V-laser’s 532 nm for benign vascular lesions, especially in the treatment of diffuse redness and facial telangiectasia. Diffuse redness is treated with a toning technique that uses multiple passes of a low fluence with a large spot size of 10 mm.

For this, a transparent ultrasonic gel is thinly applied to the skin with cooling at 5° C to cool the surface of the skin, enabling faster handling. Then, mild to moderate erythema and edema will appear. The patient can see immediate effects, and after three treatments given every two weeks, more noticeable results are obtained.

Since 532 nm has a high absorption coefficient for melanin as well as hemoglobin, the same technique can be used to effectively treat pigmented lesions in large areas such as epidermal melasma, blemishes and/or full-face skin brightening.

Facial telangiectasia is also one of the indications frequently treated with the V-laser’s 532 nm. As mentioned above, the 532 nm’s high absorption coefficient for hemoglobin is suitable for treating vascular lesions, but there is a limitation of low penetration depth. This limitation can be overcome, and the therapeutic effect can be increased by using a relatively large spot size (5 mm, instead of 3 mm).
To treat facial telangiectasia, I use a spot size of 5 mm with a pulse duration of 10-20 ms, moderate fluence and cooling at 5° C. Immediate vessel clearance or contraction are observed as good endpoints. Typically, this procedure is carried out three to five times every three to four weeks. No side effects are observed, but the results of the treatment are very satisfactory.

The advantage of using the V-laser is the square pulse, which is a true long pulse, that decreases the incidence of purpura and is safer than PDL treatment. Additionally, since a higher frequency can be used with PDL, the procedure is performed very quickly, enabling more patients to be treated in a given period of time compared to PDL.

KTP is also used to treat other dermatologic conditions. For example, acne can be excellently cured.

In my clinic, patients with acne, acne redness and acne with dyschromia, are all satisfied with V-laser treatment. A spot size of 6 mm with a short pulse duration and medium fluence is used with cooling of 5° C. Immediately post-procedure, mild to moderate erythema, edema and purpuric symptoms appear on the lesion. After five treatments at two-week intervals, we see significant improvements in acne vulgaris, acne redness and post-inflammatory hyperpigmentation.

We have also treated warts on the hand with the 532 nm KTP, a spot size of 4 mm, a short pulse duration and a high fluence with no cooling. We deliver three stacked pulses. The color of the lesion turns out greyish, which is a good endpoint. For the wart on feet, I prefer to use 1064 nm Nd:YAG with cooling, based on the lesion location and laser penetration depth.

As a dual wavelength, V-laser’s Nd:YAG can be utilized to treat various indications as well. Skin rejuvenation is a popular procedure that uses the 1064 nm.

When performing a skin rejuvenation treatment, I use a large spot size of 10 mm, longer pulse duration from 30-40 ms, a moderate fluence and cooling at 5° C for skin tightening. I usually deliver 200 pulses per cheek area. Patients have been surprisingly satisfied, with improved nasolabial folds and a lifted appearance of the lower face.

Considering space limitations, time and cost efficiency, it is very important to have a device that effectively and safely treats a variety of indications. In addition, consideration should be taken as to whether parameters can be adjusted freely, durability is excellent and maintenance costs are low.

V-laser is a multi-purpose laser that can effectively and safely treat various indications, including benign vascular lesions, pigmented lesions and other skin conditions. In particular, the therapeutic effect is excellent in aging, tanned and/or erythematos skin. That is why I chose V-laser, use it extensively, and am satisfied with the clinical outcomes. V-laser is one of the most often used energy-based devices in my clinic.
While there is still a stigma around men coming into the clinical setting for treatment, this is changing for all age groups. “Social media is driving younger and younger men towards aesthetic treatments,” said plastic surgeon Jason Pozner, MD, medical director of Sanctuary Medical Center (Boca Raton, Fla.).

And, according to Chad Deal, MD, a cosmetic surgeon and medical director of Southern Surgical Arts in Chattanooga, Tenn., demand is growing. “You hear more about 'Brotox', neurotoxin for men, and behind the scenes more men than ever are seeking skincare solutions,” he said.

“In this climate, the Halo platform from Sciton, Inc. (Palo Alto, Calif.), presents a nice gateway treatment for men who, like anybody, will see the benefits of slowing down the appearance of aging by improving the appearance of facial skin, thus staving off the need for future treatment,” Dr. Deal stated.

According to experts, the Halo platform and its hybrid dual wavelength fractional technology are an ideal therapy to improve the appearance of facial skin in men. “Halo is an easy procedure for men,” said Dr. Pozner. “Men's skin tends to be thicker, with more hair follicles, and it heals rapidly. Thus, skin spots and texture issues are easy to correct with Halo. After being treated, a male patient will look like he has a mild sunburn in most cases, requiring only topical anesthesia during treatment.”

With Halo’s fractional non-ablative 1470 nm wavelength and ablative 2940 nm wavelength, available individually or in combination, physicians have an even greater variety of options in one system. Depth and density of microtreatment zones is adjustable, as is the blend of wavelengths. The system features built-in cooling as well as Dynamic Thermal Optimization, which employs infrared sensor technology to measure skin temperature during treatment, making quick adjustments automatically to manage energy delivery.

“This advanced technology makes it an extremely tolerable, low-downtime procedure that provides safe, efficient, uniform treatments rapidly,” explained Dr. Deal. The procedure itself takes only about 20 minutes.
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The Light 4V™ laser from Quanta System SpA (Samarate, Italy) is the latest addition to the company’s multifunctional EVO series, combining a series of gold standard laser options in a single platform to perform a wide-range of aesthetic and dermatologic treatments.

The expandable EVO system offers three versatile laser wavelengths: 532 nm for superficial benign vascular and pigmented lesions; 755 nm for permanent hair reduction on light skin types; and 1064 nm for permanent hair reduction on light and darker skin types, as well as the treatment of wrinkles and benign vascular lesions.

For Sean Branch, DO, FAAD, a dermatologist in Gulf Breeze, Fla., the EVO is very appealing because it offers a multitude of treatment options for his patients, along with a variety of applications and wavelengths in a multi-functional device. “I don’t have to buy separate IPL, ablative or vascular devices,” he expressed. “I have all these choices on one platform. This was good for minimizing upfront costs, as well as ease-of-use and the best use of space in my office.”

According to James Koehler, MD, a cosmetic surgeon in Fairhope, Ala., the system is fast and efficient. “In my experience this is the most reliable, cost-effective device I’ve had the pleasure to work with,” he stated. “It is easy to operate and the treatment room stays cooler when compared to previous multi-platform devices I’ve used.”

Among its many applications, the Light 4V excels at hair reduction and facial skin treatments. “The IPL addresses some sun damaged skin, brown and red spots and minor small vessels on the hands and face,” noted Dr. Branch.

“Hair removal using this device is virtually painless for patients,” Dr. Branch added. “You can use contact cooling or you can have a Zimmer system hooked up that blows cold air through the handpiece. The Light 4V accommodates both approaches.”

It is also possible to combine the optional handpieces with other pulsed sources, as in a 1064 nm treatment followed with a final revision with 2940 nm for the treatment of vascularization in scars. Additionally, the laser can be equipped with Twain options to expand treatment possibilities.

For instance, Twain 2940 is good for skin resurfacing with a microbeam tip for high precision skin ablation and scar revision. Twain IPL addresses inflammatory acne, benign vascular and pigmented lesions and permanent hair reduction.

Considering all that the Light 4V brings to the table, “Patient satisfaction is much better than with other devices I have used,” stated Dr. Koehler. “It is a much more comfortable laser with great results.”

Dr. Branch noted the EVO system’s exceptional return on investment (ROI). “Anyone in the market to purchase lasers knows that costs can add up quickly, and if you’re looking at multiple devices that number will skyrocket,” he said. “The Quanta laser is inexpensive to operate, doesn’t involve a lot of consumables, and has no monthly fees. So, you can achieve ROI a lot faster than with some of the other products in the market.”
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For the past several years, much has been said about how more men are seeking aesthetic procedures in the U.S. The reasons associated with this trend include increased social acceptance of cosmetic procedures by men and advancements in non-invasive, no-downtime procedures that appeal to them. While a general consensus in the media and among practitioners is that men account for around 10% to 20% of all cosmetic treatments, recent statistics actually show that a downward trend is in progress.

According to 2018 statistics published by the American Society for Aesthetic Plastic Surgery (ASAPS), 7.1% of all cosmetic surgical procedures were performed on men versus 92.9% for females. Among nonsurgical procedures, males accounted for 7.6% of the market, which was down from 2017 (9.2%). The American Society of Plastic Surgeons (ASPS) reported a similar trend: 8% of total minimally invasive cosmetic procedures in 2018 went to males, revealing a 2% drop between 2017 and 2018.

On the other hand, the ASPS reported that since 2000 there has been a 29% increase in men getting nonsurgical procedures, mostly in neurotoxin, laser resurfacing and dermal filler treatments.

According to Catherine Maley, MBA, a medical aesthetic marketing consultant in Sausalito, Calif., “The numbers have gone from 10% to maybe 9%, but male patients are now willing to do more procedures than ever before, and the acceptance rate of aesthetic treatments among men has been growing.

“The majority of practices around the country know where their bread is buttered, so 90% to 95% of their clientele is female,” she expressed. “But the numbers vary depending on the region. For instance, if you’re in Los Angeles, Miami or New York City, you’ll see a higher percentage of both straight and gay men going into clinics, while in rural areas there is less activity.”
When a practice spends a larger portion of its marketing dollars to specifically target males, the number of patients will rise. “In addition, I’ve seen very successful practices that cater only to gay men, which works well in places like San Francisco and Miami,” Ms. Maley added.

Interestingly, sexual aesthetics, like penile enhancement procedures, have not caught on beyond small pockets of gay and straight men residing on either coast, where exotic aesthetic procedures like male feminization and transgender surgeries apply to only a small set of patients.

As reported by Gordon H. Sasaki, MD, FACS, a plastic surgeon in Pasadena, Calif., “The main motivation for all men undergoing cosmetic procedures is either the pursuit of a more youthful appearance or to just look better and healthier for their age, while maintaining a masculine look.”

Though ASPS and ASAPS 2018 statistics reveal fewer men are coming into clinics, the ones that do come in are better informed about what’s available, especially nonsurgical, low pain and no-downtime procedures. In addition, certain new treatment types have attracted the male market.

“A few years ago, our numbers were 89% female and 11% male. Then, Kybella was introduced to the market, which has become very attractive to men, as well as women,” noted José Raúl Montes, MD, FACS, FACCS, a cosmetic and oculoplastic surgeon in San Juan, Puerto Rico. “The gender breakdown of Kybella patients in my office is 60% women and 40% men, and our overall male patient population is now closer to 15%, an increase from the 10% or 11% it was before.”

“Increasingly, body shaping has become one of male patients’ main gateway procedures,” said Mark Craig, MD, a plastic surgeon in Tupelo, Miss. “They ask for treatments for both the body and the face, but they really perk up when they learn they can get an energy-based, non-invasive fat reduction or body contouring procedure, such as BodyFX (InMode) or CoolSculpting (Allergan). One of their requirements is no pain. Compared with females, male patients can’t stand much pain.”

Procedures that incorporate muscle toning are gaining popularity, as well, noted Dr. Montes. “A few months ago, we acquired the EMSculpt device from BTL Aesthetics (Marlborough, Mass.), which has generated a lot of interest from male patients. In fact, we have done approximately 400 treatments so far and around 30% of those treatments have been done on men,” he said.

Along with the electromagnetic, energy-based EMsculpt system, truSculpt® flex from Cutera, Inc. (Brisbane, Calif.) also offers a muscle sculpting system employing electrical muscle stimulation to target specific muscle groups, as well as reportedly cover the largest treatment area in the body sculpting industry.

Among a wider landscape of body shaping products, InMode’s range of devices – from BodyTite™ and FaceTite™ to AccuTite™ – utilize proprietary radio-frequency (RF)-assisted liposuction (RFAL) technology to achieve minimally invasive three-dimensional body remodeling results.

The Z WaveQ system from Zimmer MedizinSystems (Irvine, Calif.), which is equipped with an innovative water-cooled generator that ensures high efficiency and durability, can provide temporary reduction of the appearance of cellulite, and also be used to enhance cryolipolysis and liposuction results.

Beyond body contouring, facial aesthetics remain very popular with male patients, noted Haideh Hirmand, MD, a plastic surgeon in New York City, N.Y.

“Men need more volume with fillers and in the smaller fine lines because their skin is thicker. For the lines on the forehead I use micro Botox or skin boosting with fillers because men, much more than women, are sensitive to neurotoxin injections in the forehead. Men start with no brows to speak of and as they age their brows go lower and look more ‘hooded.’”

In addition, men seek ways to address the inevitable baggy eyed look that comes with age, via non-invasive devices as well.
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For instance, Venezia Lift from Lasering USA (San Ramon, Calif.) offers a no-downtime mini-eyelift via a CO₂ laser operating at a very low power and with a very long dwell time. Fractionally delivered 300 µm laser spots produce significant heat in the dermis without tissue ablation.

For overall skin rejuvenation, the HALO™ hybrid fractional laser from Sciton, Inc. (Palo Alto, Calif.), applies tunable non-ablative (1470 nm) and ablative (2940 nm) wavelengths to the same microscopic treatment zone to maximize results and reduce downtime.

Energy-based devices can also be used to treat other types of male health concerns. For instance, the NightLase® system from Fotona LLC (Dallas, Texas) reduces sleep apnea symptoms via a non-invasive, laser-induced tightening effect that works to contract the collagen in oral mucosa tissue.

Apart from these device-based and even surgical aesthetic approaches, regenerative medicine-type treatments are also catching on with men, stated Dr. Hirmand. “In particular, men are receptive to regenerative skin treatments, such as platelet-rich plasma (PRP) combined with microneedling and newer nanofat treatments,” Dr. Hirmand advised. “Men are always looking for treatments that have less maintenance and fewer sessions to achieve good results.”

One type of regenerative approach, Renuva from MTF Biologics (Edison, N.J.), is an injectable extracellular matrix made from human allograft tissue that acts as a scaffold, allowing the body to recruit new fat cells to attach to it. “Renuva is the kind of approach that fits well with the male aesthetic population because it is likely the kind of treatment that will not get repeated often,” Dr. Hirmand explained.

Employing the ever widening range of aesthetic therapies to men comes with a learning curve for practitioners, noted Dr. Sasaki. “Physicians need to be cognizant of gender-specific differences in anatomy and behavior in order to assess the male’s goals and expectations,” he said.
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“Typically, while males wish to maintain or enhance their masculine features, there may come a point at which the degree of aesthetic goals becomes too feminine or too masculine, and may be undesirable to the male patient,” Dr. Sasaki warned.

“Also, within the male market the gay male patient may tend to be more critical and sophisticated about their appearances and may have researched possible injectables, nonsurgical and surgical procedures more than straight men,” he added.

Physicians should also keep in mind additional behavioral differences between men and woman, Dr. Hirmand pointed out.

“Men are much less sharing and do not talk about their treatments to colleagues at the office or to relatives,” Dr. Hirmand shared. “A woman might show up in my office with a best friend who also wanted to be there for her consultation. I never see this with men. Men never bring anyone, unless a spouse or partner forces them to come. The biggest issue or concern we have to consider is his discretion. He wants to remain private about his aesthetic procedures.”

Compliance can also be an issue with the male patient. “Honestly, I think they really want to be compliant, at first,” said Dr. Craig.

“They are usually compliant with post-procedure instructions, but maybe not with follow-up appointments,” Dr. Craig continued. “Female patients will usually say, when am I coming back? Whereas, the men that are perfectly content with their results often don’t feel like they have to come back. It is related to the male psyche more than anything else.”

Ultimately, male patients must comprehend the steps of their individualized treatment protocol, possible adverse reactions and recovery time. “Always under-promise results and try to achieve over-expectations,” Dr. Sasaki advised.

“A number of consultations may be necessary,” he added. “Do not be uncomfortable saying that you may not be able to deliver what they wish and that they may want to obtain a second opinion.”
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Individually, the EMTONE and EMSCULPT devices from BTL Aesthetics (Marlborough, Mass.), provide profound and unique capabilities to aesthetic physicians, working synergistically to tone and shape. Together, these technologies round out the BTL family of non-invasive body sculpting devices that have been reshaping the industry in recent years.

EMSCULPT employs electromagnetic current that has been shown to induce muscular hypertrophy. These electromagnetic pulses are algorithmically applied to alternate between long and strong, rapid and rhythmic, and fibrillating from different directions, with built-in rest phases.

“The algorithms are designed to not only provide supramaximal contractions over the treatment time, but to variably target the entire musculature in the region, including large and small muscles,” said Mariano Busso, MD, PA, a cosmetic dermatologist who practices in Miami, Fla.

According to Lesley Clark-Loesser, MD, a dermatologist in Hollywood, Fla., a course of EMSCULPT usually involves four, 30-minute sessions spaced two to three days apart, and other than muscular soreness there is no real recovery or downtime. “Patients can go about their business as normal. They may feel that they notice the effects after about the third session, but it takes several months for the full result to develop.”

The introduction of additional applicators has increased the utility of EMSCULPT. The new small contour applicators focus and apply energy differently to better suit skeletal muscles on extremities such as the biceps, triceps or calves. These new applicators are specifically FDA cleared for strengthening, toning and firming of the buttocks, thighs and calves, as well as improvement of muscle tone and firmness for strengthening muscles in arms.

While anyone can benefit from EMSCULPT’s supramaximal muscle stimulation, higher BMI patients will not see the visible slimming and toning effect as readily, and as such may not be ideal candidates for the unique therapy.

EMTONE works in an entirely different manner from EMSCULPT, addressing cellulite rather than the underlying musculature and fatty layer above. As Brian Kinney, MD, a plastic surgeon in Beverly Hills, Calif., explained, there are currently two recommended methodologies for addressing cellulite: RF and mechanical pressure therapy. “The EMTONE device is the only one on the market that combines these in one treatment.”

Featuring an audio and visual control system with intuitive touch display, and a Smart Touch tip, the handpiece only applies energy when in contact with the skin. According to Dr. Busso, the user applies ultrasound lotion to the patient and moves the handpiece over the treatment area, as RF and targeted pressure energy (TPE) are delivered. “This is most commonly used on the thighs, abdomen and buttocks. It is a very comfortable treatment and has no downtime,” he noted.

“EMTONE works for both hard and soft cellulite,” Dr. Busso elaborated. “The mechanical effect is more profound with hard cellulite, and the thermal effect is more of an actor with soft cellulite. In addition, cellulite of any grade is a candidate for EMTONE. More severe cases will benefit from adjunctive therapies to reduce fat and tighten overlying
skin to get the best outcomes, but it is also a great stand-alone treatment for mild to moderate cases."

Cellulite is multifactorial, Dr. Clark-Loesser expressed. “The loss of elasticity in the fibro-septal network, quality issues in overlying skin and less-than-ideal circulation beneath the skin – which causes accumulation of metabolic waste and engorges the chambers of underlying fat – causes the associated rippled and/or dimpled appearance of skin.”

“EMTONE therapy produces homogeneous heat with monopolar RF to affect the skin and underlying tissue,” Dr. Clark-Loesser continued. “Together with the non-invasive disruptive force created via the effects of TPE, treatment simultaneously loosens the fibrous septae, stimulates collagen and circulation, and improves skin quality. EMTONE relies on the synergy between these two energy sources combined in a single treatment. Histology has shown improved collagen production, skin tone and enhanced blood flow. There is no BMI restriction, although a slimmer patient may be more ideal for treatment.”

“Visually, over time, the skin looks softer and smoother with reduced dimpling or rippling, depending on the severity of the condition we’re presented with,” Dr. Busso stated.

In Dr. Clark-Loesser’s experience, “Good, consistent before-and-after photography is very important with EMTONE. The result is nice, but due to its inherent nature and subtle onset, good pictures help highlight the more profound changes over time and bring patient satisfaction to the highest levels. This is true for a lot of treatments, especially non-invasive ones whose results manifest over time.”

“While theoretically one could undergo several treatments in a single day, most patients opt for no more than two, often of related body region treatments such as flanks and buttocks or bilateral anterior thighs,” said Dr. Clark-Loesser.

Dr. Kinney has actually performed clinical research on EMTONE. “In our animal model presented in April 2019 at ASLMS in Denver, we examined histological specimens from two types of treatments: One being simultaneous RF and targeted pressure energy, and the second being sequential RF and targeted pressure energy. The clearly superior treatment was simultaneous application of RF and TPE. There was a 59% higher increase of collagen fibers, 64% higher increase in elastin fibers and 44% higher increase in dermal thickness compared to sequential treatment,” he reported. “In addition, the treatment time was cut in half. This represents a significant step up to another level.”

“There isn’t a lot out there to successfully treat cellulite, and there certainly isn’t a lack of demand for this kind of treatment,” Dr. Clark-Loesser stated. “Due to its unique technological synergy, EMTONE provides a relatively low treatment time of up to 20 minutes per area with few sessions. And like EMSCULTPT the recommended course is four treatments over two weeks.”

According to Dr. Busso, this similarity in treatment regimen is helpful to practices. “Because the two devices complement each other, but use different modalities for different targets – with similar recommended courses of treatment—you can do them both on the same day for patients, repeatedly. This is very convenient for the practice as well as the patient.”

Additionally, both technologies are easily delegated to ancillary staff, explained Dr. Clark-Loesser. “EMSCULTPT is largely operator-independent, but requires supervision as the technician adjusts intensity throughout the session. EMTONE is more hands-on. The technique isn’t difficult, but does require more from the user.”

Dr. Clark-Loesser is planning to combine the technologies for post-partum treatments. “We’re excited to see how well we can restore abdominal muscles with EMSCULTPT, and tackle the overlying tissue with EMTONE,” she said.

According to Dr. Kinney, one key ingredient in the mix is what BTL as a company brings to the table, as evidenced by its suite of body shaping technologies. “Focusing energy – whether by RF, TPE, electromagnetic or others – and varying spot sizes, frequencies, wave patterns, wave forms and propagation, represent the next steps in the evolution of advanced body contouring procedures,” he said. “BTL is leading the way.”
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Fotona4D Protocol with Versatile Laser Platform a Powerful Practice Builder

By Kevin A. Wilson, Contributing Editor

Providing a laser facial treatment that is completely novel in the space, the Fotona4D® protocol using the SP Dynamis Pro™ dual wavelength laser system from Fotona (based in the U.S. and Europe) draws on many of the system’s unique capabilities to deliver an inside-out, non-invasive laser face lifting treatment that tightens and volumizes without injectables or any downtime. Proponents of the platform benefit from the unique laser engineering that has always been the focus of Fotona.

SP Dynamis Pro is highly regarded as a workhorse. Due to its wide spectrum of capabilities, it is ideal for emerging and traditional laser applications. “It is unique in the marketplace, combining multiple wavelengths and technologies for modulating those wavelengths,” said Melissa Haloossim, NP, clinical director and co-founder of Skin Thesis in West Hollywood, Calif.

“With both 1064 nm Nd:YAG and 2940 nm Er:YAG, along with several different modes of delivery, we can treat ablatively, non-ablatively, or both, and adjust based on the individual needs of the patient. You can treat almost anybody.”

In addition to Quasi Continuous Wave mode (for more traditional ablation, resurfacing or lipolysis), two specialized modes are available with the Nd:YAG wavelength. FRAC3® mode relies on a proprietary pulse structure uniquely designed to provide peaks or energy deposition in a treatment spot for a pseudofractional effect ideal for fractional therapies. On the other end, an ultra-long pulse setting named PIANO® mode is tailored for bulk dermal heating, to stimulate tightening and collagen remodeling.

The non-ablative Er:YAG wavelength can be used traditionally as well, but shines in SMOOTH® mode, a powerful but gentle long pulse that works nicely in the treatment of mucosal surfaces for intra-oral or vaginal applications. SupErficial™ mode with the Er:YAG provides a mild, superficial peel-like treatment that is a great capstone to any facial procedure.

Whether alone or in various combinations, these delivery modes provide the flexibility to do almost anything a laser might be called on to do in a clinical setting. For Ms. Haloossim, it was this versatility and adjustability that drew her to the device in the first place. Furthermore, in California it is mandated that – besides MDs – laser treatments must be performed exclusively by RNs, NPs or PAs, thus it is common to have these qualified personnel perform laser treatments in clinics.

As a matter of fact, Ms. Haloossim was recently featured in PEOPLE Magazine for her treatment of a high-profile client with the SP Dynamis Pro device. The popular Fotona4D technique featured in the article involves a sequence of four treatments using distinct modes and both wavelengths of the SP Dynamis Pro platform.
According to Ms. Haloossim, Fotona4D is a specialized synergistic, non-invasive facial rejuvenator unlike any other facial laser therapy. “Patients love it because it is safe and effective, but with low downtime. Nobody undergoes this treatment and leaves the clinic looking like a victim.”

Intraoral tightening is first performed with the Er:YAG in SMOOTH mode, followed by the Nd:YAG in FRAC3 mode as ablative fractional resurfacing to address pigment and laxity of facial skin. PIANO mode provides collagen remodeling via bulk heating of facial tissue, and treatment is concluded with a mild or moderate ‘peel’, based on patient tolerance for downtime, using SupErficial” mode. The result is full thickness plumping, overall tightening and surface pigment reduction, which enhances the global facial appearance.

“We recommend three treatments, with additional sessions depending on age or skin condition,” Ms. Haloossim shared. “For those patients we may perform maintenance treatments with a different laser modality, then have them undergo another course of Fotona4D four to six months later.”

Fotona4D ‘lifting’ strongly appealed to Ms. Haloossim for what it could do for her clinic. “I wanted to do bulk heating, as well as address surface textural issues. It gives back that youthful glow patients felt they had five years ago.”

Having a variety of high-profile patients, Ms. Haloossim is sensitive to the needs of the visible, busy professional or celebrity, but emphasized that they have the same variety of aesthetic desires anyone else would have. She added that in Los Angeles people may be looking for the newest thing, but they also tend toward powerful, preventative treatments. “Like anyone, they want the most natural looking result achieved safely and without much downtime.”

“The adjustability of SP Dynamis Pro makes it useful for all skin types – and the Fotona4D treatment – with very little downtime,” Ms. Haloossim stated. “Patients may have flaky skin or be a little pink for a short time; nothing you can’t cover up, or where you’d have to hide for several days or weeks, but with that fantastic deep and superficial outcome.”

Indeed, the patient experience keeps them coming back for more – not just for Fotona4D, but other offerings as well. “In addition to manageable downtime, patient comfort is very attractive, as is the relative speed of treatment,” Ms. Haloossim shared. “But in the end, it is the effect on their sense of self and well-being. Patients come in saying that they look tired or worn out, and after treatment they report looking more vibrant and youthful.”

Furthermore, the device is well-suited to be combined with other modalities for superior global results that appeal to patients. “You can use this with a lot of the traditional treatments any clinic would offer, such as injectables,” Ms. Haloossim advised. “We seem to get great results joining Fotona4D with LED light treatment, which enhances the overall effect and promotes healing and neocollagenesis. It also ‘calms’ the skin. I’m one of those people who benefits from this in particular because I am pink after treatment. LED helped mitigate that effect for me and many of my patients.”

In Ms. Haloossim’s opinion, “SP Dynamis Pro is great for new practices because it does almost anything, including hair removal, skin tightening and many different ablative and non-ablative therapies, so you have a lot of options beyond Fotona4D. It inspires us to be creative in how we address the variety of patient issues. As long as we’re attentive to expectations management, patients are highly satisfied.”
Renuva® Allograft Adipose Matrix from MTF Biologics (Edison, N.J.) is a novel, off-the-shelf extracellular matrix made from donated allograft tissue that is catching on with aesthetic practitioners. This allograft product serves as a framework to support cellular repopulation and vascularization at the surgical site. It comprises the same growth factors, collagen and other elements found in adipose tissue, and can be used in various cosmetic procedures.

Intended for the replacement of damaged or inadequate integumental adipose tissue matrix, Renuva Allograft Adipose Matrix may also provide reinforcement or supplemental support to the underlying adipose tissue matrix as the result of damage or naturally occurring defects.

For the physician that has historically relied on fillers and fat grafting, Renuva has introduced an all-natural option. “There’s nothing else like it,” expressed Nima Naghshineh, MD, MSc, a plastic and reconstructive surgeon in Beverly Hills, Calif. “The matrix has no lipid or oil components, and no DNA component, but it comes with all the needed support structure to grow fat.”

One of the earliest adopters of Renuva, Michael Gold, MD, a Nashville, Tenn.-based cosmetic dermatologist, has been conducting clinical trials and found the product to be quite long lasting. “Some of my patients are one or two years out now and they are doing really well,” he said. “The results are incredibly promising. You can use it in the face where there is a lot of volume deficit, but I use it a lot in the buttocks, thighs, upper arms and any place you have lipoatrophy.”

According to Farzad R. Nahai, MD, a plastic surgeon in Atlanta, Ga., Renuva has been popular with patients that are ‘filler experienced’. “These patients have had fillers in their temples and cheeks before, they know how it works, and I tell them this is a treatment we can do every one or two years,” he expressed.

Other applications have been equally successful, added Dr. Nahai. “For the very fit, trim people that don’t have a lot of fat on their bodies, but are starting to show age in the face, I don’t have many choices with fat grafting, but Renuva is a very good option.”

Likewise, Dr. Naghshineh has used Renuva for different applications, “which is very attractive to a physician,” he stated. “There is some good evidence to show that Renuva improves skin texture and tone, as well as discoloration. For instance, I had a patient with a thyroidectomy scar on her neck – a little dimple. After I filled it with Renuva she asked me to inject more across her lower neck. She came back two or three months later and her neck’s skin tone and texture looked so much better.”

Dr. Nahai reflected on Renuva’s potential. “This is an off-the-shelf tissue solution and it truly works well. I can avoid the inconvenience and downtime of a fat graft donor site. That is a win-win for the patient and the surgeon. Renuva represents the future,” he said.

A long-lasting injectable that naturally is replaced with your patient’s own fat.

Don’t miss our symposium, presented by Dr. Farzad Nahai, “Advances in Cosmetic Regenerative Medicine” on Friday, September 20th from 3:15-4:15PM in Innovation Theater.

Learn about our full portfolio of cosmetic solutions at Plastic Surgery The Meeting in San Diego at Booth #1335.

Not attending PSTM in San Diego? Find out where you can learn more about our portfolio at upcoming events by visiting mtfbiologics.org/Aesthetic
Providing personalized, selective treatment with targeted, customized energy delivery, truSculpt flex from Cutera, Inc. (Brisbane, Calif.), is designed to help tone and sculpt muscles in-office. This non-invasive modality offers high throughput for physicians, enhancing ROI and strengthening the family of truSculpt body shaping technologies.

The action of truSculpt flex is described as Multi-Directional Stimulation (MDS), using low levels of energy to stimulate muscle groups in direct, yet distinct ways using customizable options. According to Michael Somenek, MD, a plastic surgeon in Washington, D.C., a key differentiator between truSculpt flex and other existing or emerging technologies is the size of the treatment area. With 16 handpieces, treatment can be split between multiple areas.

“In as little as four 45-minute sessions given over a two-week period, you’ll start to see improved definition,” he said. “In our clinical trial we studied the abdominal and oblique areas and followed them for 12 weeks post-treatment. We recorded visibly improved contour and muscle tone.”

Under the moniker truControl, treatment is highly personalized. There are three possible modes of operation. Prep Mode is like a warm-up to stretch and build tolerance for muscular contractions. Tone Mode holds contractions to exhaustion, then releases, to build strength and endurance. The hallmarks of Sculpt Mode include faster, deep sequential contractions to increase muscle mass and basal metabolic rate.

In addition, eight paired electrodes allow for eight areas to be treated simultaneously, which is reportedly, the largest treatment zone in the industry. “I really like this aspect of the device,” Dr. Somenek commented. “I’ve had three rounds of truSculpt flex and observed remarkable results.”

Based on patient comments and his own treatments with truSculpt flex, Dr. Somenek said the patient experience is very simple and tolerable. “There is a gel pad called truGel that acts as a medium between the handpiece and the body,” he began. “The handpieces send an electrical signal into the muscle, and based on patient tolerance, the technician can adjust the intensity from 0% to 100%. As the patient becomes acclimated to these involuntary muscle contractions, we slowly titrate up the intensity, giving us supramaximal contractions throughout the session.

“Another difference between this system and existing competitors is that the higher settings are truly challenging,” Dr. Somenek continued. “Few people, if any, will want that highest setting. So as with regular exercise, we have room to grow as patients become stronger and more capable of tolerating the device.”

Recovery from treatment is reminiscent of a hard workout. “The next day you feel that good soreness as if you’ve undergone a challenging exercise regimen, and the muscles feel tighter,” Dr. Somenek reported.

Ideally, truSculpt flex is paired with non-invasive fat reduction technologies such as truSculpt iD or truSculpt 3D (both from Cutera), Dr. Somenek expressed. “Theoretically, if you perform the supramaximal muscle contraction treatment, you will upregulate local metabolism and burn more calories each day, even at rest. It is a completely valid scientific rationale,” he explained.

“We measured muscle and fat layer thickness via MRI at baseline and follow-up in our study, but we don’t have all of the data yet,” Dr. Somenek shared. “While truSculpt flex isn’t a fat reduction device, but rather a muscle stimulation device, it is logically paired with non-invasive fat reduction for a better global result with the possibility of synergy.”
TIME FOR YOUR PRACTICE TO FLEX ITS MUSCLES.

Make your practice stand out with truSculpt® flex, a muscle building device that offers personalized treatments based on patient fitness level, shape and goals.

Only truSculpt flex with Multi-Directional Stimulation (MDS) provides three unique treatment options, covering up to 8 areas simultaneously to optimize results and practice revenue.

Learn how truSculpt flex can strengthen your practice at cutera.com/truSculptflex
Hair loss has historically been considered a natural consequence of aging, especially among men, but it has never been fully accepted—the toupee and comb-over are proof of that. However, the last couple decades have seen significant progress toward much more effective solutions for men—and women—wishing to stave off hair loss or restore hair to some degree.

Although some women experience thinning, “a good 90% of patients are men,” said Roger Bassin, MD, a plastic surgeon based in Orlando, Fla., who has been performing hair restoration for years. “Hair loss also tends to be more dramatic in men, with balding rather than thinning.”

According to Jeffrey A. Rapaport, MD, a cosmetic dermatologist in Englewood Cliffs, N.J., the causes of hair loss differ. “For women it is multi-factorial; for men, it is almost always conversion of testosterone to dihydrotestosterone (DHT), leading to a genetic excess of DHT in the scalp.”

A big difference between men and women is how they approach the problem, said John Kahen, MD, a hair transplant surgeon in Beverly Hills, Calif. “Men typically come into the office after they have lost a lot of hair. Women come in when they begin to shed and thin out. It is more dramatic and noticeable for them, so they seek early intervention more often.”

The advent of follicular unit transplantation, follicle plugs extracted by manual punch, or automatic extraction devices, has replaced the strip graft method, which had limitations; you could only take so much, and there was significant scarring. Improvements in the process of follicular unit extraction (FUE) have advanced the overall procedure, said Dr. Bassin. “Instead of that linear scar on the scalp prevalent with strip grafting, we thin out the harvest region by percentages virtually undetectable to the naked eye and transplant them elsewhere.”

Among the available options for early intervention, “are drugs like minoxidil or finasteride, but they have limited efficacy and there are sexual side effects to finasteride that keep men away,” Dr. Kahen explained. “Patients come in now and want to go directly to platelet-rich plasma (PRP).”
PRP

With the rapidly proliferating PRP market there are too many products to single out any one in particular. More important is how PRP is used, and could be used in the future. “PRP is a great tool for women,” Dr. Bassin began, “because it is better for thinning hair. It won’t cause regrowth of lost hair, but it can revitalize ‘minimized’ (withering, but not dead) follicles to give you thicker, fuller hair and help prevent further hair loss.”

According to Dr. Bassin, PRP is becoming almost standard with any transplant. “Application of PRP promotes healing, helps grafts grow and staves off further hair loss.”

Dr. Kahen’s technique completely depends on PRP; he injects PRP during the implant process, before inserting follicular units. “This helps encourage the blood supply and rapid healing for maximum growth and thickness of hair at the implant site,” he said.

Most exciting is PRP-based prevention, regardless of gender. “By promoting prevention with PRP we have patients coming in as early as 18 years of age – those seeing early pattern baldness,” said Dr. Kahen. “It has opened the door to a new preventative approach in both genders because any age group can use it, it is safe and very good for either preventative care or adjunctive to other therapies. Remember that for women, treatment is basically Minoxidil, hair vitamins and PRP. For men, in my practice, it is PRP or FUE with PRP, depending on the level of hair loss. If you obtain treatment early enough, PRP should stop hair loss with maintenance every eight months or so.”

“Patients like PRP because it comes from their own body and has no side effects,” said Dr. Rapaport.

Device-Based Hair Restoration

NeoGraft® from Venus Concept (North York, Ontario, Canada) claims the title of the first automated FUE and implantation technology. It leaves no linear scar and is minimally invasive with fast patient recovery, consistently delivering superior clinical efficacy and high patient satisfaction, as evidenced by its high “Worth It” rating on RealSelf.com. With NeoGraft, Venus Concept provides a comprehensive turnkey business solution, such as in-depth preceptorship programs, one-year business development mentorship, on-demand and highly-trained hair restoration technicians (NeoGrafters”), ongoing account management, marketing support and patient lead generation through the advertising agency 2two5™, and more.

SmartGraft by Vision Medical, Inc. (Glen Mills, Penn.), performs automatic FUE, incorporating additional technology to protect follicular units before transplant. It isolates and extracts micrografts of three to four follicles each for transplant to regions targeted to produce the best, most natural-looking result.

FUE with SmartGraft is quick and easy, said Dr. Bassin. “We’re done in several hours, and within a few days patients can wash their hair carefully. After the procedure and a natural cycle of shedding and regrowth, we get a great, natural-looking result 9 to 12 months after treatment. It is the next generation in FUE-based transplantation.”

ARTAS iX from Restoration Robotics (San Jose, Calif.), performs precise automatic harvesting with simultaneous destination site-making and implantation. This system uses robotic technology featuring an advanced three-camera, high-resolution stereoscopic vision system and a seven axis robotic arm to eliminate as much of the human element as possible, making the procedure more consistent and less physically taxing. The harvest site is analyzed for the best follicular units, which can be quickly collected. Computer-assisted planning precedes robotic or manual implantation, and results can be seen at about six months with continued growth.

Atera FUE-100 from INFUEZ LLC (Woodinville, Wash.) uses manual FUE with a comfortable, ergonomic handpiece and sterile irrigation, which maximizes graft viability, variable depth and diameter control. The system also features a collection system that moistens and cools grafts, as well as counts them.

The Harris S.A.F.E. System from Harris FUE Instruments (Greenwood Village, Colo.) offers traditional manual FUE. It is FDA-cleared and designed to keep grafts healthy and whole during manual excision, with follicle damage rates as low as 2.8%, according to the manufacturer. Reusable punches are 0.8 mm,
Boost Your Hair Loss Treatments

GROWTH FACTOR 3X:
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Increase the effectiveness of PRP and microneedle treatments with targeted growth factors for hair thinning and hair loss.

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Growth Factor 3X Professional Serum is a topical solution containing growth factors from human cells, isolating three specific growth factors (EGF, FGF and KGF) known to be of primary importance in hair follicle stages and scalp health. As an autologous solution, PRP base line components vary in individuals. By applying this serum to the scalp to boost a PRP treatment, a consistent bath of the growth factors essential for hair proliferation is created.

Applied by a medical professional, it can be used in conjunction with all modalities for encouraging hair follicle stimulation, including surgical SmartGraft FUE Hair Restoration, PRP, Microneedling, LED and Low Level Laser, to increase the specific growth factors most needed for the best outcomes of the procedures.

Photos courtesy of Smart Solutions Rx

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Energy-Based Follicle Stimulation and At-Home Treatments

Low-level laser therapy (LLLT), light therapy and approximates are becoming more and more popular as there is research suggesting efficacy. “There is evidence of effectiveness, but patients must realize that this does not regrow hair, but rather helps slow the progression of hair loss,” Dr. Kahen noted. “At-home devices use these methods.”

Physicians around the globe have been using laser- and light-based devices – normally used for skin rejuvenation, tightening, or other applications – for in-office follicle stimulation. However, while they may advertise laser hair restoration, these applications are off-label.

FDA-cleared to treat androgenic alopecia for males (with Norwood-Hamilton Classifications of Ila to V) and females (with Ludwig-Savin Classifications of I to II), and for men or women who have Fitzpatrick skin types of I to IV, iRestore from Freedom Laser Therapy (Los Angeles, Calif.) is basically a helmet combining light-emitting diode (LED) LLLT tuned specifically to stimulate cell metabolism in hair follicles. Within about three to six months of 25-minute sessions every other day, the manufacturer states that users will see a slowdown in hair loss and reduction in hair follicle miniaturization, followed by some return to thicker, fuller hair with continued maintenance. The Essential version features 51 medical grade laser and LED emitters, while the Professional version features 282 emitters.

The LH80 PRO and LH40 EVO laser helmets from Theradome, Inc. (Pleasanton, Calif.) feature 40 focused VL680 (680 nm) lasers that penetrate up to 5 mm into the scalp and stimulate mitochondrial activity to slow and then stop hair loss, according to the manufacturer. Four weekly sessions of 20 minutes per day will yield visible improvement after a few months of regular use, with stronger outcomes over time.

The HairMax laser comb from Lexington INT, LLC (Boca Raton, Fla.), uses LLLT to increase hair density/fullness, revitalize follicles and improve thinning hair. It is currently the only FDA-approved device of its kind and includes patented hair-parting teeth and densely packed laser diodes for maximum, uniform delivery of collimated laser light. Products include combs, bands and a maximum coverage baseball style cap.

Professional and At-Home Topical and Nutriceutical Therapies

As the only FDA-cleared drugs for male pattern baldness on the market, finasteride and minoxidil are fairly well-known. Topical minoxidil has been demonstrated successfully in both men and women, with approximately 40% of men seeing regrowth within a three-to six-month period1,2 as long as the drug is used. “In my experience many patients are not entirely satisfied with Minoxidil and may not stay with it,” said Dr. Rapoport.

Finasteride has been shown [Varothai 2014] to slow and even improve hair loss in men after about six months with persistent, continued use. However, the caveat of sexual side effects has reduced its popularity.

Nevertheless, there are at-home therapies that may provide some help alone or in conjunction with office-based therapies. Nutraceuticals and vitamins are among those that have been in use for a long time.
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Dr. Jenni Holman,
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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 A. PN: 190729

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LockRx Growth Factor 3X Professional Serum from Vision Medical, is a topical solution containing three specific human cell-derived growth factors (EGF, FGF and KGF) that are known to be of primary importance in hair follicle stages and scalp health.

This serum can be used in conjunction with all modalities for encouraging hair follicle stimulation, including surgical SmartGraft FUE Hair Restoration, PRP, microneedling, LED and LLLT, to increase the specific growth factors most needed for the best outcomes of the procedures.

With products for men and women, Viviscal Advanced Hair Health supplements from Viviscal Ltd. (Ewing, N.J.) have been under continuous development for 25 years and are 100% drug free. The products (including oral supplements and a topical shampoo, with an additional conditioner for women), are designed to nourish and strengthen existing hair at various stages of growth, promote revitalization of hair follicles to minimize shedding and encourage healthier hair. Clinical studies showed 18.3% reduction in shedding vs. placebo, and 125% increase in terminal hairs vs. placebo, with significant self-reported improved overall hair volume, thickness and scalp coverage after six months of continuous use.

AQ Advanced Hair Complex+ from AQ Skin Solutions (Irvine, Calif.) is designed to mitigate hair loss, rejuvenate damaged hair follicles, improve hair quality and increase circulation for overall improved scalp conditions. With growth factor technology, as well as other active ingredients, the solution is applied to treatment areas and massaged, then left on for a minimum of five minutes, every other day. The topical is for at-home use or as an adjunct to professional treatments.

Nutrafol® multi-targeting nutraceutical hair restoration treatments are designed for women entering, during and post menopause, experiencing hair-related changes. Nutrafol Core for Women contains standardized ingredients that address the key triggers of poor hair health including stress, DHT, free radicals, micro-inflammation and compromised nutrition. Core for Women was shown to improve strength, shine, texture, density, manageability and softness
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of hair. In a clinical study, 81% of women saw an improvement in hair growth.

Nutrafol Women’s Balance additionally addresses hormone changes associated with menopause. Ingredients are clinically shown to increase hair growth, provide fuller hair, maintain existing hair growth and improve strength, shine, texture, appearance, density and nourish hair from within.

Meant to be bundled as an adjunct to in-office treatments, the Votesse complete hair health system from Eclipse MedCorp. (The Colony, Texas), is a combination oral ‘follicceutical’ pill plus topical foam to promote health and wellness for maximum hair health. Easy-to-use Topical Hair Mousse with Amino DL-30 absorbs directly into the scalp to hydrate and promote moisture retention.

Oral formulations are customized for men and women. The women’s oral formulation includes ashwagandha root extract, flaxseed hulls, L-tyrosine and velvet bean extract, designed to manage cortisol levels and prevent hair breakage. The men’s version includes saw palmetto berry, pine-derived phytoesters, green tea leaf extract, nettle leaf extract and pumpkin seed concentrate to manage DHT, boost collagen production and improve overall hair health. “This is the first combination oral pill with topical botanical foam at our disposal, working internally and externally,” explained Dr. Rapaport.

“A lot of people want something like this, but won’t go for drugs like minoxidil or finasteride. They like the adjunctive non-drug topical and the gender-specific formulations. The pill replaces the vitamins they probably already take, which many find appealing,” he continued. “With competing products I’ve seen GI disturbances, which we don’t see with Votesse because it includes probiotics.”

Surveying the evolving armamentarium for treating balding and thinning hair, Dr. Kahen summed it up best. “As with anything, prevention is usually the better option over reactive treatments. With the alternatives we have today, as we raise awareness we should see a significant reduction in the amount of people suffering from hair loss.”

References:

“With the alternatives we have today, as we raise awareness we should see a significant reduction in the amount of people suffering from hair loss.”
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One of the most versatile RF platforms on the market today

For practitioners looking to deliver surgical and non-surgical treatments across a variety of specialties to patients with a broad range of needs, radiofrequency (RF) technology is the go-to-choice. While there are several RF devices on the market, the TempSure® RF platform is an expandable technology providing the ability to perform multiple applications in one convenient 300W, 4MHz device. It is one of the most versatile investments you can make for your practice.

**TempSure Envi: RF for Fine Lines, Wrinkles and Skin Tightening**

As more patients seek preventative treatment options at younger ages, RF has become the latest trend to combat future signs of aging. TempSure Envi, the first set of handpieces launched with the TempSure device, delivers consistent energy to gently heat the skin. Increasing the skin’s temperature for a defined, therapeutic time triggers a natural response for the skin to regenerate collagen, which can minimize facial fine lines and tighten skin through soft tissue coagulation. With soothing spa tones and three handpieces ranging from 10mm to 20mm, the treatments are customizable for enhanced patient satisfaction.

“The TempSure Envi is a powerful tool for my practice allowing me to help patients looking to maintain their youthful skin. With no downtime, patients leave with a natural glow post-treatment and collagen will continue to rebuild over time, enhancing the skin’s appearance,” said Dr. Dianne Quibell of MD TLC, a Cosmetic Laser and Concierge Medical Practice. “The versatility of TempSure allows me to offer quick, safe and effective treatments to grow my practice. When patients come in for services that help them look their best, they develop confidence in themselves, the practice and the technology.”

**TempSure Firm: Tissue Heating and Cellulite**

Continually innovating to address patient demands, Cynosure introduced the TempSure Firm handpieces for tissue heating and the temporary reduction in cellulite. The 60mm handpiece is the newest addition to the TempSure platform. It allows practitioners to treat larger areas of the body such as the abdomen, arms, buttocks and thighs, at a faster rate, without surgery or downtime.

“The TempSure platform has had a huge positive impact on my practice,” said Dr. Raminder Saluja of Saluja Cosmetic and Laser Center. “The device’s versatility and efficiency are truly invaluable to me as a practitioner.

**TempSure Envi: RF for Fine Lines, Wrinkles and Skin Tightening**

Surgical procedures like blepharoplasties and labiaplasties are on the rise, and as more practices look to offer these procedures, the TempSure Surgical RF capability enables surgical precision with aesthetic results. The technology allows practitioners across a variety of specialties including plastic surgery, dermatology, gynecology, and ophthalmology, the ability to cut and coagulate tissue at the same time, resulting in decreased post-operative pain and faster recovery. The device’s 4 MHz frequency creates less heat compared to competitive devices, resulting in minimal lateral thermal damage to surrounding tissues leading to a better aesthetic outcome.

“TempSure Surgical is truly a breakthrough technology that has improved my surgical procedures and delivered fantastic results,” said Dr. Barry DiBernardo of New Jersey Plastic Surgery. “I immediately noticed cleaner cuts and optimum coagulation during surgery, which gives me the confidence to tell my patients they will experience less bruising and better wound healing.”

**TempSure RF Will Revolutionize Your Practice**

The enhanced functionality and versatility of the cutting-edge TempSure RF platform allows customers to further expand and differentiate themselves while treating more patients. Investing in a device that can seamlessly transition from regenerating collagen to surgical procedures, while also shortening patient recovery time, is a game-changing decision for any provider. As patient demand for RF procedures continues to rise, the TempSure platform delivers a full arsenal of techniques and technologies as the platform of choice to grow and expand your practice.

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Long before regenerative aesthetics was on the radar, my late husband, Mark Kofford, MD, PhD, and I discovered a magical combination of collagen stimulation and dermal remodeling. In 2007, we were searching for the newest, greatest fractional CO\textsubscript{2} technology on the market. Up to that point in time, we had been working with full-field Erbium and full-field CO\textsubscript{2} laser resurfacing, but we found that the MiXto fractional system from Lasering USA (San Ramon, Calif.) revolutionized ablative facial rejuvenation, making it much safer with lower risk of adverse events.

Dr. M. Kofford worked with various laser engineers (and laser experts at Lasering USA) to mathematically determine the optimal spot sizes, ablation depth and size of the thermal coagulation zone needed to maximize cosmetic improvement with minimal downtime.

At around this same time, we discovered the beneficial effects of the regenerative collagen stimulators Bellafill (Suneva Medical), Sculptra (Galderma) and Radiesse (Merz Aesthetics). When we combined these technologies, we were able to achieve superior results over either one of these therapies alone.

Tissue ablation using a CO\textsubscript{2} laser results in skin shrinkage, improved elasticity and tightening, and adds thermal coagulation for increased myofibroblast formation to create new Type 1 collagen.

Seeding the skin with biostimulants further enhances this effect, causing the skin to appear truly more youthful. Furthermore, results are permanent.

We then freely shared our discovery with aesthetic providers through MiXto fractional resurfacing and biostimulatory filler training sessions.

Over the years many devices have come and gone, but the MiXto has stood the test of time. It has never broken down and it has no disposable component. It is fair to say it has paid for itself over and over.

We started with our signature collagen stimulator treatment, addressing the low spots and wrinkles using Bellafill, then seeding the area with Sculptra. Marcaine was added, which also helps to numb the skin prior to the laser resurfacing. After this, we added neurotoxins to keep the area flat during healing, which has been shown to improve long-term results.

Short pulse CO\textsubscript{2} and Er:YAG laser devices simply cannot deliver the degree of thermal coagulation necessary to achieve adequate regeneration of native collagen, resulting in only short-term results. MiXto (using Chopped CW patented technology) delivers superior results. You can adjust the MiXto’s dwell times (longest in the industry) and spot size to give you sufficient thermal coagulation to achieve your goal of permanent wrinkle remodeling.

Lately, I have paired MiXto with the Cutera Excel V (532 nm/1064 nm) device to reduce redness and further stimulate collagen.

Other technologies may be helpful, but as stand-alone therapies, they certainly won’t deliver the results we have come to expect from the MiXto. MiXto fractional CO\textsubscript{2} is by far the gold standard regenerative laser for conclusive nonsurgical results in patients with heavy wrinkles or severe acne scars. It is a must-have for all practices, large and small.

We then freely shared our discovery with aesthetic providers through MiXto fractional resurfacing and biostimulatory filler training sessions.

Over the years many devices have come and gone, but the MiXto has stood the test of time. It has never broken down and it has no disposable component. It is fair to say it has paid for itself over and over.

This year, I had a plastic surgeon come visit from out of state. She told me, “I bought a fractional CO\textsubscript{2}, but I can’t get results like you.” We worked on some real patients and she got to see the actual results transpire.
The MiXto® Fractional CO₂ laser delivers winning results to capture the “Best Non-Surgical Facial Rejuvenation Enhancement” award* in four different years.

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*The Aesthetic Show, Las Vegas, Nevada*
Does Aesthetic Medicine Need Sexual Healing?

By Lisette Hilton, Contributing Editor
When Warren B. Seiler III, MD, founder of Seiler Skin and the Seiler Skin Aesthetic Institute in Birmingham, Ala., first incorporated platelet-rich plasma (PRP) procedures into his cosmetic laser and injection practice, he thought he’d have no interest in adding sexual health treatments. He has since changed his tune and is glad that he did.

“Aesthetic physicians from all specialties shouldn’t be intimidated by sexual health procedures. Many sexual health options are legitimate and patient demand is high,” said Dr. Seiler, who presented on integrating the O-Shot (Orgasm Shot) and P-Shot (Priapus Shot) into aesthetic practices during the Sexual Health in Aesthetics pre-show course at The Aesthetic Show in Las Vegas (July 11-14, 2019).

Not only that, but sexual health is a relatively untapped and misunderstood market among aesthetic physicians, added Carolyn DeLucia, MD, FACOG, of VSPOT Medi Spa in New York, N.Y.

“Sexual health is still so minimally discussed,” Dr. DeLucia continued. “Physicians think because of the tools we’re using, like lasers and radiofrequency (RF), that it is only for aesthetic reasons. They don’t realize we are trying to make things function better – not just look better.”

According to Dr. DeLucia, who trains and consults with practices on adding turn-key sexual health services, aesthetic physicians are the ideal sexual health providers because they’re already comfortable with the technology – from energy-based devices to PRP. However, they are not as comfortable with the anatomy.

Conversely, gynecologists, who also are adding sexual health services to their practices, tend to be afraid of the technology, but are comfortable with the anatomy, she said.

While there is a learning curve to adding sexual health to an aesthetic practice, it is not an all-or-nothing proposition, Dr. Seiler expressed. Providers might offer some services that they feel comfortable offering and collaborate with specialists on other sexual health treatments.

For example, Dr. Seiler limits his sexual health practice to the O-Shot for women and the P-Shot for men – both PRP options invented by Vampire Facelift inventor Charles Runels, MD. Literature suggests PRP can help healthier tissue function even better. So, Dr. Seiler took the course with Dr. Runels and slowly incorporated these procedures into his practice. Now, patients are actively seeking him out for these treatments and he is a trainer for Dr. Runels’ Vampire procedures including the O-Shot and P-Shot.

However, Dr. Seiler said he isn’t a one-stop-shop for sexual health and doesn’t intend to be. Rather, he focuses on specific candidates that he feels strongly will benefit from the PRP options. He collaborates with a gynecologist and urologist in town for patients’ hormonal and other workups before administering PRP. And, if he doesn’t think a patient will benefit from the O-Shot or P-Shot only, he’ll refer them to his gynecologist or urologist colleagues as they offer some of the device-based treatments that can provide adjunctive help to the results from PRP. “Practitioners really need to know when they should and should not treat somebody,” he advised.

The Spectrum of Options for Women

Dr. DeLucia, author of a new consumer-focused book on female sexual health called *Ultimate Intimacy*, says the top three sexual issues on women’s minds are: lack of orgasm, urinary incontinence and vaginal looseness.

While aesthetic providers are probably familiar by now with the EMSCULPT from BTL – the first device to non-invasively strengthen muscle and sculpt the body using patented high-intensity focused electromagnetic (HIFEM) energy – now, there is EMSELLA, a device known as the “kegel throne.” EMSELLA uses HIFEM to non-invasively promote bladder control and reduce urinary incontinence, according to Dr. DeLucia, who presented on the impact of EMSELLA on women’s sexual health during The Aesthetic Show.
The HIFEM technology addresses the unfortunate changes in a woman’s body after childbirth, including vaginal laxity and the feeling of looseness. As a result of these changes, many women experience a loss of friction during intimacy and less satisfaction with intercourse. Having children also weakens muscles on the outside of the pelvic floor.

“We have abdominal muscles that get stretched, and over stretched in some women, resulting in diastasis rectus, which is when the muscles stay separated in the abdomen,” Dr. DeLucia explained. “The interesting thing is that there is a direct correlation to weakness of the pelvic floor muscles and weakness of the abdominal muscles, which then leads to urinary incontinence among women.”

Starting with EMSCULPT treatments on the abdomen as early as six weeks postpartum reduces diastasis rectus, Dr. DeLucia reported. “The literature in women with longstanding diastasis rectus who were in the EMSCULPT trials noticed a 12% decrease in the diastasis rectus. The significance here is that prior to EMSCULPT, we had nothing to improve this indication without surgery,” she said.

The EMSELLA is a device on which women or men simply sit. It allows the entire pelvic floor to contract 11,200 times in 28 minutes. “It rebuilds pelvic floor muscles to help urinary incontinence,” Dr. DeLucia explained.

“I’m doing a study with several sites across the nation, and we are evaluating the effects on sexual response because stronger muscles should naturally lead to an intensification sexually. Early results indicate EMSELLA intensifies the orgasm with better muscular tone and increased blood supply to the area.”

However, Dr. DeLucia’s favorite treatment for orgasmic issues is the O-Shot.

According to Las Vegas-based cosmetic surgeon, Edward Zimmerman, MD, among the benefits of the O-Shot, are that it is nonsurgical, drug-free, relatively fast and painless, can offer almost instantaneous results and has been shown to help urinary incontinence, increase sensitivity, desire and lubrication, and rejuvenate vaginal skin and tissue.

Lasers are another option in the toolbox of sexual health treatments for women. Allan Y. Wu, MD, FACOG, FACS, FAACS, of the Revive Wellness Center in Torrance and Palm Springs, Calif., presented on preliminary study results from intravaginal therapy with the Er:YAG-based Juliet, from Cutera (Brisbane, Calif.). “The Er:YAG laser is a very well-known laser to soft tissues, like mucosa. It has been used by dental and oral surgeons for some time, and in Europe it has been used intravaginally, without any major incidents or complications,” he said. “Compared to other lasers, this laser seems to be more well-suited for mucosal type tissue.”

“Energy can be delivered intravaginally, via laser energy in the form of Er:YAG, fractionated CO2 or fractionated Er:YAG, or via RF energy. It appears that both modalities seem to be efficacious and helpful to patients who are experiencing atrophy and dryness. The question is which technology will have the greatest effect on stress incontinence or minor pelvic support issues. We don’t yet know which will turn out to be the best modality,” Dr. Wu said.

The main advantage of the Juliet is its dual use, Dr. Wu shared. “You can use it not only intravaginally with a probe, but you also can use different adaptors for the skin. The device has been used successfully in our practice for dermal resurfacing and rejuvenation in addition to intravaginal use,” he said.

According to Dr. Wu, Juliet is FDA cleared for “coagulation, vaporization, ablation or cutting of soft tissue (skin) in dermatology, plastic surgery, oral surgery, ENT, gynecology, general surgery, podiatry and ophthalmology (skin around the eyes), but we know that it is efficacious and safe to use for intravaginal treatment because of the fact that it has been used extensively in Europe. We just have to carry over, corroborate and confirm that it is safe in the U.S. And indeed, that is what we are starting to see with the preliminary data that’s coming out,” he said.

In the U.S., Dr. Wu and colleagues are seeing positive effects from Juliet treatment to address vulvovaginal atrophy, menopausal symptoms, mild forms of incontinence and dyspareunia. But, just how the Juliet might compare to other...
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sexual health options for women is not yet clear.

Today’s devices treat vaginal laxity in different ways, according to Dr. DeLucia who prefers using Emsella or BTL’s Ultra Femme 360 RF device for that indication. However, Dr. DeLucia is hesitant to use laser devices to treat vaginal issues for the long-term.

“We don’t have long-term studies on lasers so I don’t think I’d want to treat someone’s vagina with lasers for 30 years,” she said. “I saw a woman recently who had laxity. In a patient like that I would use RF. It goes a little deeper and doesn’t cause injury to the actual vaginal tissue so there is no downtime. And Ultra Femme 360 requires the least amount of time in the vagina. There are several RF treatments on the market and they all work, but this one is only eight minutes versus others being a minimum 20 to 25 minutes.”

RF choices include monopolar devices, which deliver energy more deeply, and bipolar devices, which deliver energy more superficially.

“The depth of heating depends upon size and type of the electrode used,” noted Dr. Zimmerman.

Among novel, non-ablative CO2 based laser treatments for female wellness, the V-Lase from Lasering USA (San Ramon, Calif.) delivers gentle heat via a proprietary safe and painless method that stimulates new collagen and blood vessel formation in a short 15-minute procedure. Furthermore, there is no downtime, pain, risk of adverse events or consumables. According to users, patients love it because there is no downtime, no bleeding or any discharge. There is no pain and they can go back to their activities right away.

According to Dr. Wu, there remain unanswered questions about how to optimally deliver energy, including RF energy, to vaginal tissue. “Researchers are trying to determine not just what kind of energy is best, but also how much energy is needed and how deeply it needs to be delivered to affect moisturization, tightening of mild pelvic floor prolapse or incontinence-related issues.

“This is still going to continue for probably the next five years. Not all of the devices that are currently on the market are equivalent in terms of their penetration and depth. But, my impression is that we’re probably going to find that we don’t have to go to every single deep layer to give patients a positive benefit,” Dr. Wu theorized. “It may be that just treating superficial areas to affect moisturization and to allow cells to come into the area without hormones could be enough to normalize the anatomy in some of these patients.”

InMode (Lake Forest, Calif., and Richmond Hill, Ontario, Canada), has launched Aviva, a minimally invasive vulva procedure that restores the function and appearance of the vulva by offering a non-excisional alternative to labiaplasty for patients who are not interested in more extensive surgical options. The Aviva is powered by AccuTite and delivers safe and uniform heat to the entire soft tissue matrix of the labia minora, labia majora, clitoral hood, vaginal introitus and perineal body. This innovative procedure can be done under local anesthesia, in an office setting, in less than 20 minutes.

Sherry Thomas, MD, MPH, FACOG, a urogynecologist and surgeon specializing in female pelvic health in Agoura Hills, Calif., believes energy applied on the female pelvic floor is the new frontier for women. Energy-based devices basically do the same thing to tissue on the pelvic floor as on the face. “They increase collagen and elastin, which
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improves tissue quality, elasticity and thickness," she expressed.

Nevertheless, physicians treating these patients need to be mindful of understanding what they’re trying to treat, Dr. Thomas advised.

“We have several things going on in the female pelvic floor other than just laxity and appearance. We have sexual function, urinary and fecal incontinence and we have relaxation with prolapse, which are all very significant medical problems for women,” Dr. Thomas said. “Currently all lasers and RF devices are off label for treating these symptoms.”

Providers who offer off-label sexual health treatments need to obtain patient consent and let patients know that the treatments are off label, as well as provide patients with current FDA recommendations for treating patients’ issues.

“We also need to move forward in collecting data with each device, so we can show what works and what doesn’t and at what energy levels,” Dr. Thomas said.

A concern in the field of sexual health has been that using different energy modalities encourages fibroblast proliferation, according to Dr. Wu. “Some think these devices are not appropriate for the vaginal area, but that concern is unfounded,” he pointed out.

“Any procedure that involves any sort of cutting or energy modality will result in fibroblast proliferation and fibroblast involvement, but that does not mean that these devices automatically mean people to have horrible scars or abnormal sexual function. That’s not what we’re seeing,” Dr. Wu said.

Moreover, bundling of treatments is a popular option. For example, clinicians can bundle the EMSELLA with RF, laser or PRP treatments, according to Dr. Zimmerman, who actually presented on bundled technologies for sexual rejuvenation at The Aesthetic Show.

Another option for women is a physician-prescribed device using red light photobiomodulation therapy. Patients administer the therapy at home. According to a study published in *Photobiomodulation, Photomedicine, and Laser Surgery*, photobiomodulation therapy is safe and effective for treating vaginal tissue for genitourinary syndrome of menopause and stress urinary incontinence.

Researchers used the vSculpt device from Joylux, which is available in the U.K. and Canada. vFit PLUS is the U.S. professional only product and is available nationwide.

Study author Sarah de la Torre, MD, FACOG, NAMS, said she would recommend this technology for women with declining estrogen levels, sexual dissatisfaction and/or urinary incontinence.

“I would recommend women use vFit before opting for any in-office procedures. In an independent study, 95% of women reported improved vaginal wellness after 60 days of use. Many of my patients are so pleased with the result that they find vFit is all they need,” Dr. de la Torre reported.

“I recommend vFit because it allows my patients to improve sexual wellness, from the comfort of home, at a fraction of the cost of other solutions,” she continued. “It is life-changing. An at-home solution like vFit can help improve sexual function, sensation, pleasure, intimacy and confidence at any age.”

**What About Men?**

“At least 20 million men in the U.S. are complaining of erectile dysfunction and more than 87% of men feel their penises are not what they want them to be,” said Paul E. Perito, MD, a urologist in Coral Gables, Fla., who opened a boutique men’s health practice focused on erectile dysfunction nearly 20 years ago, and is now the highest volume penile implanter in the world.

“Even though these men fall into that steep bell curve where they’re perfectly normal (regarding penis size), they’re looking for something to make it bigger with better function. These men are described in the literature as having penile anxiety disorder,” Dr. Perito explained.

Penile implants can help. Dr. Perito developed a minimally invasive penile implant technique called the Perito Implant – a surgery that takes less than 15 minutes and can be performed under any type of anesthesia, with most men fully recovering in three to six weeks.
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- Enhanced Delay: Needles Go In "Hot" & Come Out "Cold"
- Safe to Use on All Skin Types
However, there is also a spectrum of new nonsurgical options, like PRP or medications, as well as investigational devices, that can help men from a functional standpoint. Many of these therapies can be offered in an aesthetic practice but require proper training, Dr. Perito indicated.

“In the last year, across the globe there have been some bad outcomes where people are trying to increase girth using free fat transfer. When I teach physicians, I tell them that in the right hands you might have a good outcome using free fat transfer, but you can have a catastrophic outcome in the wrong hands,” he warned.

“Free fat transfer also has a relatively high morbidity rate,” Dr. Perito added. “I’ve been working on a treatment option using hyaluronic acid to increase the girth of the penis. We patented a technique that capitalized on mistakes made in the past by urologists trying to use hyaluronic acid. There will be something available on-label perhaps within the next year. This is the only thing that I’d say would be absolutely safe for girth enhancement.”

When it comes to penis length, Dr. Perito noted that some of the older strategies utilized by plastic surgeons are coming back in vogue, including using liposuction or surgical resection at the level of the mons penis. He also feels CoolSculpting (Allergan) for the fat pad above the penis is an area of research surgeons should be investigating.

“These length-gaining methods in the penis are safe and have been described in the literature,” he said.

Dr. Seiler said he has been very successful with the P-Shot in men as a stand-alone treatment for erectile dysfunction. In Dr. Zimmerman’s experience, the benefits of the P-Shot combined with pumping address many symptoms of erectile dysfunction without surgery or drugs, including girth, length, sensitivity, desire and firmness of erections in patients who are hormonally optimized.

The P-Shot has been shown to improve Peyronie’s disease and studies have shown that it is beneficial to add the penile pump for rehabilitation of Peyronie’s disease and for patients recovering from prostate cancer, he said.

Radial Shockwave Therapy is also proving effective for male sexual wellness. A recent review article in the Journal of Cosmetic Dermatology concluded that, “Studies and clinical experience suggest that male erectile rejuvenation using low-intensity radial shockwave therapy seems an attractive option. The treatment can be safely, and effectively, delivered by trained staff as part of the total package...
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that is available to men in dermatology and/or medical aesthetic practices.

Along these lines, a growing number of physicians are successfully using Z Wave from Zimmer MedizinSystems for the treatment of male sexual wellness. While, this device is not FDA cleared for any urological procedures, and this application is considered an off-label use for Z Wave, the device is cleared to increase local blood flow and for the treatment of minor aches and pains.

So, What’s Next?

There are great options in the pipeline for sexual health, according to Dr. Thomas. Among those, autologous skeletal muscle stem cells.

“There are a couple of studies now from Cook Medical on ClinicalTrials.gov, that will probably be available in three to five years from now for stress incontinence. Treatment would work by taking a biopsy from a patient’s thigh, for example, then sending it to Cook Medical, where they’d grow it to 150 million cells. I think this is going to be the future of treating stress urinary incontinence,” she stated.

According to Dr. DeLucia, who is on the medical advisory board for Oranicell, a company she said is on the cutting edge of exosome technology, aesthetic physicians should follow news on the use of exosomes in sexual health.

“The use of exosomes is a whole new realm of treatment that can be isolated from the patient. It could be autologous or derived from discarded portions of the child delivery – basically, amniotic fluid,” Dr. DeLucia continued.

“Exosomes are vesicles that come off of our stem cells and stimulate protein to be created. It is another way to stimulate stem cells without using stem cells,” she shared. “They are going to boost PRP treatments, like the O-Shot, and treatment of vaginal wall lubrication, tone and health.”

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The Aesthetic Awards Introduces Peer Voting at Ninth Annual Ceremony

For nine years, The Aesthetic Awards have honored the exceptional outcomes and accomplishments from some of the finest practitioners and product manufacturers in aesthetic medicine. This year, hundreds of submissions and nominations representing surgical, nonsurgical, practice management and industry innovation were received from individuals and companies truly transforming the medical aesthetic industry. On July 13, 2019 attendees at The Aesthetic Show’s social event celebrated Carl Thornfeldt, MD as the 2019 Lifetime Achievement Award recipient, and, for the first time ever, had the opportunity to vote on finalists in each awards category via The Aesthetic Show mobile app and in-person voting stations at the conference. And, to add an element of suspense, the results of voting have been kept confidential until now! Congratulations to this year’s winners who should feel especially accomplished for earning the respect of their peers.
Best Nonsurgical Facial Rejuvenation Enhancement

Jeannine Kofford, MD
Medical Director
Riviera Laser Studios
Dana Point, CA

Before and after treatment

This 70-year-old female patient with extensive wrinkles and sun damage received:

- Six syringes of Bellafill and one syringe of Sculptra prior to MiXto fractional CO₂ resurfacing
- Erbium laser treatment to remove nevi and actinic keratoses
- Wrinkle touchup six months later with five syringes of Bellafill
- Ongoing maintenance treatments with Cutera’s excel V 532 nm laser
Best Surgical Facial Rejuvenation Enhancement

This 63-year-old female patient presented with the chief complaint of facial aging. She received the following treatments:

- Facelift, neck lift, facial fat grafting and lower eyelid blepharoplasty
- Laser resurfacing to the lower eyelids, central face, forehead and perioral region
Best Nonsurgical Body Shaping Enhancement

This male patient received the following treatments:

- Four BTL EMSCULPT treatments to the abdomen given in intervals of two to three days over the course of two weeks

Before and six weeks after treatment
Best Surgical Body Shaping Enhancement

After a massive weight loss, this 44-year-old female patient received the following:

- A breast augmentation and lift
- Tummy tuck with rectus diastasis repair

Jonathan Kaplan, MD
Plastic Surgeon
Pacific Heights Plastic Surgery
San Francisco, CA
Best Overall Patient Enhancement

Sachin Shridharani, MD
Plastic Surgeon
LUXURGERY
New York, NY

This 42-year-old female patient presented with the chief complaint of body contour deformity (excess skin, distorted belly button and protruding periumbilical region). Physical examination revealed an umbilical hernia and severe diastasis recti (above and below umbilicus). The patient did not want to manage drains during recovery so she received the following treatments:

• TubelessTuck (drainless abdominoplasty)  
• Simultaneous umbilical hernia repair
This 32-year-old female patient underwent a prior botched breast augmentation that left her with symmastia and severely asymmetric breasts. Her corrective surgeries included the following:

- Removal of existing 250 cc moderate profile saline implants and replacement with 325 cc moderate plus profile silicone breast implants
- Internal bra suturing for correction of asymmetry and symmastia
Young Medical Spa has been in practice for 15 years with two locations and a third location coming soon. When the practice started, it was just Dr. Young and his wife, Paula Di Marco Young, RN, and no patients. Today, Young Medical Spa is a $5 million a year medical spa and growing exponentially each month.

Dr. Young and Paula are always seeking the latest technologies and trends to bring to their patients. Setting the trend for new procedures and technologies in the area, Young Medical Spa is considered the “practice to follow”. Dr. Young and Paula’s visions and goals are to bring the most efficacious technologies to patients while decreasing or eliminating downtime and discomfort.
Early in his career, Carl Thornfeldt, MD, embarked on an extensive journey focused on researching abnormalities of the skin barrier, cutaneous inflammation, drug delivery, disease conditions and herbal-based therapies that improve the health and well-being of patients around the world.

He has authored over 50 scientific articles including chapters in eight textbooks about cosmeceuticals, drug delivery, natural products and dermatology, and has over 22 U.S. patents – all while maintaining his busy clinical dermatology practice.

Believe it or not, his passion for medicine began as a child on a rural sheep farm in Eastern Oregon. This established his love for rural America.

Upon learning about the lack of dermatologists around the southern Oregon / Idaho border, when he graduated, he set up a practice in the area and dedicated his career to serving the residents of these communities.

In addition to caring for his patients, his ongoing research and running his renowned skincare company Epionce, he is a beloved employer to his practice and company staff, as well as his research teams; an integral part of his community; and a dedicated family man. With all of these accomplishments, it is easy to understand why Dr. Carl Thornfeldt is this year’s winner of the Lifetime Achievement Award.
Clinical Power Trio is DefenAge's core regimen. Recent clinical observations and reports show that Clinical Power Trio is extremely effective in addressing signs of melasma. DefenAge’s exclusive and proprietary ingredient, Age-Repair Defensins, reprograms our own body to create new and young skin through activation of dormant cells, hidden within our body. DefenAge® treatment enables the epidermis to reflect light in a distinct way.

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Industry Awards – Technology Innovation

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This father-daughter team never thought they’d be business partners in a cosmetic and aesthetic medical practice consulting company. Following his retirement from corporate America, Jay was the practice administrator for one of South Florida’s top dermatology and plastic surgery practices. In 2011, Jay’s wife, the medical director of this practice, was suddenly diagnosed with stage four cancer. When she lost her short battle several months later, Jay knew it was his calling to share his knowledge with the medical community. Mara, then owner of her own marketing and public relations company, jumped in to help her dad through his grief, both personally and professionally. Together they turned a side hustle into what it has become today – an award-winning, nationally-known practice management company helping doctors save time, money and heal the pain that comes with being a business owner!
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- Toxins & Filler Injectables Workshop
- Lasers & Energy Based Devices
- Basic & Advanced Dermatologic Surgery
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- Chemical Peel Workshop

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Hosted by President & Co-Founder of Crystal Clear, True to Form is a bi-weekly podcast between leaders making headway in the aesthetic, anti-aging, and elective medical industries. Episodes encompass in-depth discussions with some of the nation’s most successful elective medical practices and KOL’s while highlighting emerging industry trends, top strategies in digital marketing, and constructive management techniques.
Seven Strategies to Attract and Retain Male Patients

By Dori Soukup

Although the industry is evolving and more men are visiting medical spas and aesthetic practices; they still only represent about 20% of the market. One of the main reasons for this shortage is the lack of specific marketing efforts directed at men, as most facilities cater mainly to women.

Here’s a simple analogy: If you have a clothing store filled with women’s clothing, and only one rack for men, how many male customers do you think will come in to shop at your store? This is exactly what’s happening in the medical spa industry.

When you look at a menu of services, you rarely even see a picture of a man. And, in most cases there may only be one facial for men. So, why would they come into your medical spa or practice?

It is time for you to discover seven key strategies to help you expand your target market, attract and maintain male clientele and generate more revenue.

Strategy 1. A Male-Oriented Menu
Create a separate male-oriented menu and give it its own identity. It should have a masculine design with images of men. Use simple treatment descriptions focusing on men’s concerns and the benefits they will gain from the experience. In addition, use language that is appealing to men and explains how these treatments are designed specifically for them.

Strategy 2. Update Your Website
Assess your online presence, including your website, and make sure your male clientele and prospective patients have their own web page, educating them and inviting them to visit you. Instead of having a button that just says “menu”, divide the menu into parts. Have a button for Men, Women and even Teens. This allows you to improve your communication with each target market and customize your offerings to suit each groups’ needs.

Strategy 3. e-Marketing
Get sophisticated with your database and segment it by female, male, age, etc. Once it is segmented, instead of sending just one email blast to everyone; create at least two email messages: one specific to men and another for women. By doing this, you will increase your conversion rate and generate more revenue.

Strategy 4. Product Mix
Fortunately, there are many spa and medical spa professional skincare brands who offer male-specific products. If you want to attract more men to your business, you’ve got to have a male product line. Go beyond offering only skincare products. Include other items that will appeal to men. Also, be conscious of how you merchandise male products. Designate a separate area in your boutique specifically for men.

Strategy 5. The Male Experience
If you want to attract men to your medical spa or practice, your facility must be decorated to appeal to both men and women. The male guest experience must be delivered with men in mind – from robes and slippers that are designed for men, to reading material and treatment protocols. Improve your male guest experience by sending in a couple of male secret shoppers and getting their feedback on the overall experience and areas of improvement. This will give you male insight into what’s needed to attract and retain male clients.

Strategy 6. Host an Event
Send an invitation to all your female clients informing them about an upcoming event you are hosting to introduce your medical spa or practice to their male partners. Theme the event with men in mind. Show demonstrations of all the male treatments you offer. Make it easy for them to purchase and return with their loved ones.

Strategy 7. Team Training
Recently, I was speaking with one of my mentors and he shared his recent spa experience with me. He went for a massage and liked his experience, but no one bothered to ask him to come back! Men need reminders – ask anyone married to one – so part of your team training should include how to retain your male clients and what communication methods men prefer.

While there are many things you’ll need to train your team on to effectively attract and retain male clients, you can instantly implement these seven strategies to increase your overall capacity and elevate your success.
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The Aesthetic Academy Introduces Live Thread Lift Training

Demand for nonsurgical solutions continues to grow, making it imperative for physicians to stay at the forefront of all available minimally invasive solutions. Responding to this need, The Aesthetic Academy is offering the Minimally Invasive Facial Rejuvenation Masterclass at their 2019 events – San Diego (Oct. 12-13) and Dallas (Nov. 8-9).

This track will be offered on both days of both conferences, and for the first time ever will cover thread lift techniques as well as advanced facial injectable applications.

Having been recently re-introduced into medical aesthetics, thread lifts have rapidly become a popular alternative to surgical facelifts. While thread lifting results are subtler, advanced technology, improved techniques and the benefit of a shorter recovery time, have catapulted these procedures back into the spotlight.

Join some of the top thread lift trainers in the U.S., as they discuss various product types, sizes, applications and proper placement in tissues. You will also have the exclusive opportunity to observe their innovative techniques up close and personally, while earning up to 8 CME credits.

To ensure a high-quality learning experience space is being limited to only 70 students, so visit https://www.theaestheticacademy.com to reserve your space today.

About The Aesthetic Academy
The Aesthetic Academy is a unique series of two-day advanced procedural training and comprehensive development conferences. Attendees receive a well-balanced program that highlights key aesthetic services, with live treatment training and workshops, and the marketing strategies necessary to build a thriving practice.

Vegas Cosmetic Surgery Expands with Launch of Miami Cosmetic Surgery

Vegas Cosmetic Surgery and the leading event group Informa Markets are proud to announce the launch of Miami Cosmetic Surgery. Under the scientific direction of Steven Dayan, MD, Miami Cosmetic Surgery will take place at the Miami Beach Convention Center from February 20-22, 2020.

As part of Vegas Cosmetic Surgery and the AMWC global series of medical aesthetic events, Miami Cosmetic Surgery will deliver a high-quality curriculum, featuring dynamic lectures from prominent core experts at the forefront of the industry, including the fields of plastic and facial plastic surgery, dermatology, oculoplastic surgery and more.

The event is projected to host 150 exhibiting companies with over 1,000 medical professionals in attendance, hailing from the most prominent epicenters of cosmetic surgery and aesthetic dermatology worldwide.

"It is an honor to be part of this world-class program, bringing the cutting edge developments in aesthetics and anti-aging to the top medical professionals who are leading our industry," Dr. Dayan stated.

For more information visit: www.miamicosmeticsurgery.info

New Online Injection, Laser and PRP Training Now Available

Seiler Skin Aesthetic Institute (SSAI) is a premier provider of online injection, laser and Vampire®-certified PRP trainings for physician and non-physician cosmetic practitioners.

Founded in 2008 by Warren B. Seiler III, MD, the owner and medical director of Seiler Skin in Birmingham, Ala., SSAI delivers unparalleled instruction for consulting with, assessing and performing procedures on a wide variability of patients. SSAI’s flagship online course is a comprehensive, CME-certified neurotoxin and filler injection training that educates practitioners on Dr. Seiler’s proven facial assessment and treatment methodologies – perfected after more than 12 years of practice and 25,000 cosmetic injections.

Through the innovative online platform, SSAI provides practitioners of all skill levels a CME-accredited online learning experience via ten video modules – five devoted to neurotoxin injections and five covering filler injections. Each module is specific to different areas of the face and neck, and is broken down into three components – a lecture, a whiteboard session and live clinical demonstrations. Practitioners can earn up to 17 AMA PRA Category 1 credits upon completion of our ten-module training course. If desired, the neurotoxin and filler groups can be accessed individually and practitioners can earn 7 or 10 credits, respectively.

For a limited time SSAI is offering The Aesthetic Guide readers a 15% discount. To take advantage of this special offer, visit www.seilerskinai.com and enter promotional code: AAM2019 at checkout.

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Vegas Cosmetic Surgery and Miami Cosmetic Surgery are the leading multispecialty forums addressing the science, practice and techniques of aesthetic surgery and medicine. With a faculty featuring the foremost researchers, educators and practitioners, these events provide cutting-edge content to advance knowledge, enhance skills and techniques, and improve outcomes.

February 20-22, 2020
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For more information, visit:
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Sexual wellness continues to be a hot topic in the field of aesthetic medicine. One big reason for this is that many of the non-invasive treatment options available are not typically carried by other specialties since oftentimes they are not covered by insurance.

Within our practice, the area of sexual medicine is growing at a rapid rate as patients suffering from sexual dysfunctions desire alternatives to surgical procedures. Many times, oral medications are not tolerated, or appropriate, due to side effects and/or lack of effectiveness.

Specifically, erectile dysfunction (ED) affects over 50% of men in their 50s, and this number increases by 10% for every decade.

The Condition
Erectile dysfunction is a physiological lack of adequate blood flow, along with venous and arterial insufficiency from either a disease, medication or psychological cause. History of hypertension, specific blood pressure medications and underlying hormonal malfunction are often associated with ED. Anxiety, depression and medications to treat psychological disorders can also be associated with sexual dysfunction. Therefore, during the patient’s visit, a thorough health history and assessment must be completed in order to help determine the root cause of the issue.

This health history and assessment is completed by one of our highly qualified nurse practitioners who then creates a plan of care for the patient, which is physician reviewed and approved.

The Treatment
We have now entered an era where there are energy-based treatments that use soundwaves to improve and sometimes cure ED.

Low-intensity extracorporeal shockwave lithotripsy (LI-ESWL) uses soundwaves to break up damaged arteries and veins causing microvascular injuries and ultimately angiogenesis. While this technology has been around for over 20 years, recent studies have shown an approximate 80% success rate in improvement of erectile function. Once a practitioner obtains specific training they can properly perform the treatment to maximize results.

There are a number of trademarked names for these types of devices, but for our ED cases we use the Big D Wave™ from Zimmer MedizinSystems. While this has been a more recent addition to our practice’s treatment offerings, the patient request for this procedure is growing at an accelerating pace. Treatments are quick, taking only about 15 minutes to perform, and pain free.

The most successful course of our ED rehab therapy involves ten sessions of Big D Wave treatment, with a recommended frequency of twice a week for five weeks. Each visit takes approximately 15-30 minutes and consists of applying a specific protocol of energy via the soundwave transmitting wand. We also recommend that patients use a penile pump for at least ten minutes every day, as well as a low dose of a PDE5 inhibitor daily, in order to increase circulation in the penile tissue, which allows for increased blood flow to promote angiogenesis.

We also recommend a platelet-rich plasma injection into the penile tissue, otherwise known as the P-shot®, and medication review with hormone optimization. Adding the P-shot allows for further regeneration of the penile tissue as the cytokines and growth factors create a sort of ‘healing bath’ for the arteries and veins.

The P-shot procedure consists of drawing a patient’s blood and centrifuging the platelets away from the red blood cells.
“Some of our severe erectile dysfunction patients are now completely medication free. In addition, patients with moderate and mild dysfunction have experienced consistently positive results, with restored ability to obtain and maintain firmer, longer lasting erections.”

The resultant PRP is then injected into specific locations of the penile tissue, per protocol. Patients are prepped with topical numbing anesthetic prior to the procedure with minimal discomfort or bruising.

With this fine-tuned, patient-centered protocol, our practice has successfully helped multiple men with severe erectile dysfunction. Prior to therapy, these patients were not able to maintain an erection with the maximum dosage of PDE5 inhibitors. They had to use intercavernosal injections with an insulin syringe, which are painful and often ‘mood killing’, in order to maintain erection.

The Results
Typically, a patient can expect at least a step-down in treatment therapy. For example, if a patient requires a maximum dose of Viagra prior to ED rehab, after therapy that patient should have a realistic outcome of only needing to take a low dose of a PDE5 inhibitor on an as-needed basis, which is a promising result. PDE5 inhibitors are less likely to cause unwanted side effects at a lower dosage.

Some of our severe erectile dysfunction patients are now completely medication free. In addition, patients with moderate and mild dysfunction have experienced consistently positive results, with restored ability to obtain and maintain firmer, longer lasting erections.

The Marketing
Our office keeps future and existing patients informed of the services we offer via an e-mail list, as well as through social media outlets, radio talk shows and television appearances. We find that patients often hear about our services through a media outlet, and we have been extremely successful in helping both men and women enhance their sexual wellness, which has positive physical and psychological outcomes. We look forward to helping improve the quality of life for many more patients.

Meet the Experts

Jennifer Walden, MD
Dr. Walden is a board certified plastic surgeon and is fellowship-trained in cosmetic surgery. She has a full-scale cosmetic surgery practice and two medical spas in Austin, Texas, as well as a medical spa in New York City, N.Y. Dr. Walden is an active member of the American Society for Aesthetic Plastic Surgery, where she also serves on the Board of Directors and serves as the commissioner of communications. She is a member of the American Society of Plastic Surgeons and a Fellow of the American College of Surgeons. Dr. Walden is a clinical assistant professor in plastic surgery at The University of Texas Southwestern, and continues to be a leader in the cosmetic medicine industry.

Samantha Thiry, APRN
Ms. Thiry is a board certified family nurse practitioner and has had extensive training in the field of Urology. She graduated from Ohio State University, University of Miami and Barry University. She has been a clinical professor of psychiatric nursing for Miami-Dade College, as well as a nurse care coordinator for the Florida Dept. of Health. She is known by her colleagues and instructors for her academic and clinical excellence throughout her career.
Leann Wallace Griffin, RN, CCRN-Burn, learned about skincare in the 1990s while she was working to save and repair the skin barrier at the burn intensive care unit (ICU) at UC Irvine Medical Center in Irvine, Calif. Today, she is CEO of Vixen Aesthetics, a successful full-service concierge medical aesthetics company she founded in 2005.

Ms. Griffin says the launch of her aesthetics practice was a natural career progression. Two decades in the ICU gave her a strong foundation and appreciation for aesthetics. Back then, she would spend her nights caring for critical traumas, partial to full thickness burns, bomb victims needing limb flaps, grafts and even the occasional “high maintenance, yet easy” phenol/croton oil peels.

The native Southern Californian was pregnant with her daughter (who is now 15 years old), when the decision to transition from the worst of skincare scenarios to the best seemed like the right thing to do.

“I switched my priorities to keep my unborn baby safe [from] pumping on chests and scrubbing burnt skin off daily for a living,” she explains.

To this day, she believes her greatest professional accomplishment has been Vixen’s ongoing success and keeping intact what she calls, “the best working team-family.” However, it hasn’t all been smooth sailing. Ms. Griffin says she made mistakes and learned from them.

“Early on I allowed others to negatively influence my decisions and I doubted my strengths. I conceded taking on a second partner – someone I didn’t know, but quickly discovered, was greed-oriented, lacked experience and, worse, a conscience,” Ms. Griffin recalls. “After building a rapidly growing business, I had to make a very difficult, but ethical and reputation-saving, decision to abandon my first company. Fortunately, that taught me to keep my head held high and never ever doubt my gut instinct.”

In a business that isn’t easy, and often attracts people for the wrong reasons, Ms. Griffin says the pillars of a successful aesthetic practice are training and expertise.

“Be well-trained. Study! Whether you are an MD from trauma or an RN from recovery, this specific field of medicine is very different. Aesthetics is a specialty within specialties. It is not as simple as many believe, as evidenced by the rise of extreme adverse events, obvious poor techniques and major patient complaints,” Ms. Griffin emphasizes. “Those of us who love this field and train others implore anyone who wants to open a [medical spa] to please make sure this is your passion. If your drive is money, look for a different line of work. If you are excellent at what you do and you love and live your passion, the money will come.”

Providers who want to transition into aesthetics should be experts in the field before they open their practices, Ms. Griffin advises. “I’m always surprised by the many providers who open a practice before they even know how to inject! It is up to you to learn on your own before touching a patient who is putting their trust in you.

Ms. Griffin, a veteran entrepreneur, offers these other pearls for providers who launch aesthetic practices:

Differentiate. “There is a new ‘medical spa’ opening on every corner. Determine how yours will be different,” she says.
Be confident. "With knowledge you grow confidence. This field is ever-evolving, so you must love to research and learn in order to reach excellence," Ms. Griffin notes.

Be frugal. "There is no need to buy a bunch of equipment to be profitable. Sell yourself and your passion without ‘selling.’"

Be honest. "Honesty is ethical and essential."

Be healthy. "Feed yourself! Do not neglect your mind, body or soul. Fill up with your family and your friends," she says. “This has been the hardest aspect for me. As women, we are naturally more giving. All too often, we exhaust our resources and neglect ourselves.”

And one more – be inspired. Ms. Griffin says success inspires her daily. “Every small successful step has inspired me to work harder for greater success,” she says. “I have also been inspired by others who have been at the top of their game and fell, then turned around and were able to resurrect themselves even better than before.”

New technologies and techniques fuel Ms. Griffin’s interest.

“I’m a total geek for new tech. I love lasers, body shaping and learning new or improved techniques,” she says.

But it isn’t all business that inspires Ms. Griffin to be her best. It is also family.

“My children inspire me and keep me young with inappropriate gangster rap music that I can’t stop singing all day,” Ms. Griffin jokes. “My daughter is beautiful, intelligent, intuitive and a talented singer. My son is super handsome, a great hockey player and loyal.”

Ms. Griffin’s biggest inspiration: her husband.

“Master Gunnery Sargent Griffin proudly served God, Corps and Country in the U.S. Marine Corps for just shy of 30 years. His tireless commitment to his country and his passion for the Marine Corps will forever humble and inspire me,” she says.

Q: As a child, what did you want to be when you grew up?
A neurosurgeon and a burn doctor. My father was burned as a baby and my older brother had severe epilepsy, so I grew up in hospitals seeing things little kids really should never see. My brother is five years older than me, and since I was always with him, I had to know how to fix him! At the age of six I learned the hard way how to hoist my 11-year-old brother up and get him home from a bicycle accident caused by a seizure. What scared other kids made me more determined to dive head-first into it.

Q: What are your three favorite songs?
Ziggy Stardust (David Bowie); Dirt (Alice In Chains); Flying High Again and You Can’t Kill Rock and Roll (Ozzy Osborne). I can’t decide!

Q: If you could have dinner with anyone from history, who would it be?
Jesus, if he speaks English. If not, then David Bowie.

Q: If you could change one thing about yourself, what would it be?
My age. I want to be 25, but with all of my memories and wisdom.

Q: What is the best piece of advice you’ve ever received?
No one lives your life but you. There is no rule book, no how-to manual. You write your own destiny.
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(Taub, Bucay, Keller, et al. JDD, 2018;17(4):426-441).

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(205) 940-2200 telephone   (205) 942-9905 facsimile
www.rohreraesthetics.com

Rohrer Aesthetics provides high quality, affordable light and energy-based products. Featured products include the Spectrum Laser/IPL, the Phoenix CO2 and the Pixel8-RF RF microneedling system. The Spectrum includes four lasers and an IPL, and is priced at $57,495. Procedures include: removal of vascular and pigmented lesions, tattoos, unwanted body hair and skin resurfacing. The Phoenix CO2 is priced under $47,500 and can cut, coagulate and vaporize soft tissue. Furthermore, it can improve pigmentation, reduce fine lines, coarse wrinkles and help improve women's wellness. The PiXel8-RF combats aging using bipolar energy, alongside minimally invasive microneedles to facilitate effective skin tightening with little to no downtime and can be placed in your office for $39,995. All of Rohrer Aesthetics' systems include a two-year warranty and our unmatched 30-Day Buy Back Guarantee.

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.

SmartGraft by Vision Medical, Inc.
43 Regency Plaza
Glen Mills, PA 19342
(610) 680-7676 telephone   (610) 616-5702 facsimile
www.SmartGraft.com

Vision Medical, Inc. is a leading U.S. manufacturer that develops and markets technology products for the medical and aesthetic markets for worldwide distribution. Vision Medical's first commercial product, the SmartGraft FUE Hair Restoration System, with a closed canister system for graft storage, keeps harvested grafts chilled, hydrated and robust without exposure to air.

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

Thermi, a Ceiling Biosciences Company, is a global leader in advanced temperature-controlled RF technology. Thermi systems safely deliver rapid results through controlled heating using RF to impact positive tissue change and naturally stimulate collagen. Clinicians use Thermi technology to help address common signs of aging and/or rapid weight loss, which may include wrinkles, post-baby body, cellulite, loose skin and tissue laxity, as well as empower people to take control over their skin, body and life.

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

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

Wontech Co., Ltd.
200 Lakeside Dr., Suite 260
Philadelphia, PA 19044
(267) 803-6880 telephone
www.wtlaser.com

Wontech Co., Ltd., established in 1999, develops and manufactures innovative energy-based devices for aesthetic, medical, surgical and veterinary applications. Wontech is committed to developing high-quality products and has been improving maintenance and utilization of products through A/S and marketing worldwide. Wontech has expanded its market not only domestically, but also into the U.S., Europe, Middle East, China and other overseas markets, and will continue to contribute to technology advancements that benefit physicians and patients.

Zimmer MedizinSystems
3 Goodyear, Suite B
Irvine, CA 92618
(800) 327-3576 telephone   (949) 727-2154 facsimile
www.zimmerusa.com

Zimmer MedizinSystems is a global leader in the aesthetic marketplace. Among other innovative products, Zimmer manufactures award-winning devices for conjunctive and stand-alone therapy. Zimmer’s flagship products for aesthetics include Z Wave Radial Pulse Technology and the ZCryo line of cold air devices for epidermal protection and patient comfort at -30°C. Drawing inspiration from medical science and modern technologies, Zimmer MedizinSystems designs products to meet and exceed the expectations of the end-user. 2019 marks the 50th anniversary of the German parent company, Zimmer MedizinSysteme.
<table>
<thead>
<tr>
<th>Supplier</th>
<th>Product(s)</th>
<th>Key Component</th>
<th>Description</th>
<th>Physician Price</th>
<th>Regulatory Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adderm</td>
<td>VARIODERM Fine Line</td>
<td>Non-animal Hyaluronic Acid</td>
<td>6 mg/mL for superficial wrinkles and lip augmentation.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>VARIODERM Basic</td>
<td>Non-animal Hyaluronic Acid</td>
<td>12 mg/mL for medium wrinkles and lip contour.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>VARIODERM Plus</td>
<td>Non-animal Hyaluronic Acid</td>
<td>18 mg/mL for deep wrinkles and volume.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>VARIODERM Subdermal</td>
<td>Non-animal Hyaluronic Acid</td>
<td>27 mg/mL for volume augmentation and facial contouring.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>VARIODERM Lips and Medium</td>
<td>Non-animal Hyaluronic Acid</td>
<td>12 mg/mL; special formulation for lip augmentation and medium wrinkles.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>VARIODERM Mesolift</td>
<td>Non-animal Hyaluronic Acid</td>
<td>12.8 mg/mL; effective smoothing of superficial wrinkles.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
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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></td>
<td>Hyaluronic Lips</td>
<td>Non-animal Hyaluronic Acid</td>
<td>12 mg/mL for lip augmentation and lip contour.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>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>
</tr>
<tr>
<td></td>
<td>Hyaluronic Deep</td>
<td>Non-animal Hyaluronic Acid</td>
<td>20 mg/mL; deep wrinkles, especially the face.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<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>
</tr>
<tr>
<td>Allergan</td>
<td>CosmoDerm</td>
<td>Purified Human-based Collagen + Lidocaine</td>
<td>Purified human-based collagen 35 mg/mL. Purified human-based collagen 35 mg/mL, cross-linked with glutaraldehyde. All collagen products contain 0.3% lidocaine.</td>
<td>$205 $235</td>
<td>Worldwide Worldwide</td>
</tr>
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<td></td>
<td>CosmoPlast</td>
<td>Purified Human-based Collagen + Lidocaine</td>
<td>Purified human-based collagen 35 mg/mL, cross-linked with glutaraldehyde. All collagen products contain 0.3% lidocaine.</td>
<td>$200 – $225</td>
<td>CE marked</td>
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<tr>
<td></td>
<td>Hyaluronic Ultra 2</td>
<td>Non-animal Hyaluronic Acid</td>
<td>Non-animal, cross-linked hyaluronic acid 24.0 mg/g.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>Juvéderm ULTRA 2</td>
<td>Non-animal Hyaluronic Acid</td>
<td>Non-animal, cross-linked hyaluronic acid 24.0 mg/g.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>Juvéderm ULTRA 3</td>
<td>Non-animal Hyaluronic Acid</td>
<td>Non-animal, cross-linked hyaluronic acid 24.0 mg/g.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>Juvéderm ULTRA 4</td>
<td>Non-animal Hyaluronic Acid</td>
<td>Non-animal, cross-linked hyaluronic acid 24.0 mg/g.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
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<td>Juvéderm VOLUMA</td>
<td>Non-animal Hyaluronic Acid</td>
<td>Non-animal, cross-linked hyaluronic acid 20.0 mg/g.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
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<tr>
<td></td>
<td>Juvéderm HYDRATE</td>
<td>Non-animal Hyaluronic Acid</td>
<td>Non-animal, cross-linked hyaluronic acid 20.0 mg/g plus mannitol 0.95%. 1 x 1 mL syringe.</td>
<td>$245</td>
<td>CE marked</td>
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<tr>
<td>Biologica Technologies</td>
<td>Allofill</td>
<td>Allograft Adipose Tissue</td>
<td>Allograft adipose-based filler containing naturally occurring growth factors.</td>
<td>Contact mfr.</td>
<td>FDA regulated as a HCT/P.</td>
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<tr>
<td>Galderma</td>
<td>Restylane Lyft</td>
<td>NASHA</td>
<td>Restylane Lyft is approved worldwide with the exception of Japan.</td>
<td>Contact mfr.</td>
<td>CE marked</td>
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<tr>
<td></td>
<td>Restylane Silik</td>
<td>XpresHAn Technology</td>
<td>Restylane Silik is approved worldwide with the exception of Japan.</td>
<td>Contact mfr.</td>
<td>CE marked</td>
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<tr>
<td></td>
<td>Restylane Refyne</td>
<td>Injectable Poly L-Lactic Acid (PLLA)</td>
<td>Restylane Refyne is approved worldwide with the exception of Japan.</td>
<td>Contact mfr.</td>
<td>CE marked</td>
</tr>
<tr>
<td></td>
<td>Restylane Deyne</td>
<td>Injectable Poly L-Lactic Acid (PLLA)</td>
<td>Restylane Deyne is approved worldwide with the exception of Japan.</td>
<td>Contact mfr.</td>
<td>CE marked</td>
</tr>
<tr>
<td></td>
<td>Sculptra Aesthetic</td>
<td>Injectable Poly L-Lactic Acid (PLLA)</td>
<td>Sculptra Aesthetic is approved worldwide with the exception of Japan.</td>
<td>Contact mfr.</td>
<td>CE marked</td>
</tr>
<tr>
<td>Hironic</td>
<td>JUVINA – Light</td>
<td>Non-animal, cross-linked cohesive Hyaluronic Acid</td>
<td>20 mg/mL for superficial lines, worry lines, crow’s feet and neck wrinkles.</td>
<td>Contact mfr.</td>
<td>CE marked</td>
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<tr>
<td></td>
<td>JUVINA – Moderate</td>
<td>Non-animal, cross-linked cohesive Hyaluronic Acid</td>
<td>20 mg/mL for deep nasolabial folds, facial contouring and augmentation.</td>
<td>Contact mfr.</td>
<td>CE marked</td>
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<tr>
<td></td>
<td>JUVINA – Deep</td>
<td>Non-animal, cross-linked cohesive Hyaluronic Acid</td>
<td>20 mg/mL for severely deep lines, facial contouring and augmentation, and chin.</td>
<td>Contact mfr.</td>
<td>CE marked</td>
</tr>
<tr>
<td></td>
<td>JUVINA – Deep Plus</td>
<td>Non-animal, cross-linked cohesive Hyaluronic Acid</td>
<td>20 mg/mL for forehead, chin and nose.</td>
<td>Contact mfr.</td>
<td>CE marked</td>
</tr>
<tr>
<td></td>
<td>JUVINA – Light Comfort</td>
<td>Non-animal, cross-linked cohesive Hyaluronic Acid</td>
<td>20 mg/mL, plus 0.3% lidocaine for superficial lines, worry lines, crow’s feet and neck wrinkles.</td>
<td>Contact mfr.</td>
<td>CE marked</td>
</tr>
<tr>
<td></td>
<td>JUVINA – Moderate Comfort</td>
<td>Non-animal, cross-linked cohesive Hyaluronic Acid plus Lidocaine</td>
<td>20 mg/mL, plus 0.3% lidocaine for deep nasolabial folds, facial contouring and augmentation.</td>
<td>Contact mfr.</td>
<td>CE marked</td>
</tr>
<tr>
<td></td>
<td>JUVINA – Deep Comfort</td>
<td>Non-animal, cross-linked cohesive Hyaluronic Acid plus Lidocaine</td>
<td>20 mg/mL, plus 0.3% lidocaine for severely deep lines, facial contouring and augmentation, and chin.</td>
<td>Contact mfr.</td>
<td>CE marked</td>
</tr>
<tr>
<td></td>
<td>JUVINA – Deep Plus Comfort</td>
<td>Non-animal, cross-linked cohesive Hyaluronic Acid plus Lidocaine</td>
<td>20 mg/mL, plus 0.3% lidocaine for forehead, chin and nose.</td>
<td>Contact mfr.</td>
<td>CE marked</td>
</tr>
<tr>
<td>Merz Aesthetics</td>
<td>Belotero Balance – 22.5 mg/mL</td>
<td>Hyaluronic Acid</td>
<td>Non-animal double phase cross-linked hyaluronic acid – via biofermentation – with CPM (Cohesive Polydensified Matrix) technology.</td>
<td>Contact mfr.</td>
<td>CE marked in Europe. FDA approved.</td>
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<tr>
<td></td>
<td>Radiesse</td>
<td>CaHA</td>
<td>Radiesse injectable implant is a sterile non-pyrogenic, semi-solid, cohesive implant, whose principle component is synthetic calcium hydroxypaptite suspended in a gel carrier of sterile water for injection, glycerin and sodium carboxymethyl cellulose (0.5 cc, 0.8 cc).</td>
<td>Contact mfr.</td>
<td>CE marked in Europe. FDA approved.</td>
</tr>
<tr>
<td></td>
<td>Radiesse (+)</td>
<td>CaHA</td>
<td>Radiesse (+) injectable implant is an opaque, sterile non-pyrogenic, semi-solid, cohesive implant, whose principle component is synthetic calcium hydroxypaptite suspended in a gel carrier of glycerin, sodium carboxymethyl cellulose 0.3% lidocaine hydrochloride and sterile water for injection (1.5 cc, 0.8 cc).</td>
<td>Contact mfr.</td>
<td>CE marked in Europe. FDA approved.</td>
</tr>
<tr>
<td>Suneva Medical</td>
<td>Bellafill</td>
<td>Purified Bovine Collagen and PMMA</td>
<td>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>
</tr>
</tbody>
</table>
## 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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<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.EclipseMedCorp">www.EclipseMedCorp</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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<tr>
<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>Supplier</td>
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<td>Applications</td>
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<tr>
<td>Apyx 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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<td>EMSELLA</td>
<td>HIFEM</td>
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<td>EMTONE</td>
<td>HIFEM</td>
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<tr>
<td>DEKA</td>
<td>MiniTouch</td>
<td>SmartXide² 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, vulgar itching and painful intercourse. Open to colposcopy and laparoscopy attachments. Multidisciplinary.</td>
<td>Contact mfr.</td>
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<tr>
<td></td>
<td></td>
<td>SmartXide Touch Fractional CO₂ Laser with PSD and Hi-Scan V2LR Scanning System</td>
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<td>Contact mfr.</td>
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<tr>
<td>Eclipse MedCorp</td>
<td>Follicular MD</td>
<td>Hair Health System</td>
<td>Oral multivitamin and probiotic supplement with a topical foam for application on the patient’s scalp. Male wellness. Hair loss regrowth treatment.</td>
<td>Contact mfr.</td>
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<tr>
<td></td>
<td>Eclipse eVE</td>
<td>Power Pulse Therapy Low Level Light Therapy</td>
<td>Dermal skin remodeling, skin resurfacing, skin resurfacing, wrinkles, acne and traumatic scars. FDA and CE cleared, Health Canada approved.</td>
<td>Contact mfr.</td>
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<td>Theradome LH80 PRO</td>
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<td>Contact mfr.</td>
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<tr>
<td>ENDYMED Medical</td>
<td>PSR Fractional Skin Resurfacing</td>
<td>Fractional 30DEEP RF with Fractionated Pulse Mode (FPM)</td>
<td>Dermal skin remodeling, skin resurfacing, skin resurfacing, wrinkles, acne and traumatic scars. FDA and CE cleared, Health Canada approved.</td>
<td>Contact mfr.</td>
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<tr>
<td>Fotona</td>
<td>StarWalker MaQX</td>
<td>Q-Switched 1,550 nm (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>
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<td>Contact mfr.</td>
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<tr>
<td>Lasering USA</td>
<td>MIXto Pro / V-Lase</td>
<td>Non-Fractional, Non-Ablative CO₂</td>
<td>Safe, painless, non-ablative CO₂ soft tissue therapy for gynecology, ENT, dentistry and dermatology.</td>
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<td>Contact mfr.</td>
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<tr>
<td>Quanta System</td>
<td>Discovery Pico Derm</td>
<td>Picosound, Q-Switched (not for Discovery Pico Derm) and Photo-Thermal 1064 nm Nd:YAG, Picosound, 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. PicoBoost Technology. OptiBeam II for fractional, square and round spots. Pulsed 1064 nm Nd:YAG and pulsed 755 nm Alexandrite series with up to three modes. Super elliptical spot handpieces up to 24 mm; Performant scanner with rep. rates up to 15 Hz. Solid State 585 nm Laser with no consumables. Scanner controlled by a touchscreen. Optional spot sizes: 0.5, 1, 1.5, 3 mm.</td>
<td>Benign pigmented lesions, tattoo removal, wrinkles and acne scars.</td>
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<td></td>
<td>Discovery Pico Plus</td>
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<td>Discovery Pico Derma</td>
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<td></td>
<td>DenAlýs (manufactured for Cartessa Aesthetics)</td>
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<td>Contact mfr.</td>
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<td>Contact mfr.</td>
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<tr>
<td>Revenue Cure, Inc.</td>
<td>Muscle MVP pro</td>
<td>Magnetic Variable Pulse</td>
<td>Reduced muscle loss; faster functional recovery; pain management; reduced pain and inflammation; enhanced capillary formation; increased tensile strength in ligaments; increased range of motion; complement and enhance body shaping systems, as well as, sports medicine. Pain management, hair restoration, injections, reduce inflammation and bruising; complement almost all procedures, acne and facial pain, CBD delivery and sports medicine.</td>
<td>Under $60,000</td>
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<td></td>
<td>Frozen C</td>
<td>Concentrated, Controlled Medical Grade Cryogen at −76 °C</td>
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<td>Under $40,000</td>
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<tr>
<td>Rohrer Aesthetics</td>
<td>Spectrum</td>
<td>Multi-Platform Laser/IPL CO₂ Laser 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</td>
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<td></td>
<td>Phoenix CO₂</td>
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<td>$47,495</td>
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<td></td>
<td>Epilaze</td>
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<td>$44,995</td>
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<tr>
<td>Thermi, a Cellul Biosciences Company</td>
<td>ThermiVa ARVATI</td>
<td>Temperature Controlled RF Temperature Controlled RF</td>
<td>Heats tissue in the vulvovaginal area. Various modalities (ThermiTight, ThermiRise, ThermiSmooth Face and ThermiVela) help address common signs of aging and/or rapid weight loss, which may include wrinkles, post-baby body, cellulite, loose skin and tissue laxity; as well as empower people to take control over their skin, body and life.</td>
<td>Contact mfr.</td>
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<tr>
<td>Vision Medical, Inc.</td>
<td>SmartGraft FUE Hair Restoration System</td>
<td>FUE Hair Restoration Device</td>
<td>Hair loss.</td>
<td>$19,900</td>
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<tr>
<td>Wentech Co., Ltd.</td>
<td>PICOCARE</td>
<td>Picosound 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); 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); Long-Pulsed 532 nm KTP and 1064 nm Nd:YAG Laser with Contact Cooling System 1927 nm Thulium Fractional Laser with Adjustable Pulse Duration, Energy, Shape and Scanner Size</td>
<td>Multi-colored tattoos, benign epidermal and dermal pigmented lesions, scars and skin rejuvenation.</td>
<td>Contact mfr.</td>
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<td></td>
<td>Sandro Dual</td>
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<td></td>
<td>L-v laser</td>
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<td></td>
<td>Lavleen</td>
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<tr>
<td>Zimmer MedizinSystems</td>
<td>Z Wave</td>
<td>Ballistic Radial Pulse Cold Air (up to -30° C)</td>
<td>Temporary reduction in the appearance of cellulite. Skin cooling pre, intra and post laser treatments without interfering with the laser beam. Minimizes pain and thermal injury during laser and dermatological treatments. Temporary topical aesthetic relief for injections. Can be used for hair removal, tattoo removal and skin rejuvenation procedures.</td>
<td>Contact mfr.</td>
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<td></td>
<td>ZCryo</td>
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<td>Contact mfr.</td>
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</table>
# 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.</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; Corded or Cordless; Lifetime/Forever Warranty</td>
<td>Fine lines, wrinkles, acne scars, post surgery scars, skin tightening and retexturizing. Induction Therapies – specific post-microneedling products minimize complications and maximize results.</td>
<td>$2,995</td>
</tr>
<tr>
<td>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>Eclipse</td>
<td>Eclipse MicroPen Elite</td>
<td>Microneedling</td>
<td>Improved appearance of fine lines, scars and texture.</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 skin remodeling, skin rejuvenation, wrinkles, acne and traumatic scars. 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>PXCell-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>
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</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.*
THE WORLD’S ONLY MICRONEEDLING DEVICE WITH DOUBLE FDA-CLEARANCE¹,²
FOR PROVEN WRINKLE AND ACNE SCAR REDUCTION

- CLINICALLY PROVEN RESULTS³
- FDA-CLEARED MEDICAL DEVICE CLASS II
- PREMIER GERMAN ENGINEERING

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.

<table>
<thead>
<tr>
<th>Supplier</th>
<th>Device Name</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>Endymed Medical</strong></td>
<td>PRO, PURE 2.0</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>
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<tr>
<td><strong>Fotona</strong></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>
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<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>
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<tr>
<td></td>
<td>GQ MAX</td>
<td>Nd:YAG Q-Switched / Long Pulse</td>
<td>1064 nm, 523 nm, 650 nm, 595 nm, 1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.1 – 50 ms</td>
<td>Contact mfr:</td>
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<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>0.1 – 50 ms</td>
<td>Contact mfr:</td>
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<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>
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<td></td>
<td>XP Dynamics</td>
<td>Nd:YAG Q-Switched / PCO / Nano</td>
<td>1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.1 – 50 ms</td>
<td>Contact mfr:</td>
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<td></td>
<td>StarWalker MsQX</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>
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<td></td>
<td>Advance</td>
<td>Fractional RF</td>
<td>N/A</td>
<td>Up to 64 J/pin</td>
<td>Up to 2 pps</td>
<td>Contact mfr:</td>
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<td>Supplier</td>
<td>Product Name</td>
<td>Device Type</td>
<td>Wavelength (nm)</td>
<td>Energy Output (joules)</td>
<td>Pulse Length</td>
<td>Price</td>
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<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 Perigee Medical</td>
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<td>Lutronic</td>
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<td></td>
<td>POLY PRO LED Light</td>
<td>LED</td>
<td>417</td>
<td>32 J/cm² at 900 sec</td>
<td>Continuous</td>
<td>$7,995</td>
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<td>Therapy Device</td>
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<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>
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<tr>
<td><strong>Aerolase</strong></td>
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<tr>
<td>Neo Elite</td>
<td>laser</td>
<td>650 µs 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>
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<tr>
<td>Era</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>Up to 1400 µm</td>
<td>300 µs</td>
<td>Contact mfr.</td>
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<tr>
<td><strong>Aesthetics Biomedical</strong></td>
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<tr>
<td>The Vivace Experience</td>
<td>Microneedling with RF</td>
<td>1 and 2 MHz</td>
<td>70 W</td>
<td>100 – 800 ms</td>
<td>Contact mfr.</td>
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<td><strong>Cutera</strong></td>
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<tr>
<td>neo excel V+</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>
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<tr>
<td>enlighten (Pico Genesis)</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>
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<td>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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<td><strong>Cynosure</strong></td>
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<tr>
<td>TempSure Envi</td>
<td>Monopolar Radio-frequency Platform</td>
<td>N/A</td>
<td>300 W with 4 MHz RF delivery</td>
<td>Contact mfr.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Icon</td>
<td>Aesthetic Laser</td>
<td>1540 nm, 2940 nm and 1064 nm</td>
<td>1540 Handpiece: 10 ms; 75 ms</td>
<td>Contact mfr.</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>2940 Handpiece: 25 ms; 3 ms; 5 ms; 1064+ Handpiece: 10 – 100 ms</td>
<td>Contact mfr.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>PicoSure</td>
<td>Picosecond Aesthetic Laser</td>
<td>532 nm; 755 nm; 1064 nm</td>
<td>Up to 72 J/cm²</td>
<td>Contact mfr.</td>
<td></td>
<td></td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>Up to 115 – 200 µm</td>
<td>Contact mfr.</td>
<td></td>
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<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>550 – 750 ps</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td><strong>DEKA</strong></td>
<td></td>
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</tr>
<tr>
<td>SmartKide 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>SmartKide²</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>SmartKide 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></td>
</tr>
<tr>
<td>SmartKide 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></td>
</tr>
<tr>
<td>MinSilk FT</td>
<td>Pulsed Light System</td>
<td>2 – 2.5 J/cm²</td>
<td>500 nm, 520 nm, 550 nm, 600 nm; 650 nm filter</td>
<td>Contact mfr.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Synchro FT</td>
<td>Multi-Functional Platform</td>
<td>700 J/cm² (max SP and LP / 160 J(max) energy per pulse)</td>
<td>0.8 – 10 ms SP; from 2 – 30 ms LP (1.3 pulses) from 3 – 8 ms</td>
<td>Contact mfr.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Synchro REPLAY</td>
<td>Multi-Functional Platform</td>
<td>63.5 J (max) / 125 W (max) / 180 W (max); 120 J (max) / 160 J (max) energy per pulse</td>
<td>From 2 – 50 ms (single pulse), from 2 – 40 ms (double pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode / From 3 – 8 ms</td>
<td>Contact mfr.</td>
<td></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>Contact mfr.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

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<table>
<thead>
<tr>
<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>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, Intense RF microneedling, FSR fractional skin resurfacing and Contour handpieces.</td>
</tr>
<tr>
<td>PURE 2.0</td>
<td>RF</td>
<td>N/A</td>
<td>65 W</td>
<td>Various</td>
<td>Contact mfr.</td>
<td>iFine, Small, Mini-Shaper, Shaper, Intense RF microneedling, FSR fractional skin resurfacing and Contour handpieces.</td>
</tr>
<tr>
<td>Fotona</td>
<td></td>
<td></td>
<td></td>
<td></td>
<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. 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>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. S-11: Nd:YAG scanner: 42 cm² Tx area. Nd:YAG handpieces: 2 – 20 mm spot sizes.</td>
</tr>
<tr>
<td>XP MAX</td>
<td>Nd:YAG</td>
<td>1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.1 – 300 ms</td>
<td>Contact mfr.</td>
<td>F-Runner, fractional Er:YAG scanner: 250 µm spot size, 168 mm² Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm² Tx area. S-11: Nd:YAG scanner: 42 cm² Tx area. Nd:YAG handpieces: 2 – 20 mm spot sizes.</td>
</tr>
<tr>
<td>SP Spectro</td>
<td>Nd:YAG / Er:YAG</td>
<td>1064 nm / 2940 nm</td>
<td>Up to 600 J/cm²</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td>F-Runner fractional Er:YAG scanner: 250 µm spot size, 168 mm² Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm² Tx area. S-11: Nd:YAG scanner: 42 cm² Tx area. Nd:YAG handpieces: 2 – 20 mm spot sizes.</td>
</tr>
<tr>
<td>XP Spectro</td>
<td>Nd:YAG / Long Pulse</td>
<td>1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.1 – 50 ms</td>
<td>Contact mfr.</td>
<td>S-11 Nd:YAG scanner: 42 cm² Tx area. Nd:YAG handpieces: 2 – 20 mm spot sizes.</td>
</tr>
<tr>
<td>XP Dynamis</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>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>N/A</td>
<td>Contact mfr.</td>
<td>R28, R29, R58, R585, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.</td>
</tr>
<tr>
<td>InMode</td>
<td></td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Lumecca/Optimas Workstation</td>
<td>Spectrum Shifted IPL</td>
<td>515 – 1200 nm, 580 – 1200 nm</td>
<td>Up to 600 J/cm²</td>
<td>10 – 30 J/cm²</td>
<td>5 – 30 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Forma/Optimas Workstation</td>
<td>Bipolar RF</td>
<td>N/A</td>
<td>Up to 65 W</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td>Non-invasive subdermal heating for collagen remodeling and contraction. RF current flows uniformly between the electrodes for a comfortable and safe Tx. ACE technology features built-in temperature controls to attain clinically proven optimal epidermal temperature, and exclusive capability for prolonged exposure at therapeutic temperatures. Variable pin configurations and TX depths allow for a Designer Denis approach to treatment. Safe on ethnic skin. No pulse counter limitations.</td>
</tr>
<tr>
<td>Fractora/Optimas Workstation</td>
<td>Fractional RF</td>
<td>N/A</td>
<td>Up to 62 mJ/Pin</td>
<td>Up to 2 pps</td>
<td>Contact mfr.</td>
<td>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. 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>
</tr>
<tr>
<td>FaceTite, AccuTite + Morpheus8</td>
<td>RF</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td>Subdermal adipose tissue remodeling targets skin laxity through subdermal RF and underlying fat coagulation. Bridging the treatment gap between non-invasive and surgical, EmbraceRF is perfect for patients who are not candidates for a face-lift, but want dramatic results without the downtime. 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>
</tr>
<tr>
<td>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. 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>
</tr>
<tr>
<td>Jeysys Medical</td>
<td></td>
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</tr>
<tr>
<td>INTRAcell PRO</td>
<td>Fractional RF</td>
<td>Microneedle</td>
<td>Radiofrequency</td>
<td>Up to 78.4 J/cm²</td>
<td>N/A</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>IntraGen</td>
<td>Non-Ablative RF</td>
<td>N/A</td>
<td>Monopolar RF, Power Level: 5 – 200 W</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td>Disposable tips, NeoViva handpiece.</td>
</tr>
<tr>
<td>EDGE</td>
<td>Fractional CO2</td>
<td>10,600 nm</td>
<td>1 – 300 µJ</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td>Fractional, surgical, NeoViva handpiece.</td>
</tr>
<tr>
<td>SmoothCool</td>
<td>Intense Pulsed Light</td>
<td>Long pass: 530 – 800 nm, Band pass: 420 – 600 nm</td>
<td>Up to 65 J/cm²</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td>HR, SR handpiece, eight interchangeable filters.</td>
</tr>
<tr>
<td>TRI-BEAM</td>
<td>Nd:YAG (Q-switched)</td>
<td>1064 nm / 532 nm</td>
<td>Up to 3.5 J / 450 mJ</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td>Tattoo and pigment removal handpieces.</td>
</tr>
</tbody>
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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>SLIM E30 MiXto SX</td>
<td>CO₂</td>
<td>10,600 nm</td>
<td>0.5 – 30 W</td>
<td>2.5 – 16 ms</td>
<td>Contact mfr: Patented chopped CW fractional scanner system; 20 x 20 mm, 180 micron scanning handpiece; 300 micron scanning handpiece, full range of cutting handpieces, micromanipulator and GYN handpiece for vaginal therapy. No disposables.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>SLIM EVOLUTION II MiXto PRO</td>
<td>CO₂, LBO Diode</td>
<td>10,600 nm / 532 nm</td>
<td>0.5 – 30 W / 0.1 – 5 W</td>
<td>2.5 – 16 ms / 10 – 1000 ms</td>
<td>Contact mfr: 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, 1.5 mm. No disposables.</td>
<td></td>
</tr>
<tr>
<td><strong>Lutronic</strong></td>
<td>eCO2</td>
<td>CO₂ Fractional Laser</td>
<td>10,600 nm</td>
<td>Up to 240 mJ</td>
<td>Ultra Pulse: 40 – 1000 µJ; Super Pulse: 1 – 5 ms</td>
<td>Contact mfr: Designed to address the most demanding users’ ablative resurfacing needs. Exciting! Multi-spot Fractional Scanning handpiece with Controlled Chaos Mode (CCM) offers complete tunable technology for light-based treatments, procedures, as well as all levels in between. The Inclusion handpiece provides additional surgical options and the ability to treat delicate areas.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Genius</td>
<td>Bipolar Fractional RF</td>
<td>N/A</td>
<td>50 W</td>
<td>10 – 1000 ms</td>
<td>Contact mfr: High-intensity RF microneedling platform. Unique impedance measurement and feedback assures adequate level 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>
<td></td>
</tr>
<tr>
<td></td>
<td>LasermD</td>
<td>Thulium Laser</td>
<td>1927 nm</td>
<td>1 – 20 mJ</td>
<td>N/A</td>
<td>Contact mfr: The 1927 nm Thulium wavelength can treat all skin types to improve sun damage, fine lines, stubborn pigmentation and skin health/luminosity. The included Multi-Modal Medical Scanning handpiece with flat-top caps and rollers enable a fast, comfortable, low-downtime treatment. Optional surgical and cooling masks enhance results and complete the patient experience.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>PicPlus</td>
<td>Nd:YAG Picosecond and Nano second 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>Contact mfr: 1.8 GW of peak power for unmatched efficacy and minimal thermal impact. Optional Dual Focused Dots Fractional 1064/532 handpiece, plus 595 nm and 660 nm handpieces (pending US FDA clearance), are designed to complement 2 – 6 mm Zoom and 6 – 10 mm Collimated Toning handpieces, designed to effectively remove/reduce unwanted pigment and increase collagen.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Spectra</td>
<td>Nd:YAG Nanosecond and Micro second Laser</td>
<td>1064 nm / 532 nm; 585 nm and 650 nm</td>
<td>Up to 12 J</td>
<td>5 ns</td>
<td>Contact mfr: High peak power 0.24 GW nanosecond platform achieves efficacious results in pigment clearance, collagen stimulation (scac) improvements.</td>
<td></td>
</tr>
<tr>
<td><strong>Quanta System</strong></td>
<td>Discovery Pico Derm</td>
<td>Picosecond FD</td>
<td>532 nm / 1064 nm</td>
<td>0.3 J / 0.6 J (ps); 2 J (μd)</td>
<td>400 ps / 450 ps; 250 μs</td>
<td>Contact mfr: Peak power up to 0.86 W at 532 nm and 1.8 W at 1064 nm. Exclusive PicoBoost technology allows emissions in pico, nano (not for Discovery Pico Derm) or microseconds. Optional 20x20 mm microbeam and 20x20 mm square and fractional spots. Spot sizes available: 3, 4, 5, 6, 7, 5, 10, 15 mm round; 2x2, 3x3, 4x4, 5x5, 7x7 (only for Discovery Pico Star) square; fractional round 8 mm, Twin IPL and Twin 2940 options for Discovery Pico and Discovery Pico Plus.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Discovery Pico / Discovery Pico Plus</td>
<td>Picosecond FD</td>
<td>532 nm / 1064 nm / 694 nm</td>
<td>0.3 J / 0.6 J / 0.8 J (ps/m); 2.2 J (μd) / 12 J (ms); 2.2 (ms)</td>
<td>400 ps / 6 ps; 12 ns / 450 ps / 6 ns; 12 ns / 120 ns / 250 µs / 30 ns; 2 ms</td>
<td>Contact mfr: Rep. rates for Q-switched sources up to 10 Hz, 3 Hz for Ruby, and OptiBeam II handpieces for cutaneous and round flat-top spots. Spot sizes for nano and microsecond modes: 3, 4, 5, 6, 7, 10, 15 mm round; 2x2, 3x3, 4x4, 5x5, 7x7 square. Pulsed sources with contact skin cooling or Skin Cryo air adaptor; rep. rates up to 10 Hz. Spot sizes available for pulsed 755 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. Twin IPL and Twin 2940 are optional.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Q-Plus - EVO Series</td>
<td>Multi-Application Platform: Q-Switched ND:YAG / Q-Switched ND:YAG / Ruby / Pulsed ND:YAG / Pulsed ND:YAG (optional)</td>
<td>1064 nm / 532 nm / 694 nm / 1064 nm / 1320 nm (optional) / 755 nm</td>
<td>Up to 37.5 J/cm² / 10.5 J/cm² / up to 15 J/cm² / up to 30 J/cm² (ms); up to 300 J/cm² / up to 95 J/cm² / up to 35 J/cm² / up to 60 J/cm²</td>
<td>6 ns; 12 ns / 250 μs / 6 ns; 12 ns / 30 ns; 2 ms / 0.3 – 300 ms; 2 – 25 ms / 5 – 10 ms / 0.3 – 300 ms</td>
<td>Contact mfr: Rep. rates for Q-switched sources up to 10 Hz, 3 Hz for Ruby, and OptiBeam II handpieces for cutaneous and round flat-top spots. Spot sizes for nano and microsecond modes: 3, 4, 5, 6, 7, 10, 15 mm round; 2x2, 3x3, 4x4, 5x5, 7x7 square. Pulsed sources with contact skin cooling or Skin Cryo air adaptor; rep. rates up to 10 Hz. Spot sizes available for pulsed 755 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. Twin IPL and Twin 2940 are optional.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Light - Evo Series</td>
<td>Multi-Application Platform: Pulsed Alexandrite / Pulsed ND:YAG / Pulsed ND:YAG (optional)</td>
<td>755 nm / 532 nm / 1064 nm / 1320 nm (optional)</td>
<td>Up to 60 J/cm² / Up to 95 J/cm² / Up to 30 J/cm² / Up to 35 J/cm²</td>
<td>0.3 – 300 ms / 2 – 25 ms / 0.3 – 300 ms / 5 – 10 ms</td>
<td>Contact mfr: Optional Q-Plus-Evo Series models: Q-Plus (Q-switched 532 nm / 1064 nm / 694 nm); Quarks (Q-switched 532 nm / 1064 nm / 694 nm); Q-Plus R (Q-switched 694 nm/1064 nm); MDK1 (Q-switched 532 nm / 1064 nm and pulsed 532 nm / 1064 nm); MDK 2 (Q-switched 532 nm / 1064 nm and pulsed 1064 nm); Light EVO Series models: Light B (pulsed 1064 nm / 1320 nm); Light A Star (pulsed Nd:YAG 1064 nm / 1320 nm); Light C (pulsed 1064 nm / 1320 nm / 532 nm); Light D (pulsed 1064 nm / 1320 nm / 532 nm); Light E (pulsed 1064 nm / 1320 nm / 532 nm); Skin Cryo air adaptor integrated into laser handpiece and software integrated cooling system. Optional powerful scanner available with a maximum of 29 cm² scanning area, multiple fill modes and shapes. Thunder Series models: Thunder HR (pulsed 755 nm), Thunder VS (pulsed 755 nm), Thunder XP (pulsed 532 nm, pulsed 532 nm / 1064 nm). Handpiece spot sizes up to 24 mm; rep. rate for both wavelengths up to 10 Hz with handpiece and 15 Hz with scanner.</td>
<td></td>
</tr>
<tr>
<td></td>
<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: Optional handpieces for the EVO Series and Discovery PICO / Pico Plus. Optional skin cooling integrated. Spot sizes: 48 x 48 mm² or 29 x 29 mm².</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Twin IPL</td>
<td>Pulsed Light</td>
<td>570 nm – 1200 nm / 550 nm – 1200 nm</td>
<td>Up to 25 J/cm²</td>
<td>5 – 40 ms (pulse train duration up to 240 ms)</td>
<td>Contact mfr: Optional handpieces for the EVO Series, Discovery PICO / Pico Plus. Spot sizes available: 2, 4, 9, 9 dots array.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Twin 2940</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>Up to 10 J/cm² (non microbeam mode) / up to 27 J/cm² (microbeam mode)</td>
<td>0.3 ms / 1ms</td>
<td>Contact mfr: 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, 1.5 mm. No disposables.</td>
<td></td>
</tr>
<tr>
<td><strong>Revenue Cure, Inc.</strong></td>
<td>Frozen C</td>
<td>Concentrated, Controlled Medical Grade Cryogen at -78°C</td>
<td>N/A</td>
<td>N/A</td>
<td>Under $40,000 Included.</td>
<td></td>
<td></td>
</tr>
</tbody>
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### Skin Rejuvenation Comparison Chart

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<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>
<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. Multiple platform laser/PDL features: 810 diode, Er:YAG, Q-switched Nd:YAG, long pulsed YAG and IPL. Er:YAG features adjustable spot size from 15 mm - 6 mm and adjustable Hz rate from 1-5 pulses/sec allowing treatment of a full face in under 15 minutes. Safe to treat the neck and chest, removes fine lines, wrinkles and pigmentation (including melasma), and can safely be used on most skin types.</td>
</tr>
<tr>
<td>Spectrum</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>1000 J</td>
<td>300 ms</td>
<td></td>
<td>$57,495</td>
<td>(fully loaded) $29,995 (with single handpiece)</td>
</tr>
<tr>
<td>UVBioTek, LLC</td>
<td>POLY PRO Light Therapy Device</td>
<td>LED</td>
<td>633 nm, 417 nm, 850 nm</td>
<td>Continuous mode</td>
<td></td>
<td>$7,995</td>
<td>Additional interchangeable treatment heads, taller base option.</td>
</tr>
<tr>
<td>Wontech Co., Ltd.</td>
<td>PICOCARE</td>
<td>Picoscnd Nd:YAG Laser</td>
<td>1064 nm / 532 nm</td>
<td>600 mJ / 300 mJ</td>
<td>450 ps</td>
<td>Contact mfr.</td>
<td>Zoom (2 – 10 mm), collimated (7 mm), dye/595 nm, 660 nm / 3 mm and HEXA MLA (3-5 mm, 6-10 mm) handpieces; and footswitch.</td>
</tr>
<tr>
<td></td>
<td>PASTELLE</td>
<td>Q-Switched Nd:YAG Laser</td>
<td>532 nm, 1064 nm</td>
<td>532 nm: 500 mJ, 1064 nm: 1300 mJ, PTP Mode: 1600 J, Genesis mode: 3500 mJ</td>
<td>4 – 48 ns (Q6 mode) / 80 – 480 µs (Genesis mode)</td>
<td>Contact mfr.</td>
<td>Zoom (2-10 mm), collimated (7 mm) and dye (595 nm, 660 nm / 3 mm) handpieces; and footswitch.</td>
</tr>
<tr>
<td></td>
<td>COSJET SR</td>
<td>Long Pulsed Nd:YAG Laser</td>
<td>1064 nm, 1320 nm</td>
<td>50 J / 1064 mm, 15 J / 1220 mm</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 size from 2-10 mm. Standard cartridges: 4.5 mm, 3.0 mm. Optional cartridges: 1.5 mm, 13 mm 10,000 shots.</td>
</tr>
<tr>
<td></td>
<td>Ultraskin II</td>
<td>HFU</td>
<td>N/A</td>
<td>3.0 J/cm²</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td>Spot size: 2, 3, 5, 7, 10, 12, 15, 18, 20 mm; Sapphire window contact cooling.</td>
</tr>
<tr>
<td></td>
<td>V-laser</td>
<td>Long-Pulsed KTP / Nd:YAG Laser</td>
<td>532 nm / 1064 nm</td>
<td>10 J / 50 J</td>
<td>1 – 40 ms / 5 – 60 ms / 0.3 ms (Genesis)</td>
<td>Contact mfr.</td>
<td>Spot size: 2-10 mm, 2-3 mm, 2-5 mm, 7, 10, 12, 15, 18, 20 mm; Skin Cooling Spray (SCS).</td>
</tr>
<tr>
<td></td>
<td>Sandro Dual</td>
<td>Long-Pulsed Alexandrite / Nd:YAG Laser</td>
<td>755 nm / 1064 nm / Hybrid mode (755 – 1064 nm, 1064 – 755 nm)</td>
<td>50 J / 80 J / 60 J</td>
<td>0.2 – 300 ms / 0.2 – 300 ms / 0.2 – 300 ms / 0.2 – 300 ms / 0.2 – 300 ms / 0.2 – 300 ms / 0.2 – 300 ms / 0.2 – 300 ms / 0.2 – 300 ms</td>
<td>Contact mfr.</td>
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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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**Product Profiles**

**Eclipse PRP**

Eclipse PRP® is a proprietary autologous platelet-rich plasma (PRP) retrieval system based on blood separation according to density, using a proprietary separation gel. The PRP platform is available with an 11 mL PRP collection tube or 22 mL high-concentration collection tube. This system allows for the preparation of pure PRP with optimal platelet concentrations and cellular content. Virtually all red blood cells (RBC) are eliminated from the PRP and the concentration of pro-inflammatory granulocytes (GRs) is highly reduced. The entire preparation process takes less than 20 minutes. FDA 510(k) number BK110035.

**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 non-irritating and pigmentation (including melasma); and can safely be used on most skin types.

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**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.

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

Aesthetics Biomedical: 800-526-7029 or visit www.someskinCare.com
<table>
<thead>
<tr>
<th>Supplier Product Name</th>
<th>Device Type</th>
<th>Wavelength (nm)</th>
<th>Energy Output (Joules)</th>
<th>Pulse Length</th>
<th>Price</th>
<th>Accessories</th>
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<tr>
<td><strong>Aerolase</strong></td>
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<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>
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<td><strong>Aesthetics Biomedical</strong></td>
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<tr>
<td>The Vivariate 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>
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<td><strong>Cutera</strong></td>
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<td>neo pearl</td>
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<td>Secret RF</td>
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<tr>
<td>SLIM EVOLUTION II MiXto PRO</td>
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<td>SLIM E30 MiXto VX Fractional CO2</td>
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<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: X1, X2, X5, X6, R20, R50, R55, R60, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.</td>
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<tr>
<td>XS Dynamics</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>Up to 500 J/cm²</td>
<td>0.1 – 15 ms</td>
<td>Contact mfr.</td>
<td>Same as above: X1, X2, X5, X6, R20, R50, R55, R60, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.</td>
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<tr>
<td>StarWalker MedQX</td>
<td>Nd:YAG Q.Switch Pico / Nano</td>
<td>Up to 300 J/cm²</td>
<td>0.1 – 50 ms</td>
<td>5 ns / Hybrid Pico in Nano, Fractional</td>
<td>Contact mfr.</td>
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<td>iMode</td>
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<tr>
<td>Fractora</td>
<td>Fractional RF</td>
<td>N/A</td>
<td>Up to 62 J/m²/pin</td>
<td>Up to 2pps</td>
<td>Contact mfr.</td>
<td>Variable pin configurations and Tx depths allow for a Designer Dermis approach to treatment. Safe on ethnic skin. No pulse counter limitations. 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>
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<tr>
<td>Morpheus8</td>
<td>RF</td>
<td>N/A</td>
<td>Up to 62 J/m²/pin</td>
<td>Up to 2pps</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>
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<td><strong>Lutronic</strong></td>
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<tr>
<td>Lutronic eCO2</td>
<td>CO2 Fractional Laser</td>
<td>10,600 nm</td>
<td>Up to 240 mJ</td>
<td>Ultra Pulse: 40 – 1,000 µJ, Super Pulse: 1 – 5 µs</td>
<td>Contact mfr.</td>
<td>Designed to address the most demanding users’ ablative resurfacing needs. Multi-spot Fractional Scanning handpiece with Controlled Chaos Mode (CCM) offers complete tunability for light and aggressive procedures, as well as all levels in between. The incisonal handpiece provides additional surgical options and the ability to treat discrete lesions.</td>
</tr>
<tr>
<td>Genius</td>
<td>Bipolar Fractional RF</td>
<td>N/A</td>
<td>50 W</td>
<td>10 – 1000 ms</td>
<td>Contact mfr.</td>
<td>High-intensity RF microneedling platform. Unique impedance measurement and feedback assures adequate levels of energy are delivered to stimulate production of collagen and elastin to improve wrinkles, laxity and acne scars. The 9297 nm Thulium wavelength can treat all skin types to improve sun damage, fines lines, stubborn pigment and skin health/luminosity. The included Multi-Modal Magnetic Scanning handpiece and associated caps and rollers enable a fast, comfortable, low-downtime treatment. Optional serums and cooling masks enhance results and complete the patient experience. 18 GW of peak power for unmatched efficacy and minimal thermal impact. Optional Dual Focused Dots Fractional 9064/532 handpiece, plus 595 nm and 660 nm handpieces (pending U.S. FDA clearance), are designed to complement 2 – 6 mm Zoom and 6 – 10 mm Collimated Toning handpieces, designed to effectively remove/reduce unwanted pigment and increase collagen.</td>
</tr>
<tr>
<td>LaserMD</td>
<td>Thulium Laser</td>
<td>1927 nm</td>
<td>1 – 20 mJ</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td>The 9297 nm Thulium wavelength can treat all skin types to improve sun damage, fines lines, stubborn pigment and skin health/luminosity. The included Multi-Modal Magnetic Scanning handpiece and associated caps and rollers enable a fast, comfortable, low-downtime treatment. Optional serums and cooling masks enhance results and complete the patient experience. 18 GW of peak power for unmatched efficacy and minimal thermal impact. Optional Dual Focused Dots Fractional 9064/532 handpiece, plus 595 nm and 660 nm handpieces (pending U.S. FDA clearance), are designed to complement 2 – 6 mm Zoom and 6 – 10 mm Collimated Toning handpieces, designed to effectively remove/reduce unwanted pigment and increase collagen.</td>
</tr>
<tr>
<td>Picoplus</td>
<td>Nd:YAG Picosecond and Nanosecond Laser</td>
<td>1064/532 nm, 595 nm and 660 nm</td>
<td>Up to 800 mJ</td>
<td>50 – 950 ms</td>
<td>Various</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.
## Fractional Technologies Comparison Chart

<table>
<thead>
<tr>
<th>Supplier Product Name</th>
<th>Device Type</th>
<th>Wavelength (nm)</th>
<th>Energy Output (Joules)</th>
<th>Pulse Length</th>
<th>Price</th>
<th>Accessories</th>
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</thead>
<tbody>
<tr>
<td><strong>Quanta System</strong></td>
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<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 (μs)</td>
<td>400 ps / 450 ps; 250 μs</td>
<td>Contact mfr.</td>
<td>Peak power up to 0.8 GW at 532 nm and 1.8 GW at 1064 nm. Exclusive PicocBoost 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, 10.5 mm round; 2x2, 3x3, 4x4, 5x5, 7x7 (only for Discovery Pico Derm) square; fractional round 8 mm. Q-switched Ruby laser source available only with Discovery Pico Plus. Twain IPL and Twain 2940 options for Discovery Pico and Discovery Pico Plus. Optional handpiece for the EVO Series, Discovery Pico/Pico Plus. Spot sizes available: 2, 4, 5, 9, 9 dots array.</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/nm); 2 J (μs)</td>
<td>400 ps; 6 ns; 12 ns / 450 ps; 6 ns; 12 ns, 250 μs</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Twain 2940</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>Up to 10 J/cm² (non-microwave mode); up to 121 J/cm² (microwave mode); Up to 95 J/cm²</td>
<td>0.3 – 1 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td><strong>Rohrer Aesthetics, LLC</strong></td>
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</tr>
<tr>
<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>
<td>Incisional handpiece and ergonomic, microthermal zone scanner. Pixelated scanner features unique scanning technology to customize treatment for individual patients. 30 mm x 30 mm pattern size allows resurfacing of both hands in under 2 minutes. Can also be used to improve vaginal health.</td>
</tr>
<tr>
<td><strong>Wantech Co., Ltd.</strong></td>
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<tr>
<td>PICOCARE</td>
<td>Picosecond Nd:YAG</td>
<td>1064 nm / 532 nm</td>
<td>600 mJ / 300 mJ</td>
<td>370 ps / 450 ps</td>
<td>Contact mfr.</td>
<td>Zoom (2 – 10 mm), collimated (7 mm), dye (595 nm, 660 nm / 3 mm) and He/Ar MLA (3.5 mm, 6.10 mm) handpieces; and footswitch. Separately adjustable energy and pulse duration; adjustable shape and size of the laser beam. Tips: 10 mm, 20 mm, 30 mm. No consumables.</td>
</tr>
<tr>
<td>Lavoieen</td>
<td>Thulium Fractional Laser</td>
<td>1927 nm</td>
<td>10 W</td>
<td>0.1 – 10 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
</tbody>
</table>

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### Product Profiles

**Emsella**

BTL Emsella 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 electromagnetic 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.

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

**SmartGraft**

SmartGraft, for minimally invasive hair restoration with a closed canister system for graft storage, keeps harvested grafts chilled, hydrated and robust without exposure to air. Together with this rapid harvest, optimal graft preservation technology and significant reduction in harvesting times, SmartGraft allows donor grafts the best possible chance of regrowth for better patient outcome.

SmartGraft by Vision Medical, Inc.: 610-680-7676 or visit www.SmartGraft.com

**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.

Fotona: 972-598-9000 or visit www.fotona.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>
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</tr>
</thead>
<tbody>
<tr>
<td>Aerolase</td>
<td>Neo Elite</td>
<td>650 µs Nd:YAG / LFB</td>
<td>1064 nm</td>
<td>Up to 1.6 J/cm²</td>
<td>0.3 – 300 J/cm²</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 (23 lbs.). All laser accessories, training and marketing package included.</td>
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<td>Contact mfr.</td>
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<tr>
<td>Cutera</td>
<td>xeo + prowave</td>
<td>Laser / IPL</td>
<td>1064 nm / 680 – 1100 nm</td>
<td>Up to 30 J/cm²</td>
<td>0.3 – 300 J/cm²</td>
<td>Contact mfr.</td>
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<td></td>
<td>excel HR</td>
<td>Laser</td>
<td>755 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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<td>Contact mfr.</td>
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<tr>
<td>Cynosure</td>
<td>Elite+ VECTUS</td>
<td>Laser Platform</td>
<td>755 nm, 1064 nm</td>
<td>11 – 300 J/cm²</td>
<td>Adjustable 0.5 – 300 ms</td>
<td>Contact mfr.</td>
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<td>Diode</td>
<td>810 nm</td>
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<td>755 nm, 1064 nm</td>
<td>11 – 300 J/cm²</td>
<td>Adjustable 0.5 – 300 ms</td>
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<td>755 nm, 1064 nm</td>
<td>11 – 300 J/cm²</td>
<td>Adjustable 0.5 – 300 ms</td>
<td>Contact mfr.</td>
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### Hair Removal Comparison Chart

<table>
<thead>
<tr>
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<th>Device Type</th>
<th>Wavelength (nm)</th>
<th>Energy Output (Joules)</th>
<th>Pulse Length</th>
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<tbody>
<tr>
<td>Quanta System - continued</td>
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</tr>
<tr>
<td>Light - Evo Series</td>
<td>Multi-Application</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 A Star (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 adaptor integrated with laser handpiece and software integrated cooling system. Optional powerful available scanner with a maximum of 29 cm² scanning area, multiple lift 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.</td>
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<td></td>
<td>Platform:</td>
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<td></td>
<td>Pulsed Alexandrite /</td>
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<td>Pulsed Nd:YAG</td>
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<tr>
<td>Thunder Series</td>
<td>Pulsed Alexandrite /</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 A Star (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 adaptor integrated with laser handpiece and software integrated cooling system. Optional powerful available scanner with a maximum of 29 cm² scanning area, multiple lift 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.</td>
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<td>Pulsed Nd:YAG</td>
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<tr>
<td>Twain IPL</td>
<td>Pulsed Light</td>
<td>650 nm – 1200 nm / 625 nm – 1200 nm / 590 nm – 1200 nm</td>
<td>Up to 25 J/cm²</td>
<td>5 ms – 40 ms (pulses train duration up to 240 ms)</td>
<td>Contact mfr.</td>
<td>Optional handpieces for the EVO Series and Discovery Pico/Pico Plus. Optional skin cooling integrated. Spot sizes: 48x13 mm² or 25x13 mm²</td>
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<td>Revenue Cure, Inc.</td>
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<tr>
<td>DiorLux</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>
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<td>Rohrer Aesthetics, LLC</td>
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<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 (fully loaded) $29,995 (with single handpiece)</td>
<td>Multi-platform laser/IPL features: 810 diode, Er:YAG, Q-switched Nd:YAG, long pulsed YAG and IPL. 810 diode (hair removal) features adjustable pulse duration from 20 ms to 400 ms; safe for all skin types. Large 12 mm x 14 mm spot size combined with adjustable Hz 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. 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>
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<tr>
<td>EpiLaze</td>
<td>Alexandrite, 810 nm,  Long Pulsed YAG</td>
<td>755 nm, 810 nm, 1064 nm</td>
<td>5 – 100 J/cm²</td>
<td>Adjustable from 5 ms up to 400 ms</td>
<td>$44,995</td>
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</tbody>
</table>

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### Product Profiles

#### Growth Factor 3X Professional Serum

Growth Factor 3X Professional Serum is a topical solution containing growth factors from human cells, isolating three specific growth factors (EGF, FGF, KGF) known to be of primary importance in hair follicle stages and scalp health. Applied by a medical professional, it can be used in conjunction with surgical SmartGraft FUE Hair Restoration, PRP, microneedling, LED and low level laser, to increase the specific growth factors most needed for the best outcomes of the procedures.

#### MiXto/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.

#### Weave Integrated Communications Platform

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

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LOCKrx by Smart Solutions RX, Inc.: 239-451-5650 or visit www.smartsolutionsrx.com

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

Lasering USA: 866-471-0469 or visit www.v-lase.com
# Vascular Technology Comparison Chart

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<thead>
<tr>
<th>Supplier</th>
<th>Product Name</th>
<th>Device Type</th>
<th>Wavelength (nm)</th>
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<tr>
<td><strong>InMode</strong></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>
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<tr>
<td><strong>DEKA</strong></td>
<td>Neo Elite</td>
<td>650 µs 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>
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<tr>
<td></td>
<td>V650</td>
<td>650 ms Nd:YAG</td>
<td>1064 nm</td>
<td>Up to 1272 J/cm²</td>
<td>650 µs – 15 ms</td>
<td>Contact mfr.</td>
<td>No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No service contracts. Portable (25 lbs). All laser accessories, training and marketing package included.</td>
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<tr>
<td><strong>Cutera</strong></td>
<td>xeo excel V+</td>
<td>Laser / Limelight Laser</td>
<td>1064 nm / 520 – 100 nm 532 nm, 1064 nm</td>
<td>Up to 300 ms / Automatic Up to 60 ms</td>
<td>Contact mfr.</td>
<td>Dermastat pen.</td>
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<tr>
<td><strong>Synchro FT</strong></td>
<td>Multi-Functional Platform</td>
<td>1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm, 600 nm, 650 nm Filter</td>
<td>700 J/cm² (max) SP and LP / 160 J (max) energy per pulse</td>
<td>From 0.8 – 10 ms SP; from 2 – 30 ms LP (1-3 pulses) / From 3 – 8 ms</td>
<td>Contact mfr.</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>
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<tr>
<td><strong>MiniSilk FT</strong></td>
<td>Pulsed Light System</td>
<td>500 nm, 520 nm, 550 nm, 600 nm, 650 nm Filter</td>
<td>2 – 2.5 J/cm²</td>
<td>2 – 85 ms (1-3 pulses)</td>
<td>Contact mfr.</td>
<td>Interchangeable snap-on filters; integrated skin contact cooling; lamp water cooling; transportable. 31 cm² or 6.2 cm² spot area available. RL filter available for increased skin tightening. Axel 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 design 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 optional filters with enhanced vascular capabilities; 500 G. No disposables.</td>
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<tr>
<td><strong>Synchro REPLA’Y</strong></td>
<td>Multi-Functional Platform</td>
<td>755 nm Alexandrite / Nd:YAG / IPL: 500 nm, 520 nm, 550 nm, 600 nm, 650 nm Filter</td>
<td>63.5 J (max) – 125 W (max) / LP: 120 J – 180 W (max), SP: 120 J (max) / 160 J (max) energy per pulse</td>
<td>From 2 – 50 ms (single pulse); from 2 – 40 ms (double pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode / From 3 – 8 ms</td>
<td>Contact mfr.</td>
<td>Transportable device, integrated Peltier skin contact cooling. 500 nm, 520 nm, 550 nm, 600 nm, 650 nm 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 wavelengths. DEKA’s proprietary new Memove technology functionality for painless and smokeless hair removal. Additional standard handpiece for pigmented lesions, skin rejuvenation and other dermatology indications.</td>
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<tr>
<td><strong>Motus AY</strong></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>Portable (25 lbs.). All laser accessories, training and marketing package included. No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No routine maintenance. Portable (25 lbs). All laser accessories, training and marketing package included.</td>
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<td><strong>Fotona</strong></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. 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>
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<td>XP-2 Focus</td>
<td>Nd:YAG</td>
<td>1064 nm</td>
<td>Up to 300 J/cm²</td>
<td>0.1 – 50 ms</td>
<td>Contact mfr.</td>
<td>Nd:YAG handpieces: 2 – 10 mm spot sizes.</td>
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<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>S-11: Nd:YAG scanner: 42 cm² Tx area. Nd:YAG handpieces: 2 – 20 mm spot sizes.</td>
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<td>GX MAX</td>
<td>Nd:YAG Q-Switched / Long Pulse</td>
<td>1064 nm, 532 nm, 585 nm, 650 nm</td>
<td>Up to 160 J/cm²</td>
<td>5 – 20 ns, 250 µs</td>
<td>Contact mfr.</td>
<td>Handpieces: 2 – 8 mm spot sizes.</td>
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<tr>
<td></td>
<td>SP Spectro</td>
<td>Nd:YAG / Er:YAG</td>
<td>1064 nm / 2940 nm</td>
<td>Up to 600 J/cm²</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td>F-Runner, fractional Er:YAG scanner: 250 µm spot size, 168 mm² Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm² Tx area. S-11: Nd:YAG scanner: 42 cm² Tx area. Er:YAG handpieces: 0.25 – 12 mm spot sizes; Nd:YAG handpieces: 2 – 20 mm spot sizes.</td>
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<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>
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<tr>
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<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. Er:YAG handpieces: 0.25 – 12 mm spot sizes.</td>
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<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>
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<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, R58, R585, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.</td>
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## Vascular Technology Comparison Chart

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<tr>
<td>Lasering USA</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>
</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>
</tr>
<tr>
<td>Lutronic</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. 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 efficient coverage and faster results. ICD or air cooling available (Clarity II is pending U.S. FDA clearance).</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:</td>
</tr>
<tr>
<td>Quanta System</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. Rep. rates for Q-switched sources up to 10 Hz and OptiBeam 4 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; 2x3, 3x3, 4x4, 5x5 square. Pulsed sources with contact skin cooling or Skin Cryo air adiport; 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>
</tr>
<tr>
<td></td>
<td>Q-Plus - EVO Series</td>
<td>Multi-Application Platform: Pulsed Nd:YAG / Pulsed FD Nd:YAG</td>
<td>1064 nm / 532 nm</td>
<td>Up to 300 J/cm² / up to 90 J/cm²</td>
<td>0.3 – 300 ms / 0.2 – 25 ms</td>
<td>Contact mfr:</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)), Light B (pulsed 1064 nm / 1320 nm (optional)), Light G (pulsed 1064 nm / 1320 nm (optional)), Light EVO Plus. Light B (pulsed 1064 nm / 1320 nm) and Light EVO Plus (pulsed 1064 nm / 1320 nm) are available (Clarity II is pending U.S. FDA clearance). Light - EVO Series models: Light A (pulsed 532 nm / 1064 nm / 1320 nm (optional)). Light C (pulsed 532 nm / 1064 nm / 1320 nm (optional)), Light 4V (pulsed 532 nm / 1320 nm (optional)).</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 adiport 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 VII (532 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. Temperature range of -40° C to 40° C. Proprietary Intelligent Tracking and Real-Time Temperature Sensing enable more efficient coverage and faster results. ICD or air cooling available.</td>
</tr>
<tr>
<td></td>
<td>Twain 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: 48x13 mm² to 25x13 mm².</td>
</tr>
<tr>
<td>Revenue Cure, Inc.</td>
<td>Frozen C</td>
<td>Concentrated, Controlled Medical Grade Cryogen at 78°C</td>
<td>N/A</td>
<td>Cryogen -78°C</td>
<td>N/A</td>
<td>Under $40,000</td>
</tr>
<tr>
<td>Rohrer Aesthetics, LLC</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>Contact mfr: Multi-platform laser/IPL features: 810 diode, Er:YAG, Q-switched Nd:YAG, long pulsed YAG and IPL. Nd:YAG features adjustable spot size (1.5 mm and 3 mm), built-in contact cooling, safely removes facial and leg veins and small angiomas on the body without bruising.</td>
</tr>
<tr>
<td>Wontech Co., Ltd.</td>
<td>COSJET SR</td>
<td>Long Pulsed Nd:YAG Laser</td>
<td>1064 nm, 1230 nm</td>
<td>50 J / 1064 nm, 15 J (1230 nm)</td>
<td>0.3 – 1 ms (short) / 1 – 100 ms (long)</td>
<td>Contact mfr: Handpiece cooling systems: skin cooling system and sapphire window contact cooling; foot switch spot size from 2 to 10 mm. COSJET SR features adjustable spot size (1.5 mm and 3 mm), built-in contact cooling, safely removes facial and leg veins and small angiomas on the body without bruising.</td>
</tr>
<tr>
<td></td>
<td>Vlaser</td>
<td>Long-Pulsed KTP / Nd:YAG Laser</td>
<td>532 nm / 1064 nm</td>
<td>10 J / 50 J</td>
<td>$57,495 fully loaded; $29,995 (with single handpiece)</td>
<td>Contact mfr:</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, 1064 – 755 nm)</td>
<td>50 J / 80 J / 60 J</td>
<td>0.2 – 300 ms / 0.2 – 300 ms / 5 – 50 ms</td>
<td>Contact mfr: Sandro Dual features adjustable spot size (1.5 mm and 3 mm), built-in contact cooling, safely removes facial and leg veins and small angiomas on the body without bruising.</td>
</tr>
</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.
## Body Shaping Technologies Comparison Chart

<table>
<thead>
<tr>
<th>Supplier</th>
<th>Device</th>
<th>Energy Source</th>
<th>Mechanism of Action</th>
<th>Regulatory Status (Europe and USA)</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Apax Medical</td>
<td>Renuvion Cosmetic Technology</td>
<td>Helium Plasma / RF Energy</td>
<td>Unique helium plasma and proprietary RF technology allows for</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
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<tr>
<td></td>
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<td>precisely-controlled delivery of heat to tissue that is not reliant on bulk heating.</td>
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<td>Rapid heating with near-instantaneous cooling allows for</td>
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<td>immediate tissue contraction and faster procedure times.</td>
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<tr>
<td>BTL</td>
<td>Vanquish ME</td>
<td>Selective Radiofrequency</td>
<td>Proprietary Selective Field RF with broad field applicator delivering uniform energy</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Focused RF and Ultrasound</td>
<td>for circumferential reduction of the abdomen.</td>
<td></td>
<td></td>
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<tr>
<td>Cellutone</td>
<td></td>
<td>Mechanical Vibration</td>
<td>Transmits pulses of oscillating waves into the treatment area without any skin</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>damage.</td>
<td></td>
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<td></td>
<td></td>
<td></td>
<td>Supra-maximal muscle contractions</td>
<td></td>
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</tr>
<tr>
<td>Cynosure</td>
<td>SculpSure</td>
<td>1060 nm Diode Laser</td>
<td>Using controlled energy modulation, SculpSure body contouring safely targets</td>
<td>FDA cleared for non-invasive</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>adipose tissue with minimal absorption in the dermis, leaving the skin's surface</td>
<td>lipolysis and CE marked in Europe.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>unharmed. Throughout the treatment, Contact Cooling is used to help provide the</td>
<td></td>
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<td></td>
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<td>ideal depth of penetration for adipose tissue and cool the skin's surface for</td>
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<td></td>
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<td>added safety and patient comfort.</td>
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</tr>
<tr>
<td>DEKA</td>
<td>SmartLipo 6</td>
<td>1064 nm Nd:YAG Laser</td>
<td>Lipolysis technology with more than 15 years of experience on patients.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>SmartLipo 10</td>
<td>Nd:YAG Laser</td>
<td>Customized µpulsed Nd:YAG wavelength providing physiological contractions and</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>SmartLipo 18</td>
<td>Nd:YAG Laser</td>
<td>elimination of the fat with no inflammatory effects. Controlled photomechanical</td>
<td></td>
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<td></td>
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<td>effect, photocoagulative action and photo-stimulative course for immediate tissue</td>
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<td>tightening due to a flexible pulse design.</td>
<td></td>
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<tr>
<td>ENDYMED Medical</td>
<td>PRO</td>
<td>RF</td>
<td>Unique tissue lifting vacuum effect doubles the energy delivery and volumetric</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
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<td></td>
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<td>heating of the treatment area, achieving higher treatment temperatures that target</td>
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<td>fat cells, melting the cells under the tissue to improve the appearance of</td>
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<td></td>
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<td>cellulite, sculpt and define the body.</td>
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</tr>
<tr>
<td>Fotona</td>
<td>SP Dynamis</td>
<td>Nd:YAG 1064 nm, Er:YAG 2940 nm</td>
<td>Laser assisted lipolysis, treatment of wrinkles; Photothermal - heat generated</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>XP: 2 Focus</td>
<td>Nd:YAG 1064 nm, Er:YAG 2940 nm</td>
<td>by laser light. Same as above.</td>
<td></td>
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</tr>
<tr>
<td></td>
<td>XP Dynamis</td>
<td>Nd:YAG 1064 nm, Er:YAG 2940 nm</td>
<td>Same as above.</td>
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</tr>
<tr>
<td></td>
<td>SP Spectro</td>
<td>Nd:YAG 1064 nm, Er:YAG 2940 nm</td>
<td>Same as above.</td>
<td></td>
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</tr>
<tr>
<td></td>
<td>XP Spectro</td>
<td>Nd:YAG 1064 nm, Er:YAG 2940 nm</td>
<td>Same as above.</td>
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<tr>
<td></td>
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<td></td>
<td>Laser assisted lipolysis, treatment of wrinkles; Photothermal - heat generated by</td>
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<td>laser light.</td>
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<td></td>
<td>Same as above.</td>
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<td>Same as above.</td>
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</tr>
<tr>
<td>InMode</td>
<td>BodyFX and MiniFX / Contoura Workstation</td>
<td>Bipolar RF, Negative Pressure,</td>
<td>Targets fatty tissue for body and cellulite Tx. RF provides precise, optimal</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>BodyTite, FaciTite, AccuTite and EmbraceRF</td>
<td>Mechanical Massage, Aco</td>
<td>heating of skin for contraction and body shaping using A.C.E. (Acquire, Control,</td>
<td></td>
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<tr>
<td></td>
<td></td>
<td>Technology</td>
<td>Extend) technology to optimize maximal energy. Vacuum massage with gentle pressure</td>
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<td></td>
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<td>RF</td>
<td>allows maximum depth. Tissue temperature and impedance monitoring achieves and</td>
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<td>maintains optimal Tx temperature endpoints for enhanced safety and reduced risk of</td>
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<td>thermal injury. No consumables. RF-assisted lipolysis. Dual electrode configuration</td>
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<td>allows both internal coagulation (fat) and external skin contraction. ACE technology</td>
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<td></td>
<td></td>
<td></td>
<td>prevents overheating.</td>
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<tr>
<td>Revenue Cure, Inc.</td>
<td>Muscle MVP pro</td>
<td>Magnetic Variable Pulse</td>
<td>Magnetic Variable Pulse</td>
<td>Available for sale.</td>
<td>$59,500</td>
</tr>
<tr>
<td>Thermi, a Cellign</td>
<td>ARVATI</td>
<td>Temperature Controlled RF</td>
<td>Versatile modalities and safe delivery of rapid results through controlled heating</td>
<td>FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Biosciences Company</td>
<td></td>
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<td>using RF to initiate positive tissue change and naturally stimulate collagen. Address</td>
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<td></td>
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<td>common signs of aging and/or weight loss (fine lines, post-baby body, cellulite,</td>
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<td>loose skin and tissue laxity).</td>
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</tr>
<tr>
<td>Zimmer MedizinSystems</td>
<td>ZWave</td>
<td>Electromagnetic Ballistic Radial</td>
<td>Mechanical impact; radial pulse technology temporarily reduces the appearance of</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
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<td>Pulse</td>
<td>cellulite. Electromagnetic generator creates ballistic force that is transferred to</td>
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<td></td>
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<td>the applicator. Pulsed radial wave therapy is delivered to the treatment area for</td>
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<td>cellulite Tx and enhanced body shaping.</td>
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</tbody>
</table>

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Vivace

The Vivace™ is the newest generation of RF microneedling and is FDA-cleared for patient safety. This minimal 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 procedure helps 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 HI-EMT® 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.

Z Wave®

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

Frozen C

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

Aesthetics Biomedical: 800-526-7029 or visit www.aestheticsbiomedical.com

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

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


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

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

**NeoClear**

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

**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.

**Rejuvn8**

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.

**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 Photo-Thermal for even more treatment options. With a wide range of top hat square, round and fractional spots, the Quanta OptiBeam II handpieces make Discovery Pico a powerful and flexible laser in its class. Other options include a chilled tip Twain IPL and a Twain Erbium:YAG handpiece.

**Quanta System**

Quanta System: www.quantasystem.com

**Bellus Medical**

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

**FotoFinder Systems, Inc.**

FotoFinder Systems, Inc.: 888-994-0727 or visit www.fotofinder-systems.com

**Aerolase**

Aerolase: 914-345-8300 or visit www.aerolase.com
Product Profiles

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

DEKA: +39 055 88 74 942 or visit www.dekalaser.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 device simultaneously delivers both thermal (radiofrequency) 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

excel V+
excel® V+ is the latest generation laser technology for vascular and pigmentation treatments. With design input from leading dermatologists, excel V+ delivers the power, precision and performance to safely and effectively treat indications from challenging vascular and pigmented conditions to today’s most common skin concerns. Featuring two clinically proven wavelengths, large spot sizes up to 16 mm, and higher energy, excel V+ puts you ahead of the rest and expands your treatment capabilities.

Cutera: 415-657-5500 or visit www.cutera.com

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

Thermi, a Celting Biosciences Company: 866-981-5017 or visit www.thermi.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: 888-611-8279 or visit www.crystalcleardm.com
Product Profiles

HALO
HALO™, the hybrid fractional laser, applies tunable non-ablative (1470 nm) and ablative (2940 nm) wavelengths to the same microscopic treatment zone to maximize results and reduce downtime. The patient experience is second-to-none, the treatment is extremely comfortable, only a topical anesthetic is recommended, and patients can apply makeup within 24 hours of the procedure. HALO sets the standard for the future of laser resurfacing by providing a safe and powerful long-term hybrid solution.

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.

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

Renuvision
Renuvision® 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.

TempSure Firm
The TempSure® Firm 60 mm handpiece is the latest addition to the TempSure platform. It delivers monopolar radiofrequency energy to gently heat tissue and temporarily reduce the appearance of cellulite through unique massage heads. The new 60 mm handpiece allows practitioners to treat larger areas of the body at a faster rate, without surgery or downtime.

MTF Biologics: 800-946-9008 or visit https://www.mtfbiologics.org
Apyx Medical (formerly Bovie Medical): 800-537-2790 or visit www.Renuvion.com
DefenAge Skincare: 888-368-5372 or visit DefenAge.com
Cynosure: 978-256-4200 or visit www.cynosure.com
Sciton, Inc.: 888-646-6999 or visit https://sciton.com/
SAN DIEGO AND DALLAS PROGRAM OVERVIEW

TRACK ONE: MINIMALLY INVASIVE FACIAL REJUVENATION MASTERCLASS & TRAINING

*8 CME credits available

Day 1
8:00 am – 10:00 am  Advanced Facial Injectable Techniques Lectures
10:00 am – 10:15 am  Break
10:15 am – 12:00 pm  Advanced Facial Injectables Techniques Live Demo Training
12:00 pm – 1:00 pm  Lunch and Sponsor Workshops
1:00 pm – 1:30 pm  Visionary Outlook Keynote: What’s Next in Aesthetic Medicine
1:30 pm – 3:00 pm  Thread Lifting Techniques Lectures
3:00 pm – 3:15 pm  Break
3:15 pm – 5:00 pm  Thread Lifting Techniques Live Demo Training

Day 2
8:00 am – 9:30 am  Thread Lifting Techniques Lectures
9:30 am – 10:00 am  Break
10:00 am – 12:00 pm  Thread Lifting Techniques Live Demo Training
12:00 pm – 1:00 pm  Lunch and Sponsor Workshops
1:00 pm – 2:45 pm  Advanced Facial Injectable Techniques Lectures
2:45 pm – 3:00 pm  Break
3:00 pm – 5:00 pm  Advanced Facial Injectables Techniques Live Demo Training

TRACK TWO: GENERAL EDUCATION - AESTHETICS, A NEVER-ENDING EVOLUTION

*5 CME credits available

Day 1
8:00 am – 9:15 am  Regenerative Aesthetics: A New Dimension in Anti-Aging
9:15 am – 9:30 am  Break
9:30 am – 10:45 am  Energy-Based Aesthetic Solutions
10:45 am – 11:00 am  Break
11:00 am – 12:00 pm  Sponsored Sessions
12:00 pm – 1:00 pm  Lunch and Sponsor Workshops
1:00 pm – 1:30 pm  Visionary Outlook Keynote: What’s Next in Aesthetic Medicine
1:30 pm – 2:30 pm  Sponsored Sessions
2:30 pm – 3:15 pm  A Brush with the Law – The Fundamentals of Compliance
3:15 pm – 3:30pm  Break
3:30 pm – 5:00 pm  Sponsored Sessions
PROGRAM OVERVIEW

TRACK TWO CONTINUED

Day 2
8:00 am – 9:15 am  The Next Generation of Minimally Invasive Facial Rejuvenation
9:15 am – 9:30 am  Break
9:30 am – 10:30 am  Sponsored Sessions
10:30 am – 10:45 am  Break
10:45 am – 12:00 pm  Emerging Trends & Treatments Panel Discussion
12:00 pm – 1:00 pm  Lunch and Sponsor Workshops
1:00 pm – 2:00 pm  Sponsored Sessions
2:00 pm – 3:00 pm  A Scientific Approach to Skincare
3:00 pm – 3:15 pm  Break
3:15 pm – 5:00 pm  A New Body of Work – The Evolving Silhouette

TRACK THREE: CERTIFIED AESTHETIC CONSULTANT PROGRAM

Day 1
8:00 am – 9:45 am  Module I: Advanced Marketing Techniques
9:45 am – 10:00 am  Break
10:00 am – 12:00 pm  Module II: Practice Metrics & Business Planning
12:00 pm – 1:00 pm  Lunch and Sponsor Workshops
1:00 pm – 1:30 pm  Visionary Outlook Keynote: What’s Next in Aesthetic Medicine
1:35 pm – 2:40 pm  Module III: Advanced Counseling & Sales Skills
2:40 pm – 3:45 pm  Module IV: Advanced Management & Leadership Skills
3:45 pm – 4:00 pm  Break
4:00 pm – 5:45 pm  CAC Exam

Day 2
8:00 am – 9:45 am  Module I: Advanced Marketing Techniques
9:45 am – 10:00 am  Break
10:00 am – 12:00 pm  Module II: Practice Metrics & Business Planning
12:00 pm – 1:00 pm  Lunch and Sponsor Workshops
1:00 pm – 2:00 pm  Module III: Advanced Counseling & Sales Skills
2:00 pm – 3:00 pm  Module IV: Advanced Management & Leadership Skills
3:00 pm – 3:15 pm  Break
3:15 pm – 5:00 pm  CAC Exam
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