

T H E

AESTHETIC GUIDE

Melanin Reader Redefines
Hair Removal Technology
pg. 3

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Dual Wavelength Elite iQ Advances Safety, Expands Capabilities and Maximizes Outcomes

By Kevin A. Wilson, Contributing Editor

The Elite iQ™ Aesthetic Workstation from Cynosure, LLC (Westford, Mass.) is the latest addition to the Elite family, the world's first Alexandrite/Nd:YAG system, delivering increased power and dual-wavelength versatility for rapid, highly customizable treatments. As the next generation of the Elite+™ platform, and following in the footsteps of its predecessors, this device treats the spectrum of laser indications starting with gold standard hair removal and moving through benign pigmented and vascular lesions, scarring, skin revitalization, photo-aging, pseudofolliculitis barbae (PFB) and more. This modern-looking, easy-to-use platform also features its signature Skintel® live Melanin Reader™ for guided setting adjustment on the fly, maximizing safety as well as outcomes.

An Enhanced Experience

Skintel truly separates Elite iQ from the hair removal pack, according to Deanne Mraz Robinson, MD, of Modern Dermatology of Connecticut (Westport, Conn.) and assistant clinical professor of dermatology at Yale New Haven Hospital. "This provides users an accurate reading of skin type that then translates into settings you can use with confidence. You can do this during the treatment session. So, if your patient has different skin color at the armpit because it doesn't get as much sun, or you are dealing with the bikini area, where there can be dramatic change of skin color in a small area, you can take additional readings to modify treatment parameters easily and rapidly on the fly for top safety and efficacy."

"The world is a diverse place, and the aesthetic market reflects that. Moreover, the patient population seeking aesthetic services is simply much more diverse

than it was even 20 years ago," said Will Kirby, DO, a dermatologist in Hermosa Beach, Calif., and chief medical officer of Laseraway. "Our clinics are in major metropolitan areas so we see the most diversity and the widest range of skin types, from I to VI, as we practice. It is extremely valuable to be able to treat patients safely and effectively regardless of ethnic origin. Elite iQ is definitely the next evolution in aesthetic laser devices."

There's even more to like, according to E. Victor Ross, MD, a dermatologist in San Diego, Calif. "The previous platform was a popular and proven technology, but this goes beyond the next step. It is still a workhorse, and excels at hair removal. With higher maximum energy and large spot sizes – up to 24 mm – you can use high energy and faster rep rates because of the increased power. It still treats everything you'd expect with this type of laser system, regardless of skin type, and even more safely with Skintel technology," he said. "It utilizes top-line air cooling, and with more power, the fully adjustable fluence, pulse durations and rep rates are available in more modes than before."

"The markets for hair removal, vascular and pigmented lesions, and skin revitalization continues to grow," Dr. Ross continued. "Hair removal is the most popular aesthetic indication. People will spend thousands of dollars and many days over the course of their lifetime to manage unwanted hair, and this doesn't take into account patients with more serious issues. And the male market segment is growing rapidly as the stigma associated with treatment is dropping with a concurrent rise in the popularity of more carefully managed or even crafted facial and body hair."



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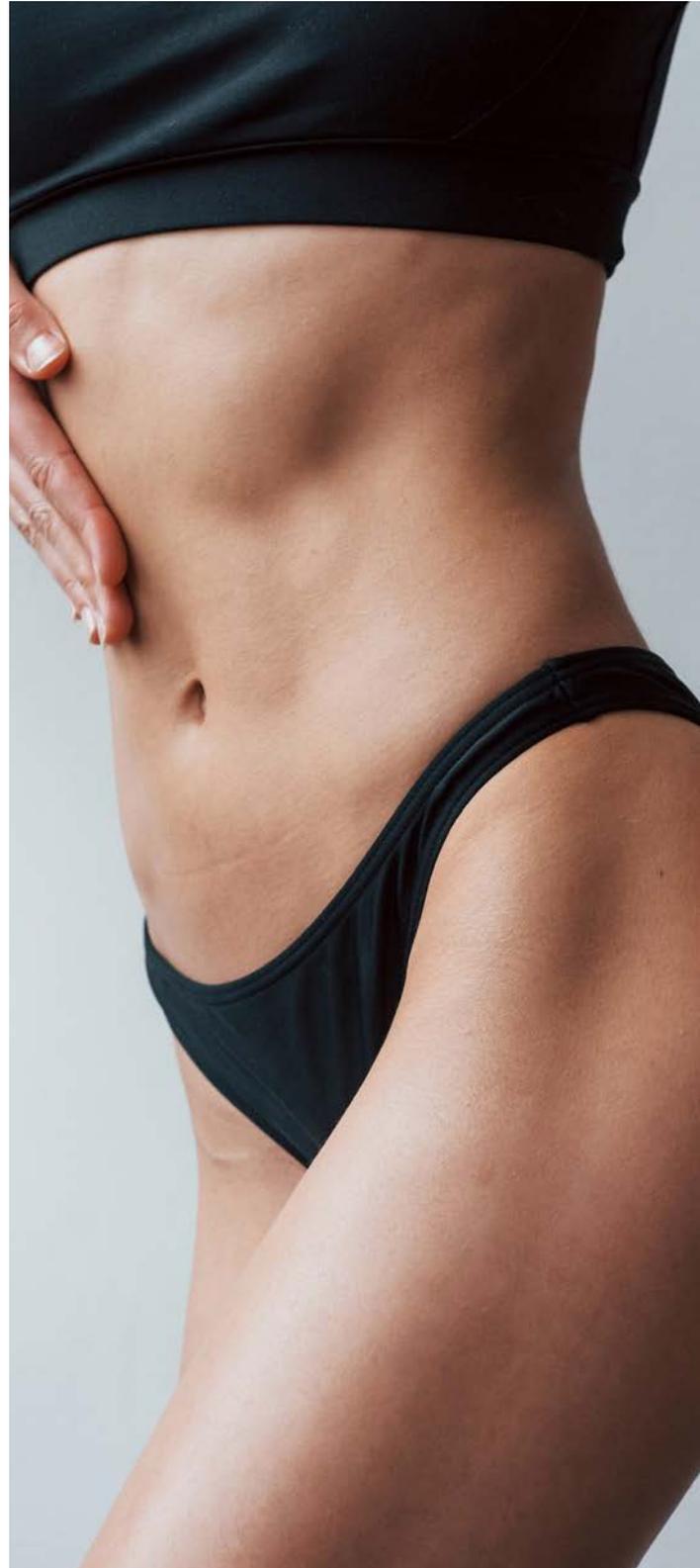
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Before and after two treatments with Elite iQ
Photos courtesy of E. Victor Ross, MD

Christian Karavolas, CLS, founder of Romeo & Juliette Laser Hair Removal in New York City, N.Y., has been using Cynosure devices for laser hair removal for almost 20 years. “Cynosure did its first workshops for laser hair removal in our facility in 2002,” he said. “I’ve watched these devices evolve into what Elite iQ is today. Originally, we had smaller spot sizes with fixed pulse widths. Now we have a variety of spot sizes, variable pulse widths and better cooling techniques. The beam profile is idealized for consistent and uniform delivery of energy. The pulse rates are up to 50% faster than its predecessor, with larger spot sizes.”

For hair removal specifically, Elite iQ offers the gold standard 755 nm Alexandrite and 1064 nm Nd:YAG lasers. “With these you can treat virtually any treatable hair removal patient,” Mr. Karavolas pointed out. “The Alexandrite is ideal for lighter skin and lighter, finer hair because the wavelength is highly absorbed by melanin. And, it is well known that the Nd:YAG is the laser of choice for darker skin types and tanned individuals because of the low absorption by melanin combined with higher penetration to deliver energy where it needs to go without damaging darker skin.”

A Commitment to Innovation & Safety

“In the midst of a global pandemic, Cynosure remains committed to the future and driving continuous innovation,” according to new CEO Todd Tillemans (Westford, Mass.). Mr. Tillemans, who has a strong history of building top consumer brands, such as Unilever’s Dove brand, is on a mission to build Cynosure and expand their global leadership in medical aesthetics. “We’ve always put the patient first,” he said, “and we have always invested in science-based technology that delivers superior patient outcomes. Going forward, we will invest more than ever to inspire consumers to engage in medical aesthetic treatments, driving patient demand to our customer providers,” he emphasized.

“Elite iQ is a great example of a proven technology taken to new heights of safety and efficacy through science and innovation,” Mr. Tillemans continued. “This more powerful Elite iQ not only looks and feels more modern, it is more user-friendly and has new features like the Skintel Melanin

Reader which has built-in treatment guidance that helps deliver the highest levels of efficacy, safety and personalized treatments.”

The watchwords for Elite iQ are intelligence, power and style. Overall, no feature brings to mind the word *intelligence* like Skintel technology. Using a wireless handpiece, the device provides an objective, consistent reading of “melanin index” between 0 and 99 (based on an average of three readings it takes automatically), which corresponds to Fitzpatrick Skin Type grades.

“Visual assessment of melanin content is inconsistent and inaccurate, even with a trained eye, and certainly no match for Skintel,” Dr. Mraz Robinson began. “If one overestimates, treatment is too conservative and patients are disappointed, or subject to additional treatment sessions they may not have needed with optimized treatment. Conversely, underestimation can lead to unnecessary discomfort from over-aggressive treatment parameters, with higher incidence of side effects, including scarring. Skintel not only maximizes safety, it maximizes results by providing optimized, individualized treatment for every patient,” she explained.

“One can easily imagine a scenario where a new technician or physician, not totally comfortable with a device, keeps treatment parameters too low,” Dr. Mraz Robinson continued. “At the very least they get a suboptimal result which nobody is happy with. At worst they stimulate paradoxical hypertrichosis where you have more hair growth in a certain subset of patients. Or worse, they are afraid to be too light and end up too aggressive. Elite iQ and Skintel will minimize this.” Additionally, up to 25 preset parameter combinations can be saved for easy recall.

“Also, Skintel readings are translated directly into base treatment parameters by the device,” Mr. Karavolas added. “This takes the guesswork out of treatment, and you can adjust these parameters afterwards based on your experience. With about 700,000 treatments of experience in close to 20 years of operation, we still find Skintel to be remarkably accurate and helpful, giving us even greater confidence in safety and efficacy.”

The Alexandrite laser in the Elite iQ system is 19% more powerful than its immediate predecessor and its Nd:YAG is 43% more powerful. “Rarely have we seen an Nd:YAG laser that is adequately powered to get the most out of its potential,” stated Dr. Ross. “In the past we were making compromises with fluence, rep rate, pulse width and spot size to make sure we could adequately treat. Elite iQ gives us the power to maximize the YAG regardless of spot size.”

A Touch of Modern

A modern look and feel to the Elite iQ platform doesn't simply bring it to the level of the competition, it takes the lead. As part of its beautiful and functional ergonomic styling, the 13-inch slimline touchscreen display is prominently placed. The graphical user interface (GUI) is modern and intuitive.

“These improvements are arguably as profound as the addition of Skintel. The touchscreen display and interface are application-driven with integrated reading and input characteristics that are easy to understand,” Dr. Ross noted. “This is one area where we see a dramatic improvement over previous devices. Anyone with basic tech savvy can understand what is going on with this device, so it is quite easy to train a technician to perform safe and effective hair removal consistently.” Additionally, the handpieces are lightweight and ergonomic. On-board storage features include a flat top tray as well as easy-to-access internal drawer. An adjustable six-color LED logo and backlit wraparound handle complete the package. “With these improvements, the outside of Elite iQ is as sexy as the technology inside.”

“One cannot discount the importance of an intuitive interface and overall ease of use, especially when you are talking about a device that you are putting into the hands of a clinician and expecting them to hit home runs with in every single clinic in a group such as ours,” said Dr. Kirby. “Overall we want safety, but with the ability to get optimized, accurate, efficient treatment parameters virtually automatically, every time – that's outstanding.”

“Another unique feature that adds to safety is the color coding of wavelengths in use,” Mr. Karavolas added. “When you are using



Before and after two treatments with Elite iQ

Photos courtesy of S. Doherty, MD

the Alexandrite, the display is blue. With the Nd:YAG, it is predominantly yellow, so at a glance users can be sure of which wavelength is ready for use.”

Though not a frontline feature, Dr. Kirby enjoys the lack of consumables. “Those are the bane of the aesthetic practice. With the Elite iQ system it is plug-and-play, which makes it a very easy device to integrate into your practice and operate profitably. Return on investment,” he explained, “is variable to gauge because different markets will bear different price structures, but with an easy payment plan and an easy-to-use device with immediate utility, the money comes in quickly.”

Wide Spectrum of Applications

When considering hair removal devices, safety is king, followed closely by efficacy, then comfort and ease of use. “One cannot overstate the importance of a comfortable treatment for patients,” Mr. Karavolas explained. “You want patients to complete their course of treatment, which will take several months, and return for maintenance when needed. These patients will be the best advertising you can have. Between Skintel, the beam profile, adjustable settings and air cooling, treatment comfort is certainly manageable. Air cooling is the best because you get cooling before, during and after firing the laser. Ease of use and ergonomic design are also essential because technicians will be performing treatments day in and day out. We want to provide them something they'll enjoy using, as well as use comfortably, throughout the day.”

“Improved energy output over previous devices and the repetition rate provides us enough energy output to successfully penetrate the hair follicle, even with larger spot size and finer hair, to disable the hair follicle’s reproductive cycle. Adjustable pulse width is key to further expanding our treatment capabilities as well,” he added. “Unlike other lasers it allows us to fine-tune pulse widths down for finer, less pigmented hair. As treatment progresses and returning hair becomes lighter and finer, this becomes increasingly important.”

“Remember, probably 70% of the pulses fired from this laser worldwide will be for hair removal,” said Dr. Ross. “It does other things very well, but hair removal is what Elite iQ does like nothing else on the market. Treating other indications generally requires more skill and experience, but for hair removal, you just use the device to get the right settings, hold the handpiece correctly and fire away with confidence. Because it is so good at the most popular indication globally, it may bring a lot of people into your practice where they may later go for other types of treatments you offer.”

For vascular lesions, treated with the 1064 nm wavelength, the unique utility of Elite iQ provides the variable fluence and pulse duration to deal with larger, deeper vessels as well as finer, superficial vascularity, according to Dr. Ross. “The 2.5 mm spot size really comes in handy here. It is more for discrete vascular lesions such as leg veins or telangiectasias on the face than diffuse redness.”

When it comes to benign unwanted pigmentation, such as café au lait macules, lentigines and solar lentigines, nevi and more, the 755 nm Alexandrite wavelength is the most ideal and is best used on lighter skin types. “You’ll typically use the 5 mm spot size for discreet lesions and the 18 mm spot for diffuse pigmentation, typically at 5 ms with the cooling off and the appropriate fluence for that particular skin type,” said Dr. Ross.

Treatment of photodamage is, again, a function of choosing either wavelength based on individual needs. Skin types I–III are handled by the 755 nm Alexandrite laser, targeting melanin but sparing surrounding tissue, while the 1064 nm Nd:YAG



Before and after two treatments with Elite iQ
Photos courtesy of S. Doherty, MD



Before and after two treatments with Elite iQ
Photos courtesy of S. Doherty, MD



Before and after two treatments with Elite iQ

Photos courtesy of S. Doherty, MD

heats skin deeply to stimulate neocollagenesis and refresh skin. “We perform a treatment we call a ‘Fire and Ice’ laser facial – many other clinics have their proprietary name for the same thing – using Elite iQ to revitalize skin and skin tone. Patients experience a strong heat sensation with the laser, followed by cooling with the Zimmer cooler. After treatment we use refrigerated facial masks infused with ascorbic acid,” Dr. Kirby said.

Users can choose from among ten available spot sizes ranging from 2.5 to 24 mm, to treat many indications and any body location. “Combined with the other improvements, the range of spot sizes provides much more versatility and speed,” Mr. Karavolas said.

“The name of our company is ‘Laseraway’ and we rely on lasers as our name suggests,” Dr. Kirby said. “We need a reliable, consistent platform. We get that with the Elite family of lasers and Cynosure devices in general. And with 59 clinics, it is imperative that we feature the safest, best device on the market for this indication.”

“When you juxtapose our clinics with a practice of someone like Dr. Mraz Robinson, you see a highly educated, highly skilled and experienced physician with a top dermatology practice, compared to me with a chain of top aesthetic clinics,” Dr. Kirby continued. “Our patient population tends to be younger and more price conscious. Dr. Mraz Robinson’s practice will offer a much wider range of therapies, both medical and aesthetic, where we offer

a specific range of aesthetic procedures. Her’s is a physician practice, whereas we have a lot of specially trained care extenders delivering treatment. Together we represent two ends of the spectrum, a physician with a top dermatology practice, versus me training a new nurse to do laser hair removal at a clinic with Elite iQ, both of us confident in the device and knowing it is the best out there. That says a lot about Cynosure and Elite iQ.”

Reliability is always prized and Elite iQ is no exception, earning the moniker ‘workhorse,’ according to Mr. Karavolas. “We primarily perform laser hair removal at my clinic,” he said, “which means regular and repeated use. We rely on our Elite lasers like no other. It is designed for heavy use and backed by a company that is even more reliable than the devices it provides. We enthusiastically use it with confidence. Our relationship with Cynosure goes back almost 20 years for a reason – they deliver.”

Editor’s note: This article is sponsored by Cynosure, LLC. The Elite iQ Workstation is not yet available in Canada.

Dr. Kirby, Dr. Mraz Robinson, Dr. Ross and Mr. Karavolas are Cynosure consultants.

The Elite iQ aesthetic workstation is indicated for the following, but not limited to: permanent hair reduction and treatment of veins, non-cancerous pigmentation, wrinkles, warts, scars and ingrown facial hairs. Most common side effects include redness, swelling, crusting and scabbing.

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Innovation in Skin Rejuvenation with a Plasma Perspective

By Cindy J. Papp, Contributing Editor

While facial rejuvenation treatments continue trending toward minimally invasive cosmetic procedures, Aesthetics Biomedical® Inc. (ABM), based in Phoenix, Ariz., has announced a distribution and marketing partnership with Plasma Concepts® for the Plasma+ and PlasmaMD™ (formerly Genesis and Revelation MD, respectively). The innovative PlasmaMD is a revolutionary, energy-based plasma technology that elevates the portfolio of aesthetic practitioners and provides a complementary fit with ABM's existing products, Vivace® Microneedle RF, SoME® Skincare and SENZA Laser Hair Removal.

The PlasmaMD is a compact, handheld device that effectively treats skin laxity and fine lines while improving texture and tone for full skin rejuvenation. The device is FDA Class II cleared for soft tissue coagulation and lesion removal and is one of the only devices on the market that can safely treat the delicate tissues around the eyes and mouth.

A key differentiator is the proprietary ARC Energy Technology, which creates an energy reaction between the device and the skin's surface, resulting in a uniquely natural lifting of the skin, while promoting the development of the patient's own collagen and elastin. Consistent and long-lasting effects are what makes the PlasmaMD a standout treatment in aesthetic dermatology.

According to Michael Somenek, MD, a facial plastic and reconstructive surgeon at Somenek + PittmanMD, based in Washington, D.C., the PlasmaMD treatment is effective for a wide variety of demographics, especially Fitzpatrick I-III skin types. "I use the PlasmaMD for several types of patients," he noted. "There are those that are starting to develop skin texture changes and crepiness, but aren't quite ready or appropriate for an eyelid surgery, who I think are excellent candidates for this treatment."

Yael Halaas, MD, (New York, N.Y.), uses the device for a successful solution in areas that were historically considered difficult to treat. As she explained, "It has been particularly helpful for challenging perioral lines, or for tightening of the periorbital skin. It complements and furthers the result of fractional CO₂ laser treatment, or serves as a milder

therapy than fractional CO₂. Patients appreciate the effective, graduated approach."

The PlasmaMD harnesses the power of ARC Energy Technology to target and rejuvenate skin in a variety of areas. Yvette Suarez, MD, owner/medical director of Bella MedSpa, located in Wesley Chapel, Fla., takes advantage of the skin lifting and resurfacing benefits. "We use the PlasmaMD for skin tightening, improvement of fine lines and a brow lift," she explained. "Our patients have loved their outcomes, especially with the skin tightening and longevity of the results."

In Dr. Somenek's experience, PlasmaMD is an exciting and viable option for skin resurfacing, providing significant skin contraction and ongoing results with little downtime. "In as little as five days, people are back to their normal activities with results that continue to improve over time," he reported. "It is an effective alternative to laser resurfacing if someone does not have the luxury of the prolonged downtime associated with ablative laser treatments."

To combat the visible signs of aging, the PlasmaMD can help any aesthetic physician create a purposeful outcome for skin rejuvenation, as their patients enjoy continued improvement for several weeks to months. By incorporating their philosophy of the plasma perspective, ABM and Plasma Concepts are blazing a trail in plasma technology and the overall anti-aging industry.



Michael Somenek, MD
Facial Plastic and
Reconstructive Surgeon
Somenek + PittmanMD
Washington, DC



Yael Halaas, MD, FACS
Facial Plastic Surgeon
New York, NY



Yvette Suarez, MD
Owner and Medical
Director
Bella MedSpa
Wesley Chapel, FL



Before and after treatment with PlasmaMD
Photos courtesy of Yvette Suarez, MD

WE CALL IT THE PLASMA PERSPECTIVE.

PlasmaMD is the leading compact handheld device employing plasma technology for non-surgical skin rejuvenation, using proprietary ARC Energy Technology as the key differentiator. PlasmaMD is designed to tighten the skin, improve skin laxity, skin texture and reduces the appearance of fine lines and wrinkles.

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The Versatility of Cryotherapy

By Cindy J. Papp, Contributing Editor

With more patients seeking aesthetic rejuvenation treatments like intense pulsed light (IPL) and cosmetic injectables, aesthetic physicians are seeking ways for greater patient comfort and satisfaction. The Zimmer Cryo systems from Zimmer MedizinSystems (Irvine, Calif.) assist with topical anesthesia as well as reduction of pain that may accompany aesthetic procedures and minimize thermal injury during laser treatments.

The advantages of streamlined treatment times, combined with the ability to monitor patient safety during any procedure, increases the benefits for aesthetic practitioners. To Emil A. Tanghetti, MD, medical director of the Center for Dermatology and Laser Surgery in Sacramento, Calif., “The beauty of the Zimmer Cryo device is that we are able to obtain constant cooling over an extended period of time. We are also able to use it with a thermal camera, which permits us to see the target and monitor the treatment as we’re doing it.”



Emil A. Tanghetti, MD
Medical Director
Center for Dermatology
and Laser Surgery
Sacramento, CA

Jeffrey A. Hunt, DO, medical director of the Vein & Cosmetic Center of Tampa Bay (Tampa, Fla.), uses the device to minimize pain, but has found it has other benefits that affect patient throughput and satisfaction. “The cold vasoconstriction decreases the feel of the needle and is great for reducing pain associated with laser treatments. We even offer Cryo during sclerotherapy to decrease injection pain, and the adjustable air flow and spot size make it tailorable to our procedures to minimize bruising and reduce discomfort,” he explained.



**Jeffrey A. Hunt, DO,
RVPI, RVS**
Medical Director
Vein & Cosmetic
Center of Tampa Bay
Tampa, FL

With numerous applications, the Zimmer Cryo is an essential device for many practices, and for good reason. According to Patrick Bitter, Jr., MD, of Advanced Aesthetic Dermatology in Los Gatos, Calif., “The Cryo systems provide a powerful blast of air in a direct stream and prechill the treatment area before a cosmetic injectable. We use it with almost every laser treatment. In my practice, it is essential for patient comfort.”



Patrick Bitter, Jr., MD
Dermatologist
Advanced Aesthetic
Dermatology
Los Gatos, CA

The Zimmer Cryo is easy to operate with a laser handpiece that can be held by the physician or the patient. A handpiece

adapter streamlines the cold air and directs it onto localized treatment areas, which can cool to -30°C in less than 30 seconds. The unit even provides a storage area for IPL laser systems or smoke evacuators for convenience and functionality. Minimal consumption costs translate to even greater return on investment (ROI) for any aesthetic practice.

While training aesthetic physicians to use the BBL laser from Sciton, Dr. Bitter requires a Zimmer Cryo device as part of the demonstration. Not only does it help doctors provide a more aggressive treatment, but it can build confidence for those learning to use a new laser device. “It has made the treatment safer and allows us to use higher settings to obtain results for patients with greater comfort, while reducing potential complications,” he reported.

As aesthetic treatments are becoming more competitive, the Zimmer Cryo stands out for its minimal consumption and superior functionality. “The ROI is all about how to integrate it into your practice and keep your patients comfortable so they are not put off by unpleasantness associated with treatment,” Dr. Tanghetti stated.

The ability to provide outstanding service can give any aesthetic practice that extra edge, according to Dr. Hunt. “When the patient experience and outcome are improved with the Zimmer units, it can only increase repeat visits, referrals and ROI.”



Dr. Tanghetti says the Zimmer Cryo devices stand out for their plethora of benefits, including minimal consumption and superior functionality, constant cooling over an extended period of time, as well as the ability to target and monitor the treatment as he's doing it.

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Leading Antioxidant Protection with Clinically Proven Results

By Cindy J. Papp, Contributing Editor

As aesthetic physicians continue to fill patient demand for minimally and non-invasive therapies for facial rejuvenation and anti-aging, the trend is to integrate cosmetic treatments with professional home-care skin products. For 30 years, PCA SKIN® (Scottsdale, Ariz.) has been the trusted industry leader with innovative products that many practitioners turn to for both professional treatments and at-home skincare products.

PCA SKIN's C&E Advanced, and new C&E Hand Renewal, are truly breakthrough skincare advancements, offering physicians the chance to extend care beyond the office. Thanks to its anhydrous formula, C&E Advanced delivers 4.4 times more vitamin C and 3.5 times more vitamin E than the leading competitor's water-based formula. Added antioxidants provide additional corrective benefits; hexylresorcinol brightens and promotes an even skin tone and silymarin fights free radical damage while providing powerful anti-inflammatory benefits. The result is a product that is clinically proven to improve skin tone evenness, dramatically reduce discoloration and improve the appearance of fine lines.

Patients appreciate the knowledge and professional insight their physician has to offer when it comes to home skincare. Vivian Bucay, MD of Bucay Center for Dermatology and Aesthetics in San Antonio, Texas explained that her practice is not limited to procedures, and patient outcomes are linked to their personal habits. "The outcome of a treatment depends not only on my skill, but on the condition of a patient's skin," she shared. "For that reason, every consultation includes a discussion about medical grade skincare."

PCA SKIN's C&E Advanced enhances the patient's outcome and is clinically proven to work. Findings from a clinical study performed by an independent third party dermatologist, featuring 42 patients with Fitzpatrick skin types I-VI, revealed that after 12 weeks of using C&E Advanced once daily in the morning, 92% of patients showed improvement in skin brightening, 86% showed improvement in hyperpigmentation, 73% showed improvement in global facial appearance and 64% of patients showed improvement in both fine lines and skin tone evenness. And patients notice the difference.

"The fact that skin looks brighter, less red, more even toned and smoother, encourages patients to keep using it," Dr. Bucay shared.

According to Carolyn Jacob, MD, a board certified dermatologist and medical director of Chicago Cosmetic Surgery and Dermatology in Chicago, Ill, the formula shows visible improvement. "C&E Advanced is the perfect antioxidant for my patients as it addresses brown spots, redness and anti-aging," she said. "Its unique waterless cream also glides on nicely and can be layered with your favorite PCA SKIN® SPF in the morning."

PCA SKIN's newest antioxidant, C&E Hand Renewal, is specially formulated for the delicate skin of the hands. With the same advanced technology as C&E Advanced, the formula adds bakuchiol, a plant-based ingredient that mimics the effects of retinol without the dry, irritating side effects and bisabolol with its anti-inflammatory and anti-irritant properties.

Joel L. Cohen, MD, director of AboutSkin Dermatology and DermSurgery in Greenwood Village, Colo. believes that these products complement the treatments that he offers. As he explained, "I commonly do fillers on the hands for volume loss, laser treatments and BBL for benign pigmented spots called lentigines, or micro laser peel for crepey skin. C&E Hand Renewal is a great adjunct to the many hand rejuvenation procedures I commonly perform."

The C&E family of products by PCA SKIN truly is a game changer in the industry. Dr. Jacob summed it up perfectly: "The science behind PCA SKIN C&E Advanced makes it one of the most unique and relevant products used in my office daily."



Vivian Bucay MD, FAAD
Dermatologist
Bucay Center for Dermatology and Aesthetics
San Antonio, TX



Carolyn Jacob, MD, FAAD
Dermatologist
Medical Director
Chicago Cosmetic Surgery and Dermatology
Chicago, IL



Joel L. Cohen, MD
Dermatologist
Director
AboutSkin Dermatology and DermSurgery
Greenwood Village, CO



Before and after 12 weeks of continuous use of C&E Advanced
Photos courtesy of PCA SKIN

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In a 12-week clinical study of 42 patients:

- ✓ 92% saw an improvement in skin brightening
- ✓ 86% saw an improvement in hyperpigmentation
- ✓ 64% saw an improvement in fine lines

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Surgeons Share Renuva Treatment Best Practices

By Lisette Hilton, Contributing Editor

Plastic surgeons are incorporating Renuva, an off-the-shelf extracellular allograft tissue matrix that replaces age-related fat loss, with a person's own fat. Renuva is the first and only treatment that creates a honeycomb-like matrix in the injection area. Over time the body's own fat fills in and replaces the matrix, leaving the patient's natural fat in its place.



Before and six months after treatment. This 39-year-old female patient presented with post augmentation mastopexy animation deformity and lower pole blunting. Three treatments were performed over a six week period. 3cc of Renuva was injected using a fanning technique with a 22G needle.

Photos courtesy of Nima Naghshineh, MD, MSc, FACS

"Renuva is a solution that fits multiple aesthetic scenarios," said Alan Durkin, MD, a plastic surgeon in Vero Beach, Fla. "From a facial standpoint, nothing corrects the submalar space better or more cost-effectively than Renuva. While other injectable therapies are effective over bony prominences (malar, mandible, nasal dorsum), they tend to fall short in the non-bone supported areas of the face."



Alan Durkin, MD, MS
Plastic Surgeon
Vero Beach, FL



Nima Naghshineh,
MD, MSc, FACS
Plastic Surgeon
Beverly Hills and
Pasadena, CA

From a patient standpoint, Renuva is ideal for those suffering from filler fatigue, or who want a more natural, long-lasting solution to facial fat loss. "Similar to surgical fat grafting, the patient's vascularized fat cells replace and restore lost volume," Dr. Durkin explained.

Clinicians should take their time using Renuva and start with small areas. The hands or small liposuction irregularities are ideal areas for learning the therapy, according to Dr. Durkin.

Nima Naghshineh, MD, a plastic surgeon in Beverly Hills and Pasadena, Calif., uses Renuva all over the face and body. "This treatment is an option that gives you natural volume created by your own body without the need for surgery," Dr. Naghshineh elaborated. "I have many patients who are unhappy with traditional fillers being temporary and do not

want to use permanent options that are made of unnatural synthetic materials.

"I use it in combination with other techniques to eliminate cellulite and it is the only nonsurgical source of volume I am willing to use for this condition," Dr. Naghshineh continued.

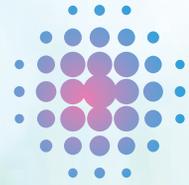
Dr. Naghshineh also uses Renuva to build volume. "I use it in the superficial fat layer to improve shape and eliminate irregularities, or rippling, from implants or previous surgeries," he shared.

According to Dr. Naghshineh, Renuva is a natural and long-lasting option in facial treatments to add volume to the jawline and cheeks, as well as to lines and folds around the mouth. "I have also adapted this treatment to restore volume and a youthful appearance to thin crepey necks," he added.



Before and six months after 3cc of Renuva injected into the malar, submalar and nasolabial folds on each side of the face
Photos courtesy of Alan Durkin, MD, MS

In Dr. Naghshineh's experience, the key to using Renuva is to understand how it works. "It restores volume from day one and gradually creates fat and collagen to restore or augment volume. Patients will have some variability in volume retention after injection. Therefore, I do not overcorrect significantly," he noted. Moreover, "A happy patient will be one that is well informed by the practitioner about how Renuva works and knows that additional treatments may be needed," he expressed.



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- Liposuction irregularities

Actual Renuva® patient.

Nonsurgical Body Contouring 2020: More Customizable Treatments and Natural-Looking Results

By Kevin A. Wilson, Contributing Editor

Few areas of aesthetic medicine have enjoyed the kind of rapid advancement seen in nonsurgical body contouring. The market has been there, waiting, but until fairly recently the technology was inconsistent and disappointing. The gulf between surgical liposuction and modalities that were non- or minimally invasive was extremely wide.





“Body contouring is an essential part of any aesthetic practice,” said board certified plastic surgeon Sachin M. Shridharani, MD, medical director of LUXURGERY (New York City, N.Y.), “and as a plastic surgeon I see many patients seeking to improve their body appearance. Surgery is often the gold standard but many patients who come in these days are looking for non- or minimally invasive options, as well. These nonsurgical options are becoming more customizable and provide natural-looking results.”



**Sachin M. Shridharani, MD,
FACS**

Plastic Surgeon
Medical Director
LUXURGERY
New York City, NY



Deanne Mraz Robinson, MD

Modern Dermatology of
Connecticut
Westport, CT



Steven Bengelsdorf, MD

Cosmetic Surgeon
Nashville, TN



Adrian Gaspar, MD

OB/GYN Specialist
Owner and Director
Espacio Gaspar Clinic of
Gynecology, Anti-Aging and
Bioregenerative Medicine
Mendoza, Argentina



Fernando Gagliardi

Manager
BodyContour
Luxembourg

Radiofrequency (RF) technology set the stage, but initial offerings suffered from lackluster results and/or significant pain associated with treatment. Eventually RF modalities, alone or in combination with other modalities in a single platform, began to emerge that provided physicians the ability to recontour localized areas of unwanted fat using nonsurgical methods. Good results were available for the fitter subgroup of patients, but many physicians soon used RF as an adjunct to various liposuction techniques to enhance outcomes.

And though they can have a visible effect on fat deposits, most RF devices – then and now – best contribute by inducing contraction of overlying skin. When paired with microneedling, RF is still a popular method of handling skin laxity for body contouring. In fact, most therapies in the nonsurgical class are used to provide liposuction patients with an ideal result that surgery alone could not provide.

With the rise of cryolipolysis, the quest for a more aesthetically-pleasing silhouette became much more attainable and realistic, according to Deanne Mraz Robinson, MD, of Modern Dermatology of Connecticut (Westport, Conn.). “Cryolipolysis was what really woke up the industry and the public because treatment is easy, safe, relatively hassle-free and gives people results that they like,” she said. “It definitely touched off the avalanche.”

While initially costly, the advent of legitimate competition in non-invasive laser lipolysis and contactless selective RF improved accessibility to some degree. With the power to safely and effectively debulk fat deposits in even larger BMI patients, contactless selective RF took the field to another level without erasing the utility of other methods.

“Fat reducing devices involve thermal modulation, by heating or cooling, to destroy fat cells,” Dr. Shridharani expressed. “The body processes the crystallized or lysed fat cells and cellular debris, leaving a slimmer appearance in the treated area. However, the treatments are limited in how deep into the fat one can go without causing damage to surface tissue.”

Non-invasive stimulation of musculature, the latest technology to take the market by storm, attacks the problem from a completely different angle. “By inducing supramaximal contraction of target muscle groups, patients can achieve muscle hypertrophy, improved tone and increased strength from a few sessions that would take hours in the gym and still not adequately target some muscles,” Dr. Shridharani said. “For a lot of patients this makes a huge difference, and it makes sense to firm up the underlying musculature to support an overall body contouring result.”

Dr. Shridharani added that this is not a substitute for going to the gym, but rather a nice supplement to a workout regimen. One major advantage of this modality is its medical application – notable therapeutic effects seen with the improvement of difficult-to-train core musculature, including better posture and relief from various forms of urinary and rectal incontinence.

Experts agree that the ideal body contouring patient is already in relatively good physical condition and lives a healthy lifestyle, but has areas that are difficult to manage for one reason or another. “These are the patients that will get the best results,” said cosmetic surgeon Steven Bengelsdorf, MD (Nashville, Tenn.). “For many years I had to perform tummy tucks, liposuction and other invasive procedures,” he said, “but I don’t anymore because of the exceptional results we can obtain with minimally invasive body contouring.” He added that physicians rarely rely on a single technology to address a patient’s body contouring needs, so it is a multimodality treatment. “The best results are obtained by removing fat, toning the underlying muscle and tightening the overlying skin.”

Dr. Mraz Robinson agreed. “We offer several technologies including cryolipolysis and non-invasive laser lipolysis for fat, various skin tightening therapies and electromagnetic muscle stimulation.

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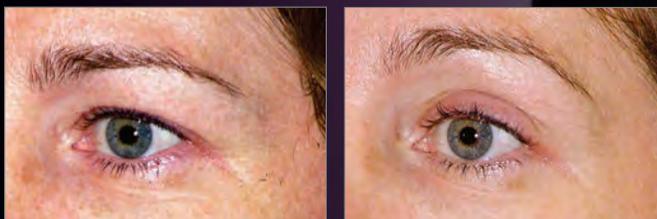
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Up to 25% improvement in lower eyelid tightening was achieved by the majority of patients.*



Before 2 Months Post Treatment

Unretouched photos. Individual results may vary. Before and after photos may be a compilation of results from all generations of Thermage devices including NXT, CPT, and FLX. Photos courtesy of Kelley Hails, MD

*Biesman, B., Baker, S., Carruthers, J., Leal Silva, H., Holloman, E. Monopolar Radiofrequency Treatment of Human Eyelids: A Prospective, Multicenter, Efficacy Trial Lasers in Surgery and Medicine 38:890–898 (2006)

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Before and after the TightSculpting procedure by Fotona
Photos courtesy of Adrian Gaspar, MD

I think many physicians offering body contouring in the market offer these types of therapies alone, and often in combination. It depends on the patient; some will do well with one therapy, but some will benefit greatly when other options are used to enhance the overall result.”

Among Dr. Mraz Robinson’s favorites are dilute biostimulatory fillers combined with RF or microfocused ultrasound for skin tightening as well as non-invasive fat reduction and electromagnetic muscle stimulation.

“Partnering muscle stimulation with liposuction helps provide a more cohesive, harmonious outcome,” Dr. Shridharani indicated. “We now have the unique opportunity in the industry to combine the proven, traditional fat reducing surgical and nonsurgical treatments with emerging technology for the best possible outcomes.”

Beyond these, which have been covered significantly in the media over the last decade, there are many more options available. Some are repurposed existing technologies, such as use of dilute biostimulatory fillers or skin tightening technologies, and others are completely novel.

Some technologies, by nature, are ideal for concurrently treating fat and tightening skin. TightSculpting™ from Fotona (based in the U.S. and Europe) is a unique non-invasive laser treatment that combines two procedures in one for sculpting and skin tightening on all body areas. This platform tightens the skin by generating new collagen, resulting in an overall improvement of contour laxity and elasticity in the treated areas. And, the exclusive delivery modes are used in concert for hyperthermic adipocyte destruction and collagen remodeling.

“TightSculpting combines the 2940 nm Er:YAG laser to tighten skin over the treatment area, with the 1064 nm laser in ultra-long pulse mode to penetrate to the

subcutaneous fat to cause apoptosis of adipocytes and tighten the fibrous septae. Together they provide an excellent global result for our body contouring patients with no downtime or disposables,” said Adrian Gaspar, MD, owner and director of the Espacio Gaspar Clinic of Gynecology, Anti-Aging and Bioregenerative Medicine (Mendoza, Argentina). “This is not for larger patients, but those requiring a visible, yet subtle revision of the silhouette by treating specific areas of unwanted fat.”

Science has shown that outcomes with non-invasive body contouring treatments such as cryolipolysis, non-invasive laser lipolysis or contactless selective RF are improved significantly with an adjunctive massage component. FDA cleared for the temporary reduction of the appearance of cellulite, the temporary increase in local blood circulation and to relieve minor muscle aches and pains, the Z Wave^Q system from Zimmer MedizinSystems (Irvine, Calif.) is ideal for the task, according to Dr. Bengelsdorf. “Manual massage to facilitate fracturing of the frozen adipocytes was difficult and incredibly inconsistent. Z Wave has been a game changer. It is simple, safe, reliable and easy to delegate to trained staff,” he shared. Its projectile has a five times greater mass than pneumatic systems for a softer pulse and maximum patient comfort to the patient. An innovative water-cooled generator ensures high efficiency and durability.

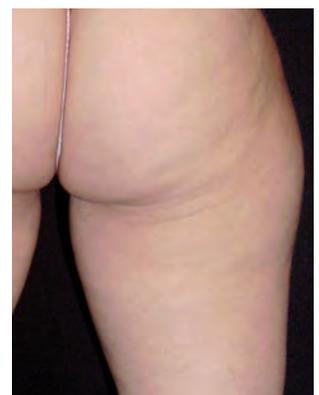
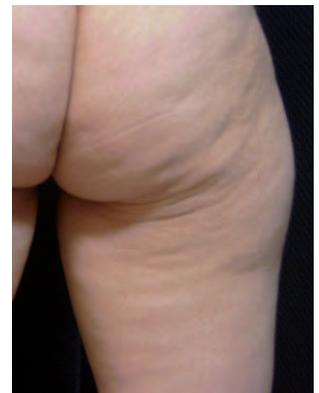
It is also indicated for cellulite, a condition that almost all women endure. “It is a complicated condition and some cannot be treated successfully, but mostly we are dealing with a combination of fat hypertrophy in conjunction with fibrous septae tethering the skin to tissue underneath,” Dr. Bengelsdorf pointed out. By improving local microcirculation and reducing the fat, the appearance of cellulite is improved. “Patients we treat with the Z Wave tend to be very satisfied with their results.”



Jonathan M. Sykes, MD
Director of Plastic Surgery
Roxbury Institute Beverly Hills
Beverly Hills, CA



Michael H. Gold, MD
Dermatologist
Director
Tennessee Clinical Research
Center
Gold Skin Care Center
Nashville, TN



Before and after treatment with the Z Wave^Q system from Zimmer MedizinSystems
Photos courtesy of Zimmer MedizinSystems

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Ultracontour NG from MedixSysteme AG (Ruggell, Liechtenstein) has eight key benefits in one machine from a hands-free protocol to multiple applicators, and painless non-invasive treatment with thermal, mechanical and vibrating effects safe for all skin types. Ultracontour NG offers up to 20 piloted and custom-programmed emitters which can be placed at various body locations simultaneously to treat subcutaneous fat in the arms, belly, legs, buttocks and love handles. Furthermore, specific programs are available for men and women.

The emitters deliver highly focused fractionated ultrasound (termed sonodynamic therapy) for point-by-point targeting at the precise depth of local adiposity from between 0.8 cm and 1.3 cm, but with the unique UMD (ultrasonic mechanical drainage) effect automatically delivering intense pulses to the fat in larger areas automatically. The operator can choose up to five levels of UMD power based on area treated and fat thickness. And, there are six UMD belts offering the flexibility to adapt to each patient's individual body areas.

According to Fernando Gagliardi, manager of BodyContour (Luxembourg), the improvement of lymphatic drainage is especially beneficial to women during menopause or after childbirth. "Ultracontour NG provides a mechanical and thermal effect that is long-lasting for unwanted fat and cellulite. It is safe, easy to use, provides visible results over time, and can treat the full body within 20 minutes. It appeals to both men and women."

Thread lifting has legitimate body applications, according to Jonathan M. Sykes, MD, director of plastic surgery at the Roxbury Institute Beverly Hills (Beverly Hills, Calif.). "Threads create improvement without incisions or much downtime. Lifting and volumizing with threads involves both the volume of multiple implanted threads, and the generation of new collagen on this thread scaffold," he explained. "They work especially well in areas with fine, crepey skin."

Les Encres Threads (Nashville, Tenn.) feature the largest thread selection in the market, with more than 60 offerings such as Mono, Screw, COG and Pressure Molded threads from PCL, PLLA and PDO compounds. Specialty threads are also offered for use around the infraorbital area, rhinoplasty region and the rest of the body. "Threads are well-suited for



Before and after treatment with Ultracontour NG from MedixSysteme
Photos courtesy of Fernando Gagliardi



Before and after a knee lift using Mono PDO threads from Les Encres
Photos courtesy of Linda Gordon, ACBP



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lifting the breast, buttocks, over the knee, the upper arm and more. They work by repositioning as well as volumizing, which provides an additional repositioning effect,” Dr. Sykes noted. “Threads are particularly good for creating a look customized to the patient’s individual needs. Similar use of fillers is often prohibitively expensive due to the amount needed.” Les Encres threads are packaged in a custom designed, heat- and moisture-resistant thread pouch to maintain product stability and viability.

While injectable body contouring therapies aren’t exactly new, the quality of offerings has improved considerably, according to dermatologist Michael H. Gold, MD, director of the Tennessee Clinical Research Center and Gold Skin Care Center (Nashville, Tenn.). “This field has changed dramatically over the past several years to include not only improvement in skin tightening and circumferential reduction, but fat reduction and muscle tightening/stimulation as well. There are now truly viable injectable alternatives with good science behind them, and more are coming.”

One clear example is Renuva adipose allograft matrix from MTF Biologics (Edison, N.J.), an off-the-shelf injectable alternative to autologous fat transfer. Renuva restores volume in the face, hands and body in a short, in-office procedure. “It contains the same growth factors, collagen and proteins present in autologous fat,” Dr. Gold said. “This adipose-derived matrix treatment can be used virtually anywhere on the body in need of volumizing. Over time, the adipose matrix is replaced by your own fat which, for those with remodeling needs, can be a major benefit.” The product is processed to preserve the extracellular matrix containing collagens, proteins and growth factors found in adipose tissue. The resulting matrix serves as a framework to support the cellular repopulation and vascularization at the site of injection. Renuva is to be used where fat naturally exists. “This is a perfect addition to the field.”

Injection adipocytolysis has gained prominence, according to Dr. Shridharani. “This treatment achieves very localized yet highly customizable results. ATX-101, or Kybella from Allergan (Irvine, Calif.), was FDA approved for the submentum, but is commonly used off-label on the body for specific areas such as the pubis, around the knees or bra fat. Use on larger areas

is possible and routinely performed in my clinic but can be prohibitively expensive for some.”

Endo Aesthetics, headquartered in Malvern, Pa. has made recent strides in the development of an injectable cellulite therapy that is generating buzz. Qwo™ (collagenase clostridium histolyticum-aes), is the first injectable cellulite product FDA approved for the treatment of moderate to severe cellulite in the buttocks of adult women. According to Dr. Mraz Robinson, the enzyme components of Qwo specifically target collagen types 1 and 3 to release the fibrous septae for a smoother appearance in areas riddled with cellulite. “It makes a lot of sense to provide a meaningful non-invasive solution that specifically targets this crucial aspect of cellulite,” she said. “We can then address other aspects of cellulite using existing technologies, if needed, such as fat reduction, skin tightening or biostimulatory fillers.”

Dr. Shridharani was involved with clinical trials for Qwo. “I have seen marked benefit for patients in the clinical trial followed out to one year in my practice. The future is bright for Qwo.”

Expectations management is still a key component of the therapeutic continuum, but that has also changed, according to Dr. Mraz Robinson. “With the Internet and social media, patients tend to spend time researching beyond the hype and have access to information and images that regular patients like themselves have shared, but we still need to guide patient expectations carefully because Instagram and other media may not provide a realistic vision for that individual.”

“The take-home message is that we have a wide variety of truly great options for non- and minimally invasive body contouring,” said Dr. Mraz Robinson. “Surgery is still the gold standard, but the distance between surgical and nonsurgical has been reduced considerably, and in many cases the two are complementary. Typically, patients who are candidates for nonsurgical options are more than willing to accept whatever trade-off exists between the results of surgery and the associated risk, recovery and downtime. And for many patients, given the nonsurgical options we now have, surgery just isn’t the ideal choice anymore.”



Before and eight months after Renuva procedure by MTF Biologics
Photos courtesy of MTF Biologics

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A Full Circle Approach for Customized Anti-Aging Treatments

By Cindy Papp, Contributing Editor

Patient demand for anti-aging and aesthetic rejuvenation treatments has progressively increased in recent years, igniting innovative advancements in skin resurfacing strategies. Cutera (Brisbane, Calif.) fills this demand with Fraxis PRO, a full circle approach for personalized and progressive dermal remodeling technology.

The Fraxis Pro is a multi-technology platform that allows aesthetic physicians to create customized treatments for all skin types and a variety of patient concerns. This unique device utilizes a fractional CO₂ laser for skin resurfacing in concert with radiofrequency (RF) microneedling for deep dermal remodeling that has effectively taken anti-aging treatments to new depths.

Ashish Bhatia, MD, associate professor of clinical dermatology at Northwestern University, Feinberg School of Medicine in Chicago, and director of clinical research at Oak Dermatology (Naperville, Ill.) reported, “We have been using the combination of microneedle RF and fractional CO₂ laser for over a year now. The concept arose from the desire to get faster and better results for conditions like deep rhytides, extensive photo-aging, acne scars and surgical or traumatic scars.”

The Fraxis PRO provides practices with a solution for unique skin concerns. “Multiple treatments deliver thermal effects at multiple levels in the dermis to help remodel collagen, but it does little to address ‘shoulders’ on scars with sharper edges which tend to cast more shadows,” Dr. Bhatia shared. “With fractional CO₂ we are able to address the surface of the skin, the ‘shoulders’ of scars as well as remodeling.”

With a high-powered fractional CO₂ laser, the Fraxis PRO can deliver uniform energy in short pulses, using a 100-micrometer beam size that effectively regenerates collagen for deep dermal remodeling, while reducing the risk of post-inflammatory hyperpigmentation (PIH). The i-stack repetitive stacking function can spot treat deep acne scars and burn scars and nine scan modes deliver impressive results for the face and body.

“When faced with more severe scarring or skin damage at multiple levels, it made sense to combine the two in the same session to boost the remodeling effect on the skin,” Dr. Bhatia explained. “We began doing these techniques with acne scarring, starting carefully with RF microneedle (multiple passes at multiple depths) and then finishing with fractional CO₂ resurfacing.”

The Fraxis PRO offers four unique treatment options, including Fraxis PRO Refine, which utilizes a series of customizable RF microneedling treatments; Fraxis PRO Ultra-Lite, a series of fractional CO₂ micro peel treatments; Fraxis PRO Ultra, a more progressive treatment using CO₂ laser energy for photodamage, scars and crepey skin; and Fraxis PRO Revive, the ultimate treatment combining RF and CO₂ laser in a single session to help reverse the signs of aging. The variety of customizable treatments can address a number of patient skin concerns including: fine lines and wrinkles, blemishes, stretch marks, acne scars, burn scars, photo-aging, skin tone and texture, warts and lentiginos.

From prejuvenation to full-face fractional laser resurfacing, the Fraxis PRO increases the aesthetic physician’s armamentarium of therapies for high patient satisfaction and excellent ROI. “The benefits that patients experience include improvement of skin texture and tone. In addition, scars become less visible,” Dr. Bhatia shared. “Using this technique for patients with extensive photodamage, you can literally take off five to ten years of aging. Patients are thrilled with the results and so are we.”



Ashish Bhatia, MD
Associate Professor of
Clinical Dermatology
Northwestern University
Feinberg School of
Medicine
Director of Clinical
Research
Oak Dermatology
Chicago and Naperville, IL



Before and five weeks after one treatment with the Fraxis PRO
Photos courtesy of Ashish Bhatia, MD

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AFTER



BEFORE

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¹ Wrinkle reduction through hemostasis and coagulation

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Proprietary Pulse Synchronization Propels Dual Wavelength Platform Forward

By Kevin A. Wilson, Contributing Editor

With patented pulse synchronization (PulSync) technology, the ADVATx dual wavelength laser system from Advalight (Copenhagen, Denmark) unites the proven safety and efficacy of the 598 nm and 1319 nm laser wavelengths with maximum utility and convenience for the owner and operator. The result is an intuitive, easy-to-use platform that treats vascular and pigmented lesions, acne, acne scars, wrinkles, skin tone, texture and other common indications while running off of a 120V power supply. And as a solid-state laser, the device is tops in reliability.

Adrienne Stewart, MD, a dermatologist in Denver, Colo. had seen Michael Gold, MD, present on this versatile device for acne and acne scars at a conference, and was impressed with its capabilities. "Before we had ADVATx my acne patients wanted acne and scars treated simultaneously, but most of the time we needed to clear their acne first, then work on the scars," she began. "But using the 589 nm laser for acne and redness, and the 1319 nm for treating collagen, scarring and enlarged pores, we can treat both in the same session with ADVATx." Dr. Stewart also uses ADVATx for rosacea, anti-aging, vascularity and pigment, anything in the realm of anti-aging. "We treat all ages of patients with ADVATx."

ADVATx, in a sense, supplants the pulsed-dye laser by treating a similar range of conditions and beyond, without consumables or the periodic need to deal with toxic dye kits. Additionally, it goes past the scope of intense pulsed light (IPL) due to the hyper-selectivity of the wavelengths and the proprietary delivery mechanism. Its PulSync technology refers to the ability of ADVATx to combine beams from two laser modules, each emitted through a YAG (yttrium-aluminum-garnet) crystal and then combined. The dual beam is passed through a shared Q-switch to a non-linear (LBO) crystal which combines them to generate the 589 nm beam. The 1319 nm laser can be used by itself as the situation demands.

Either can be delivered as a single spot or in a scanned pattern to treat with little or no pain, side effects or downtime. "ADVATx

is a very comfortable and easy treatment for all but the most sensitive patients," Dr. Stewart expressed. "And while there may be some swelling with other lasers you can usually walk out the door and resume normal activities, so it is very good for many busy patients." To reduce the need for cooling or anesthesia, laser energy delivered via scanning does not dwell over a single spot.

Changes to the scanning pattern or other treatment parameters – which can be input by the user or selected from a series of presets – can be performed on the fly. The combination of safety and ease of use makes treatment more comfortable for more than just the patient. "As sophisticated as ADVATx is, it is incredibly easy to use, and while I can do it, I usually delegate it to trained laser technicians, which is legal for this device in my state of Colorado," Dr. Stewart explained.



Before and after treatment of wrinkles with ADVATx
Photos courtesy of Krave Medical

"We also like to combine ADVATx with other therapies for the best overall endpoint, especially for scarring, which you can do because it is relatively gentle," she continued. "We often use it with a picosecond laser or RF microneedling, or even fractional non-ablative lasers. Everybody's skin is different so we can use it for many of their issues, alone or in combination, with the benefit of two wavelengths in one device."



Adrienne Stewart, MD
Dermatologist
Denver, CO



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The ADVATx 589/1319nm laser targets reds, browns, spider veins, acne and scars, while simultaneously reducing pore size, wrinkles and improving texture all in 1 treatment with no downtime. The pain level is minimal and no numbing is required.

The solid-state platform means there are no consumables, further strengthening the ROI for your practice.

BEFORE

AFTER



6Tx
Acne
Photo Courtesy: NbyMedi Spa

BEFORE

AFTER



1Tx
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Cutting Edge Technology Delivers Cutting Edge Results

By Melissa Toyos, MD

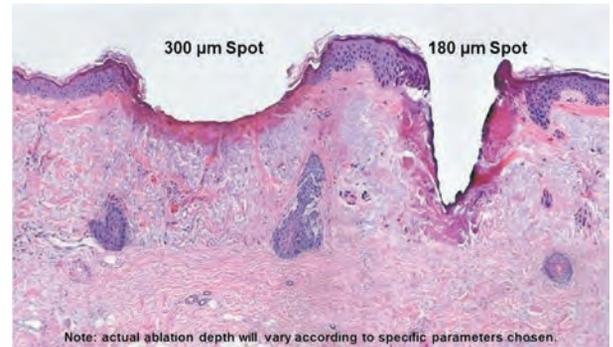
In 2013, I learned that the MiXto laser from Lasering USA (San Ramon, Calif.) had won in the best nonsurgical skin rejuvenation category so many times at one national aesthetic meeting that they eventually were barred from entering in order to allow someone else an opportunity to win. This is what drew me to the MiXto fractional laser system, but what sold me were the dramatic results, minimally invasive technology and the ability to perform treatments in office with little to no downtime.

Originally created to treat basal cell cancers, CO₂ lasers quickly became the gold standard for facial rejuvenation. The first CO₂ lasers took a scorched earth approach with associated risks, pain and side effects like hyper- and hypopigmentation. Early treatments were so painful that they required general anesthesia in an operating room setting. However, once fractional technology was introduced, marrying it to the gold standard facial resurfacing CO₂ laser was a no-brainer and allowed procedures to be moved into the office with significantly less downtime, pain and side effects for patients.

There are many fractional CO₂ lasers to choose from, but the key to successful outcomes lies in the laser's ability to generate the maximum amount of heat in the target tissue while reducing the residual thermal damage. The MiXto's continuous wave (CW) laser with the proprietary Chopped CW pulsing mode and patented Z scanner algorithm allows for maximal heat generation with minimal residual thermal injury, thus maximizing results while minimizing side effects.

Another advantage of the MiXto laser treatment is the longevity and permanency of skin benefits. According to one study, results after MiXto can be maintained for five years or longer.¹

MiXto has been a versatile tool in my practice with the majority of patients signing up for facial or neck rejuvenation and adding on treatments for hands, scars, stretch marks and to improve the look of cellulite. MiXto has what I describe as a gas pedal.



Histology comparison of the 300 μm spot size vs. 180 μm spot when using equal fluency and pulse width
Image courtesy of Lasering USA

While the majority of my patients opt for a light treatment, producing noticeable results with minimal or no downtime, we have the ability to augment treatment and target problem areas by adding additional passes, deeper heat delivery with the 180 μm spot head or increasing dwell time to allow contouring of facial planes.

Because the periorbital tissues are the thinnest skin on the face, they are particularly responsive to laser resurfacing and patients appreciate a non-invasive option for blepharoplasty. I have also recently begun augmenting facial resurfacing with intense pulsed light therapy via the M22 from Lumenis (San Jose, Calif.), to reduce any post resurfacing erythema and speed healing.

MiXto machines are durable workhorses that have never broken down in my clinic. We have added sterile water to the machine a few times, but my original machine purchased in 2013 is still going strong while other technologies have fallen by the wayside over time. With no disposable costs, the MiXto was such a good investment for our clinic, we invested in two additional machines for satellite offices to expand our reach into the market.

Reference:

1. Jun, Tan et al. "The Use of the Fractional CO₂ Laser Resurfacing in the Treatment of Photoaging in Asians: Five Years Long-Term Results," *Lasers Surg Med*. 2014 Dec 46(10):750-6. Epub 2014 Nov 16.



Melissa Toyos, MD

Dr. Toyos is a board certified ophthalmologist who specializes in cataract surgery and cosmetic procedures of the face. She has extensive experience in the use of lasers, injectables and lid surgery to achieve facial rejuvenation. Dr. Toyos is a national researcher and lecturer. She trains other doctors on surgical techniques as well as the use of ocular and cosmetic medications. Her clinical research has been used by the FDA to approve various currently approved medical products. She was voted one of Kansas City's Most Influential Women, Top Cosmetic Surgeons of Memphis and one of Nashville's 25 Most Beautiful People.

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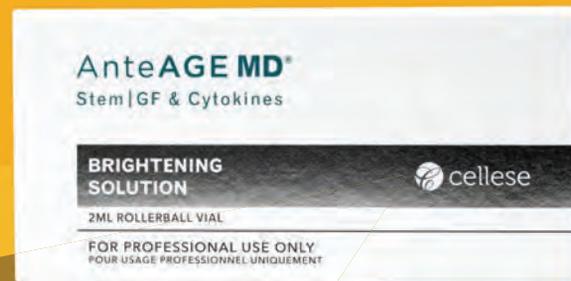
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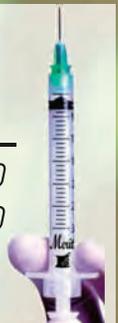
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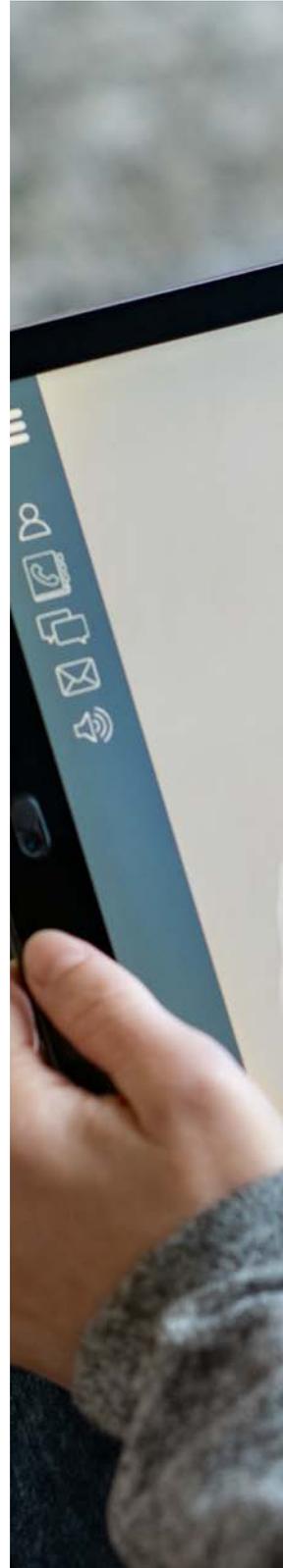


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The Art of the Virtual Consult

By Mark J. Tager, MD

Just six months ago if you surveyed aesthetic and anti-aging practitioners and practices around the world, it is likely a majority would have said they don't find virtual consults a necessity to running their business. But in just a few short months our world has changed drastically, with virtual consults not only proving invaluable to staying connected to current patients, but also helping many practices actually grow their patient base during the shutdown. However, there are those that already realized the potential of virtual consults, even before the pandemic, to save time, weed out price shoppers and moreover, remove geographical limitations.







Steven Cohen, MD, FACS
 Medical Director
 Faces+
 San Diego, CA



Julia Ward, MD
 Functional and Aesthetic
 Medicine Practitioner
 Sugarland, TX



Suneel Chilukuri, MD
 Dermatologist
 Refresh Dermatology
 Houston, TX



Facundo Formica
 CEO
 Symplast



Lori Robertson, MSN, FNP-C
 Owner
 Skin Perfect Medical
 Brea, CA

Let's start with a case study (name and patient details have been changed a bit for anonymity):

Bill was tired of looking tired, and worse yet, "too old." He retired from a successful business career only to learn that retirement wasn't for him. He wanted to revitalize himself to reenter the market, this time as a consultant. But, at the age of 67, he realized he was at a bit of a disadvantage. He would be competing with more youthful men and women. In the COVID-era, he couldn't count on his face-to-face personal charisma to get him work. He had to get much more comfortable with his image on video.

A lifetime of yo-yo weight loss, unprotected sun exposure and genetics had left him with the "Ds:" dyspigmentation, deflation and descent. Bill hated the way his sagging lower face and neck looked. He wanted to appear more energetic, youthful and dynamic.

Bill asked his wife to discretely get him some recommendations from her aesthetic-knowledgeable friends. He did a Google search for "Do I need a facelift?" He looked at the websites of five plastic surgeons near him and two others outside his geographic area. He scoured the doctors' before and after photographs as well as their reviews. After a month of deliberation, Bill decided to book a virtual consult with a remote physician in San Diego, Calif. He settled on a virtual consult with Steven Cohen, MD of Faces+.

Bill filled out the basic information on the Faces+ patient portal. The office was able to schedule him for an early morning Zoom appointment the following week. Dr. Cohen was joined by his aesthetic consultant for a free, 30-minute exploratory meeting.

"I really felt comfortable with Dr. Cohen," Bill noted. "The doctor was upbeat, polished and incredibly straight forward. He seemed to know almost every question I had in mind. He told me about the length of the procedure, and that there would

be almost no bleeding. I learned that for the neck men seem to heal a bit faster than women due to a difference in blood supply. It was good to know that there were no drains and that most patients could get by with mild pain relief. He listened and allayed my concerns. He also went over the concept of stress relaxation of tissue, and reassured me that this very rarely happened, but if it did and things got too loose, he would fix the issue without charging for his services. Best of all, he let me know that I would still look like me only a lot more youthful."

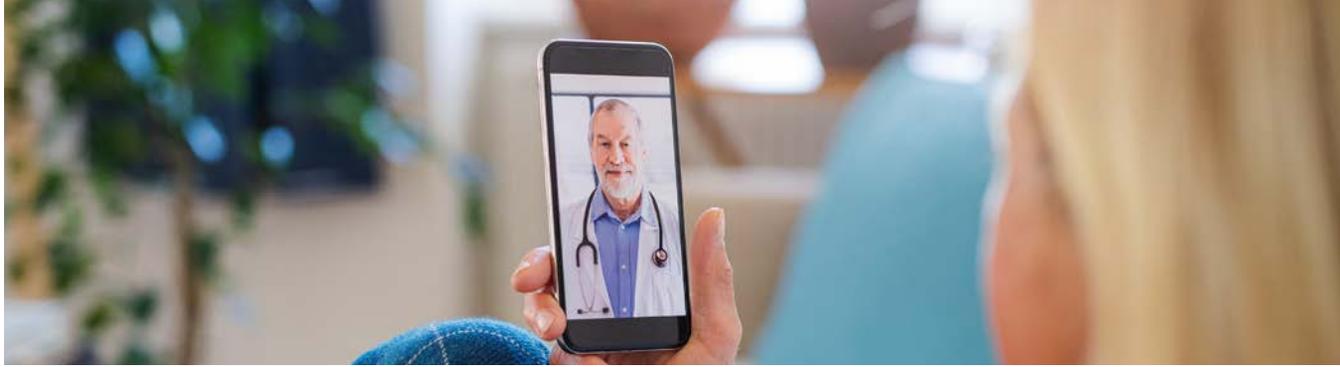
After answering a few more questions about diet and nutrition, Dr. Cohen left the room and his aesthetic consultant asked Bill if he wanted to go over the costs for the procedure. Bill asked that she email the details. Bill booked a lower face and neck lift for the end of the month.

This actual case study was meant to highlight the most common aspects of virtual consults in a real-world setting. If you are considering moving more of your consultations and follow-ups online, you probably have many questions. To make it easy, the key points have been organized into five Ps: Preparation, Process, Performance, Payment and Platform.

Preparation

When the pandemic hit, Julia Ward, MD, a functional and aesthetic medicine practitioner in Sugarland, Texas was prepared. She'd spent the past ten months honing her video skills, going so far as to learn to write and read short scripts from a tablet teleprompter using the PromptSmart app, setting up a dedicated space in her office to perform her videos and developing a variety of videos such as "Welcome to My Practice" and content targeted at specific populations: women with menopause, men losing their vibrant edge, and more.

"We have had our best months during the pandemic," Dr. Ward expressed. "The good news is we were deemed an essential service and could stay open, but we



had built strong digital rapport with not only our patients, but also prospects. We do quite a bit of advertising on Facebook so all of these patients met me on video, thus there was a sense of comfort and familiarity. For me, getting comfortable on camera was a natural segue into doing more telehealth.”

Like Dr. Cohen, Dr. Ward also offers a free 30-minute consult. While both clinicians vastly prefer in-patient consultations, the virtual consult has helped with their pipeline. Dr. Cohen’s practice was closed for three months, but at the time of this article, he has been open six weeks and is now, “very busy.”

Process

Practitioners who have embraced the aesthetic tele-consult speak to the efficiency of the process; however, it is a process that cuts both ways.

Patients no longer have to drive to multiple doctors. They can shop multiple practitioners and get a great deal of free advice from the comfort of their home. Similar to the live consult, it is important to have processes in place that allow the practitioner to identify patients who are more likely to commit to treatment.

Suneel Chilukuri, MD, an internationally recognized dermatologist based in Houston, Texas, has a practice – Refresh Dermatology – that could be the subject of envy. Prior to the pandemic, Dr. Chilukuri hadn’t admitted new patients since 2016. As the pandemic changed patient flow, he adapted to identify more of the types of patients who would be a good fit with his practice.

He expanded his virtual consults with the caveat that, “I don’t want to be shopped. I want someone who is going to commit to me as I am committing to them.”

Dr. Chilukuri has his aestheticians start the intake in separate rooms. He staggers the consult from room to room, usually taking five to six minutes per patient.

For those patients who seem to be a good fit and want to proceed with a live consult, he puts them on a skincare regimen prior to the first visit. He typically recommends a retinol, topical vitamins C & E and a sunscreen. Products are delivered to the patient overnight and the team follows up with one more virtual visit two to three days later, then weekly follow-up until the live appointment.

According to Dr. Chilukuri, there are several advantages of following this process. “Those who choose not to purchase products probably aren’t a good fit for the practice. When they come in for a live consult, the first session is complementary. Since they have already been on the skincare regimen, they already trust us, and they know what we can do for them.”

Dr. Chilukuri finds that patients are often more engaged on the virtual consultation, and he can often pick up on the little clues that are the hallmark of his high-touch personalized service. “With the virtual consult, you get to see what people are like at home. I did one consult in which the guy was on his fishing yacht. We sent him a Bass Pro shop gift card along with his products.”

Performance

Just as you would spruce up your office before greeting a new patient in the flesh, you’ll want to do the same thing with your video appearance. This means:

- Tidying up the background for your consult.
- Making certain you are well lit and the room is quiet. Many practitioners will use a ring or halo type light or LEDs to even out their coloring.
- Consider making an investment in a Logitech camera and a USB Blue Yeti microphone to get the best picture and sound. Tip: try putting a pillow or two in back of your free-standing microphone to dampen the sound from room reverberation.



Online product stores can allow practitioners to determine which products they want to carry and make available to their patients. While the profit margins with online stores are smaller than products dispensed in-office, the trade-off is more than made up by the convenience of not having to hold inventory, worry about dated product, ship or deal with returns. And, when patients are no longer coming to the office, they can still purchase your recommended professional products through your online store.

There is a great deal of emphasis being placed on the need – or opportunity – to “pivot your practice.” COVID-19 provides this opportunity through greater adoption of the virtual consult. You may also benefit from adopting two other strategies: Embracing the concept of skin health and beauty from inside out (hence supplements/nutraceuticals), and to the extent you feel comfortable, providing some guidance on recommendations for immune support.

Dr. Ward recently created an online store using GetHealthy.store. The company supports her branding; they also allow her to offer skincare, lifestyle products and private label in addition to professional nutraceuticals from the major manufacturers.

Platform

In medicine, we know that systems drive efficiency. Getting the right system in place can greatly facilitate your virtual practice. While some practices choose to communicate with free services such as Zoom, Facetime, Google Meet or doxy.me; others are taking advantage of greater integration by adopting a more comprehensive approach.

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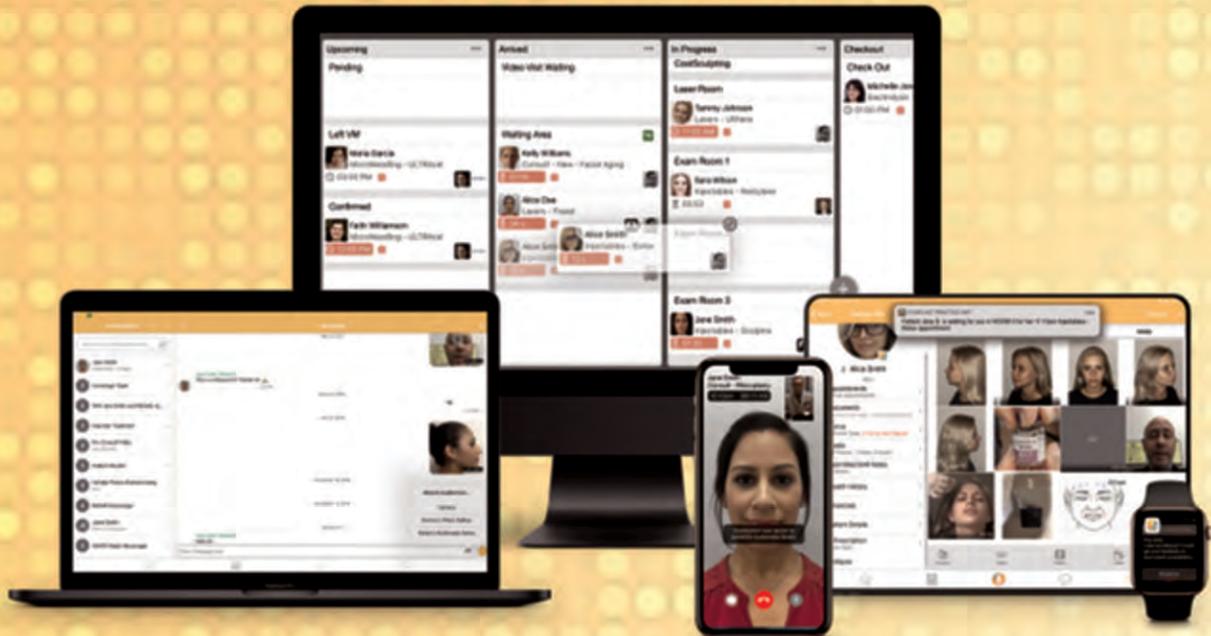
- Be happy and grateful. Even if the subject of your consult is serious, you want to come across as happy and grateful that the prospect or patient has decided to spend time with you.
- Attend to your appearance: this might mean taking down the shine on your forehead, nose or chin. Especially if you are close up on camera, eye drops can improve the appearance of dry, red, itchy or watery eyes.
- Use your listening skills and body-mirroring skills. Appear thoughtful and reflective when the patient is speaking. Mirror their body language. Lean in just a bit when you are discussing a key point.

Payment

If you run a pure cash-pay aesthetic or functional medicine practice you are already free from the complexity of billing insurance companies. Conversely, if your practice is heavily dependent upon in-person procedure revenue, the pandemic has proven quite costly. It is one thing to keep your name and brand alive in the marketplace, anticipating an uptick in live visits. It is another to find some revenue sources to tide you over. This is where online product sales can provide a bit of a bridge.

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digital intake, e-sign consents, e-prescription, financials and accounting and more. While the desktop supports virtual health consults and allows for robust video uploading, the company has taken the next step in providing convenience and ease of use to both physician and patient by extending desired features to their app.

The Symplast app allows for collaborating. The practitioner can annotate and share data right on the app. There is full multimedia capability. Financial transactions can also be done on the app. Patients can receive estimates, approve and sign, and the patient coordinator receives a popup notice.

Facundo Formica, CEO of Symplast points to one added advantage: privacy. “Nothing is stored on the practitioner’s device. All information – including photos – goes directly into the cloud. You never have to worry that a family member might stumble upon patient photos if they access your mobile phone.”

Another system used by many aesthetic practices is TouchMD. Their system is built on GoToMeeting and facilitates the virtual consult. Using the TouchMD app, the patient can upload HIPAA compliant selfies – three photos taken at different angles. And, the TouchMD drawing tools can show how the patient would look with fine line/wrinkle improvement, reduction in submental or body fat. Consents and approvals are also handled over the app.

Panacea, Part-Time Solution or Peek into the Future?

The virtual consult is not a panacea, but aspects of virtual dialog will remain and grow even after the pandemic. Lori Robertson, MSN, FNP-C, owner of Skin Perfect Medical in Brea, Calif., readily admits she’d rather have patients come in. Addressing the virtual consult, she noted, “There are so many things I can’t see well, either because of the lighting, or the short focal length of the camera on the patient’s device. On the other hand, we’ve moved all of our post-visit

consults to virtual. In that situation, I can just as easily evaluate the post-op from a fractional resurfacing procedure, or determine whether the patient needs to come in for a neurotoxin touch up.”

Nothing can replace hands-on treatment with an aesthetic device or an injectable. No matter how good your on-camera presence, the virtual consult still lacks all of the intimacy and personal touch of the live moment. But for today, and a host of tomorrows, gaining mastery of this medium may well determine the health of your practice.

About the Author



Mark J. Tager, MD

Dr. Tager is CEO of ChangeWell Inc., a San Diego-based company that coaches and trains practitioners to enhance their presence in person, on camera and online. Dr. Tager directs the practice management tracks for the Vegas and Miami Cosmetic

Surgery conferences. His latest book (with Stewart Gandolf, MBA) is entitled *Cash-Pay Healthcare: How to Start, Grow & Perfect Your Business*. He can be reached at team@changewell.com and IG: [drmtager](#).

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Chris Stock

Chris is a global leader in sales development who helps aesthetic practices convert leads into patients by providing world-class ethical sales training and coaching. He has translated world-class sales training to be specific to aesthetic practices. In doing so, he delivers transformational results and grows the practices he works with. Chris can be reached at: chris@salesmd.com

Developing an Ethical Sales Ethos in a Medical Practice

By Chris Stock

As a leading sales trainer in the aesthetic field, one of the most common issues I come across is how to ethically incorporate a sales strategy into a medical practice. After all, you can't spell aesthetics without ethics.

Ethics is also written into the Hippocratic Oath: "I will remember that there is art to medicine as well as science, and that warmth, sympathy and understanding may outweigh the surgeon's knife or the chemist's drug."

But how do we build sales teams that prioritize warmth, sympathy and understanding, while still increasing revenue and patient satisfaction? The answer: Put the patient first.

Develop a Patient-Centric Sales Ethos

As patient care coordinator for Samuel Hahn, MD, of the Maryland Center for Facial Plastic Surgery (Cockeysville, Md.), Annette Luskin recognizes the importance of sales in providing a valuable service for patients. "Ethical selling in a medical setting means fully understanding your patients so you can provide them with the information needed to make an educated decision," she noted. "It is our role to present professional opinions and knowledge to our patients in an honest, open way."

Sales is being of service. So, when we focus on understanding the patient first and then offer knowledge in an open, honest way, we create a sales strategy that prioritizes patient outcomes, and a sales ethos our team can confidently stand behind.

Integrate Sales into the Entire Process

While conducting mystery shops, I have observed the following scenario: The receptionist asks a great question, and the patient shares a wealth of information including why they chose the practice and what they hope to gain. But the information isn't shared between the team, and after

being asked the same question at different stages, the patient feels like they are being funneled towards a sales pitch.

A better solution: Train everyone to work together as a coordinated sales team, sharing and building upon information. When we get everyone on the same page, we not only create a better sales strategy; we create a seamless process for the patient that leverages information to offer better-informed solutions.

Celebrate Conversions

To best serve our clientele, we must find a way to track success, while keeping the team motivated towards hitting sales goals.

One of the first things to consider is the number of inquiries, versus the number of consultations booked. Then track (and celebrate) how many consultations turn into booked treatments. These conversion rates help you see how the practice is performing.

If we frame every successful conversion as being of service, we can celebrate victories. Personally, I still remember my first 'dinner for two' sales award nearly 30 years ago, for serving a customer above and beyond.

Investing in an Ethical Sales Ethos Pays Dividends

Developing an ethical sales ethos within a medical practice takes a coordinated, team-wide effort. When we develop a patient-centric sales ethos, get the whole team involved and track and celebrate conversions, we create a practice that helps our patients grow as individuals, while also growing revenue in a way that our staff can stand behind.

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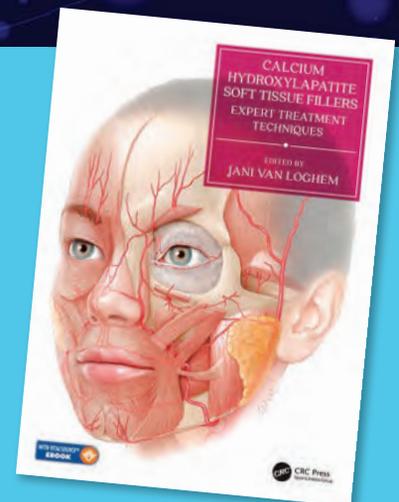
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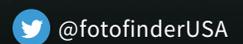
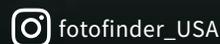
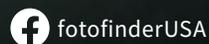


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The Transformation

By Lisette Hilton, Contributing Editor

As of 2017 an estimated 1.4 million U.S. adults identify as transgender, according to a report by The Williams Institute, UCLA School of Law¹. Nonetheless, gender affirmation surgery has only recently come out of the shadows to become a leading edge of aesthetic medicine, according to San Francisco plastic surgeon Dev Gurujal, MD, who has devoted his career to specializing in male-to-female and female-to-male operations.

To learn more about why this area of aesthetic medicine is like no other, we spoke to specialists from around the world about their surgical experiences and best practices when performing common gender affirmation procedures.



Gender affirmation surgery uses principles of cosmetic surgery applied via the context of what is in reality reconstructive surgery. And it has a purpose; performing these surgeries can have a profound impact on patients' lives, Dr. Gurujal shared.

"We're doing surgery for the purpose of addressing gender dysphoria, which typically is the distress some people feel when their internal sense of gender is not aligned with their external or physical body," Dr. Gurujal explained. "Having the sense that you are trapped in the wrong body is seriously and profoundly difficult. It leads to some really heartbreaking things. For example, among transgender patients there is a 62% depression rate, a 45% attempted suicide rate and a 47% sexual assault rate. These are difficulties in life that nobody would want to experience by choice."

According to Dr. Gurujal, when done successfully, gender affirmation surgery has been shown in studies to alleviate distress from gender dysphoria. It changes a patient's body to be more aligned with the gender that patient feels.

Male-to-Female

Facial feminization procedures. Surgeons performing facial feminization surgery should be well trained in the deep planes, deep structures and bony structures of the face. The general goal of facial feminization is to reshape the appearance of the bony structures to create more narrow feminine features, according to Artur Diaz-Carandell, MD, a facial plastic surgeon at the Instituto De Benito in Barcelona, Spain.

The resulting facial shape should resemble an inverted egg, with high cheekbones tapering to a narrow chin and jaw, Dr. Gurujal highlighted.

Starting at the top, or the hairline, men transitioning often have evidence of temporal recession. Aesthetically, the goals might be to advance the hairline and round it out, so it is less square in appearance.

"We perform hair transplantation to lower the hairline, using the follicular unit extraction (FUE) technique," Dr. Carandell noted.

The next goal may be to soften the bony shape of the frontal ridge. "Oftentimes, males have a ridge or bar going across the eyebrow area. You can identify this very

readily with a light reflex, where it looks like a straight line across the brows. The objective is to use a burr to shave bone away and create a smoother contour. In some cases, we do a frontal sinus setback, where we will take out the outer cortex of the frontal bone over the frontal sinus and inset it to a more posterior position using plates," Dr. Gurujal reported.

Some patients request ear surgery to make the ears slightly smaller, Dr. Carandell added.

Dr. Gurujal often uses fat grafting in the area of the malar eminence to create that inverted egg shape, emphasizing high cheekbones and cheek projection.

When it comes to rhinoplasty, often the goal is to create an overall smaller nose, with a more refined and upwardly rotated tip.

"The next thing is the length of the upper lip. Often the female appearing lip has a shorter height, so if necessary, we can offer an upper lip lift. We can also add some fat to the upper and lower lips," Dr. Gurujal said.

Feminizing the projection and height of the chin is often a next step. "Addressing the mandibular contour, we use an intraoral incision and a burr to subtract bone from the angle and body of the mandible. The goal is not always to severely narrow the jaw. The goal is to smooth out the flare or outward angle of the inferior portion of the mandible so that it is less sharp," Dr. Gurujal explained. "The goal is to narrow the chin, in some cases to recess the chin and sometimes decrease the height. This can be done using a formal genioplasty."

Moving further down, using a tracheal shave, Dr. Gurujal can reduce the prominence of the Adam's apple.

Conversely, Dr. Carandell does a surgical reduction of the Adam's apple submentally, which avoids visible scarring in the middle of the neck. The Adam's apple is actually thyroid cartilage, so through the submental area we reach the Adam's apple and cut it," he said.

Body revision. For plastic surgeons, breast augmentation is a staple surgery. Nevertheless, breast augmentation on a male-to-female patient has important nuances, Dr. Gurujal emphasized.



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Sumanas Wanant Jordan,
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Gender-affirming breast augmentation has some of the same principles as traditional breast augmentation, yet, “There are things to pay particular attention to in a trans-breast augmentation,” Dr. Gurujal indicated. “Number one, pocket control is very important. The pectoralis muscle is often larger and stronger in males, so if you are not very careful with creating the pocket it is easy for the implants to shift to either side over time. You are trying to create a natural appearing female breast, where there is a good cleavage line medially, so you want to avoid having the implants shift laterally over time.”

Surgeons should not violate the medial border of the pectoralis muscle. Dr. Gurujal avoids this by doing minimal pocket dissection laterally, which forces the implant to lay more medially and creates the desired cleavage.

It is also critical that surgeons match the base diameter of the implant to the width of the chest to avoid placing an implant that is too narrow for a male chest.

“This introduces another issue; because you are using wider implants to match the chest width, you can get a top-heavy appearance. However, this is something we address later through body contouring,” Dr. Gurujal asserted. “We can do fat grafting to the hips and liposuction to narrow the waist. All these things can end up creating a proportional female form, with breast, waist and hip ratios in the appropriate ranges.”

Surgeons should inform patients about the balance between creating cleavage and having the nipples centered over the breast mound, according to Sumanas Wanant Jordan, MD, PhD, a plastic surgeon who specializes in gender affirming surgery with Northwestern Medical Group in Chicago, Ill.

“Often, hormone therapy results in some degree of tuberous breast deformity, which may be dealt with by traditional augmentation mastopexy methods,” Dr. Jordan expressed.

Vaginoplasty. These procedures encompass the creation and lining of the vaginal space, clitoroplasty and vulvoplasty, according to Dr. Jordan, who learned the Thai technique for penile skin inversion vaginoplasty. She does the procedure in conjunction with urology colleagues and added that post-operative care, specifically dilation, wound care and



Before and one year after frontal bone remodeling with frontal sinus setback, malar lipofilling, rhinoplasty, chin reduction, mandibular narrowing and a submental approach for Adam's Apple reduction
Photos courtesy of Artur Diaz-Carandell, MD

hygiene, as well as access to pelvic floor and sexual rehabilitation, are some considerations for success.

Plastic surgeon Thiti Chaovanalikit, MD, who practices in Bangkok, Thailand, said he generally uses penile skin and skin grafts, tissue from the small or large intestine, or peritoneum to create the vaginal lining. Each has benefits and drawbacks.

“The benefit of using penile skin and grafts is there is no donor morbidity because we use excess skin to create the lining and the skin can tolerate shearing during intercourse. The disadvantage is lubrication and vaginal color,” Dr. Chaovanalikit began. “Conversely, the benefits of using the intestinal tissue includes good lubrication and adequate depth. The disadvantage is we have to operate via the abdomen and excise some part of the bowel which could result in some risk for gut obstruction in the future, and we cannot control the secretion from the vagina,” Dr. Chaovanalikit continued. “The newest approach, using the peritoneum



Before and three months after gender-affirming breast augmentation (MTF) using inframammary fold incision and submuscular pocket

Photos courtesy of Dev Gurujal, MD, MS

offers the benefit of color matching to the vagina and getting some lubrication without cutting the intestines, so it might be less risky in comparison, but long-term results still need to be evaluated.”

Fundamentally, the goal with vaginoplasty is to have a fully functioning and sensitive clitoris, a normal appearing labia majora and labia minora and to have a full-depth vaginal canal to allow for penetrative intercourse, Dr. Gurujal detailed.

Female-to-Male

“Top” surgery, or mastectomy, to create a male chest. Top surgery is not simply removing breast tissue and closing the incisions, Dr. Gurujal clarified.

“In my view it is actually quite difficult to get what is a natural appearing male chest,” he acknowledged. “If you think of the chest in terms of different elements – scar location, scar shape, position of the nipple-areola complex, the diameter of the areola, the diameter and projection of the nipple, and overall contour – all of these elements have to be composed in relation to each other and to the underlying muscular and bony anatomy in order to accurately recreate the male-appearing chest,” Dr. Gurujal explained.

While there are different approaches to achieving successful top surgery, Dr. Gurujal’s approach is based on the concept of building up from the foundation of the pectoralis muscle. He distinctly dissects the tissue around the lower and inferolateral border of the pectoralis muscle, so it is very clearly identified, then matches that shape to the skin incision.

“What I have found is that the vast majority of time, the origin of the pectoralis muscle medially is at the head of the fifth rib. This is a very useful landmark to use for gauging the starting point of your incision,” Dr. Gurujal shared.

He added that another common issue he sees is over-resection of breast tissue leading to a hollowed out or concave appearance of the chest. “I’ve found it is important to leave a small amount of breast tissue in the subareolar position in order to create proper chest width and projection,” he said.

In Dr. Jordan’s practice the most common request for masculinizing chest surgery is for double incision mastectomy with free nipple graft.

“My standard scars are along the inframammary fold medially and then angled parallel to the lateral border of the pectoralis laterally, with nipples reduced and positioned low and lateral,” Dr. Jordan explained. “However, some patients will have a specific vision for the scars, nipple position and size. Liposuction of the lateral chest wall can be a helpful adjunct. Smaller breasts can be treated in a similar manner to gynecomastia with or without staged nipple reduction.”

Phalloplasty, or creation of male genitalia. Female-to-male “bottom” surgery is extremely challenging and requires training and experience.

Dr. Jordan performs phalloplasty in conjunction with urology colleagues. “My preferred approach is the radial forearm free flap to achieve a vascularized tube within a tube,” Dr. Jordan advised. “There are many approaches with respect to flap preference and staging. For now, I believe the best practice for phalloplasty remains dependent on what works in the individual surgeon’s hands.”

If the patient desires, the goal is to create a normal anatomic-sized phallus with a glans and scrotum, and to close out the vaginal canal. Surgeons aim to also address function, including creating a functioning urethra within the phallus so that the patient can void urine from the phallus in a standing position; as well as having good sensation within the phallus and being able to orgasm through the phallus.



Before and one month after chest-masculinizing Top Surgery (FTM) using a "double-incision" technique with free nipple grafts
Photos courtesy of Dev Gurujal, MD, MS

“Eventually, if they desire, we can use implants to create prosthetic testes. And, patients have the ability to achieve erection with the prosthetic implant,” Dr. Gurujal underscored.

A Good Time to Learn and Contribute

Despite the promise of gender affirmation surgery, there are many pitfalls, including a lack of credible training opportunities for U.S. surgeons, established guidelines or recommendations for optimal care, as well as a good understanding of transgender patients.

Dr. Gurujal recommends that surgeons who want to learn more about how to go about performing transgender surgery safely look for guidance with the *World Professional Association for Transgender Health* (WPATH) <https://www.wpath.org/>, as well as apprentice directly with experienced surgeons in this field.

Dr. Jordan agrees that WPATH is a required reference for surgeons who do gender affirming surgery. “WPATH Standards of Care version 7 recommends ‘readiness assessment by mental health providers prior to surgery and outlines some basic criteria. Specifically for chest surgery, the patient should exhibit ‘persistent, well-documented gender dysphoria; the capacity to make a fully informed decision and to consent for treatment; age of majority in a given country (if younger, follow the standard of care for children and adolescents); and if significant medical or mental health concerns are present, they must be reasonably well controlled,’” Dr. Jordan emphasized.

Dr. Jordan sees the recommended assessments by mental health providers prior to surgery as opportunities to explore medical, psychological and practical preparedness before a major life-changing event rather than technicalities or gatekeeping.

“I am fortunate to have a licensed clinical social worker on staff who can help identify and navigate any perioperative challenges,” Dr. Jordan shared.

In Dr. Gurujal’s opinion, this is an absolutely wonderful time to be doing gender confirmation surgery because it has been in the shadows for far too long. “It allows us to use our skills to help a patient population that is truly and uniquely in need. Helping patients like this can be very fulfilling,” he said. “My personal feeling is that we need additional excellent surgeons in this area. Historically, this field has not had the benefit of all the innovation which has occurred in other areas of plastic and aesthetic surgery over the past few decades. We have a huge opportunity to work together, build on each other’s ideas, and help make these operations better.”

Reference:

1. <https://williamsinstitute.law.ucla.edu/wp-content/uploads/Age-Trans-Individuals-Jan-2017.pdf>.



Before and one month after s/p bilateral subcutaneous mastectomy with free nipple graft on a 17-year-old male-affirmed patient
Photos courtesy of Sumanas Wanant Jordan, MD, PhD

Being Bold with Ava Shamban, MD

By Lisette Hilton, Contributing Editor

Dermatologist Ava Shamban, MD, purchased her first practice in 1996. At the time she had three lasers, Botox (Allergan) use was off-label and collagen was the only option for filling lines and wrinkles. “Now cut to 24 years later, we have about 20 lasers, and we can use Botox for migraine treatment, excessive sweating, pain and teeth grinding, along with its cosmetic uses,” said Dr. Shamban, who practices in Santa Monica and Beverly Hills, Calif.

In terms of specialties, dermatology probably has experienced one of the most rapid evolutions, and Dr. Shamban hasn’t missed a beat.

Armed with an extensive menu of fillers, she is contouring patients’ faces, as opposed to filling lines. And by mixing it all together – lasers, fillers, toxins and skincare, she is offering full-service aesthetics, which she couldn’t do in the past.

On the medical dermatology side, Dr. Shamban remembers using high-dose steroids for psoriasis, eczema and more because there was nothing else to ease patients’ symptoms. But, with biologics and other medications all that has changed, and today she offers candidates life-altering treatments.

A Champion of Women

As a magna cum laude graduate from Harvard University and medical degree graduate from Case Western University School of Medicine, Dr. Shamban works hard to stay on top of what is going on in the specialty.

She is on the editorial board of the *Journal of Clinical and Aesthetic Dermatology*, lectures worldwide at professional meetings, serves as a principal investigator on clinical and FDA trials, authored the book *Heal Your Skin: The Breakthrough Plan for Renewal* (Wiley, 2011) and



Ava Shamban, MD with The GIST cast mates. From left to right: Sabrina Fabi, MD, Ruth Tedaldi, MD, Jeanine Downie, MD, Doris Day, MD, and Ava Shamban, MD

makes regular television appearances on CBS’s *The Doctors*, ABC’s *Extreme Makeover* and on a new YouTube project she and dermatology colleagues are spearheading called *The GIST*.

But Dr. Shamban said one of the things she is most proud of is the power she has an employer to provide jobs for women. “When I first bought the practice, we had maybe five employees. Now I have four offices and 52 employees. The majority



Good to Know

Fast facts about Dr. Ava Shamban

Q: What is your favorite quote?

From the epic poet Spenser. It is a tale of a woman who is cross-dressed as a knight, and she goes into a room and everywhere in the room is written “Be bold,” except for one little space, where it said “but not too bold.” I think that’s my mantra.

Q: If you could have dinner with anyone from history, who would it be?

Cleopatra – she was phenomenal.

Q: What are your three favorite movies?

I grew up in LA so I am a movie nerd. Persona, written and directed by Ingmar Bergman. I really like Director Franco Zeffirelli’s Romeo and Juliet. Then, Groundhog Day. I love the message of Groundhog Day: If you do it wrong, you get to do it over and over again. Don’t we all want that?

Q: What paper that you’ve written are you most proud of?

I have a lot of publications, but this is a theoretical contribution to the field of beauty: Shamban A. The signature feature (TM): A new concept in beauty. J Cosmet Dermatol. 2019 Jun;18(3):692-699. doi: 10.1111/jocd.12944. Epub 2019 Apr 4.

Q: What are your favorite ways to unwind?

I do conscious meditation, walking, hikes, swim, ski. I’m very sporty.

of employees are women, and the majority of those women are the primary wage-earners in their families. I think that is one of my biggest professional accomplishments, being able to employ so many women who work so hard,” she said.

Dr. Shamban also takes great pride in the strides she made in aesthetics while doing patients’ dermatology treatments on the television show *Extreme Makeover* in the early 2000s.



Skiing is one of Dr. Shamban's favorite ways to unwind.

“I was forced to think outside the box, to layer treatments in order to get results in an accelerated timeframe. I discovered that you could do a peel, then a laser, then microdermabrasion and patients’ skin came out polished,” Dr. Shamban said. “I thought, ‘nobody has done this, but I think I’ll do it.’ My practice got super busy, so I never had the chance to publish on the approaches. But along the way people started doing very similar layering treatments.”

Still another accomplishment that stands out in Dr. Shamban’s career is her being a part of the wave to make aesthetic treatments acceptable, putting them in the same category as grooming, she said.

“Then the Kardashians finished the job. They took all the mystery, fear and judgement away, making it OK to do,” Dr. Shamban said. “Now, of course, we have the problem of doing too much.”

Taking the Leap into Aesthetics

Dr. Shamban’s advice to women physicians considering specializing in aesthetics: “Go for it, baby! What is wonderful about aesthetics is that it is a medical specialty considered to be an art and science,” she said.

“The art comes with judgement, in terms of how you are going to use medicines, and how you are going to treat individual patients,” she said.

“The art in aesthetic medicine is truly art. It is truly being able to look at a face from an aesthetic point of view and say let’s restore contour, let’s figure out a way to help reverse the bony loss or fat loss or other changes that we see over time.”

Aesthetic medicine’s art also transcends into restoring faces after a traumatic event, such as a car accident or dog bite, or from terrible acne. As a result, people can go back to their lives without feeling ashamed of their scars or disfigurement.

“I’ve treated all of these people,” Dr. Shamban said. “The wonderful thing about the specialty of aesthetic medicine is that you can help. So, I think people should go for it. I was a general practitioner before I did this, the lesson learned there is if you are kind of afraid that you cannot do it, it is a good time to go for it.”

On Tap...

Dr. Shamban is excited about her latest work with four female dermatology colleagues on *The GIST*.

“The concept behind this show is that it is an opportunity for five board certified dermatologists to cut through all the noise that is on the internet and provide objective – well, it is subjective, but at least you get five subjective opinions about what is going on in dermatology,” she said.

Dr. Shamban, who in her practice focuses on injectables, said participating in clinical trials is a great way for her to get her hands on different products, first. And she plans to continue to conduct trials looking at new neurotoxins, new fillers and new indications.

Among other things, she also plans to write a book on how to preserve one’s individual beauty with aesthetic procedures, a concept she trademarked as The Signature Feature.

“I came up with this concept of beauty after being at an international meeting where someone said tell us what is going on in Hollywood. I said, ‘a lot of terrible work. People are looking like aliens.’ I realized at that moment that people have a signature feature, and everything should be designed to highlight or showcase that particular individual point of beauty in the face. We really don’t want to have a bunch of cookie-cutter people walking around. I think that is one of the risks of the general uptake of all of these procedures,” Dr. Shamban said. “I want to write a book on it. The underpinnings of it are nonverbal communication, facial feedback hypothesis and Darwin’s sexual selection. That’s the thumbnail sketch.”

The Single Incision Minimally Invasive Neck Lift

By Jonathan Kaplan, MD

Background

With an increased focus on the neck and chin due to selfies and social media, more consumers want to fix their “double chin” or “tech neck.” In the past, full correction of the neck typically required both an incision behind the chin and ears. The chin incision allows for removal of fat behind the chin and tightening of the neck muscles, while the incisions behind the ears provide access to elevate and re-drape the neck skin, as well as subsequent removal of excess skin. While the incision behind the chin is short, the incisions behind the ears are long, painful and potentially very visible, especially with short-cropped hair.



Before and three months after the SIMI neck lift procedure
Photos courtesy of Jonathan Kaplan, MD

However, the demographic considering these neck contouring procedures – Millennials and Generation X – don't want painful or visible incisions that require a long recovery. This demographic is seeking out either completely non-invasive or minimally invasive procedures. They want it all – long-lasting results with minimal intervention and downtime. So, to meet the demand of these changing expectations, surgeons must innovate.

Enter the SIMI® neck lift. The Single Incision Minimally Invasive neck lift contours the neck and avoids painful or unsightly postauricular scars. Fewer incisions benefit both males and females, but the lack of postauricular scars are particularly beneficial for men, who typically have shorter hair. And although pain from postauricular incisions can vary between surgical technique and a patient's pain threshold, clearly the absence of an incision will be less painful than the presence of one.

Operative Technique

With the SIMI neck lift a single incision is made behind the chin. Instead of directly behind the chin, the incision is made within the junction of the jaw and neck, at the cervicomental angle. Even though this incision is further back, it is still hidden within the shadow of the neck. By placing the incision further back, there is greater access and visibility to the entire neck.

Through this one incision, three procedures can be performed: liposuction; the platysma muscle is tightened; and the neck skin is widely undermined to the sternocleidomastoid muscles. This wide undermining allows for the “misplaced” skin in the midline to be repositioned or redraped across the entire neck. With this repositioning and smoothing out of the neck, no excess skin needs to be removed via postauricular incisions, thus avoiding long, painful and visible incisions.

Conclusion

A case series including 20 patients was published in *Plastic Reconstructive Surgery*¹. Only one complication, a hematoma, occurred for a complication rate of 5%, comparable to a traditional neck lift.

Placement of the incision within the cervicomental angle and wide undermining of the neck skin allows the SIMI neck lift to be aggressively used for many types of neck lift patients. Gone are the days when patients with an obtuse cervicomandibular angle must receive unsightly postauricular scars. In the appropriate candidates, the SIMI neck lift provides a minimally invasive option for patients previously only considered a candidate for a full neck lift, which may render the traditional mini neck lift obsolete.

Reference:

1. Kaplan, J.L. MD (May 2019). *The Single Incision Minimally Invasive (SIMI) Neck Lift*. *Plastic Reconstructive Surgery*. Retrieved from https://journals.lww.com/prsgo/Fulltext/2019/05000/The_Single_Incision_Minimally_Invasive__SIMI__Neck.2.aspx

Editor's note: See Dr. Kaplan's SIMI neck lift surgical technique: <https://www.pacificheightsplasticsurgery.com/procedures/neck-lift/>



Jonathan Kaplan MD, MPH

Dr. Kaplan is a board certified plastic surgeon based in San Francisco, Calif. and founder/CEO of BuildMyBod Health, a price transparency-lead generation platform. His presentations and published works all strive for the same goal – using statistical analysis and measurable outcomes to produce actionable insights in the clinical, scientific and practice management arena.

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Events & Education

Vegas Cosmetic Surgery 2020 Goes Virtual

Given the continued impact of the COVID-19 pandemic, Vegas Cosmetic Surgery (VCS) 2020 has decided to cancel its live, in-person event scheduled in Las Vegas this September. However, understanding the importance and need for a multispecialty event that unites the four core specialties of plastic surgery, facial plastic surgery, oculoplastic surgery and dermatology to share ideas, discuss current issues in the industry and network, VCS is excited to announce that it will proceed as a virtual event taking place September 24-27.

The decision to cancel the live event was not reached easily, but maintaining the health and safety of the community, as well as government and business restrictions on travel and gatherings led organizers to shift to a virtual event at a later date, allowing attendees, speakers and supporters enough time to adjust their plans.

With the help of the chairmen (Steven Dayan, MD and Renato Saltz, MD), along with the board of directors (Barry DiBernardo, MD; Paul Nassif, MD; Ava Shamban, MD; Mark Tager, MD; and Julie Woodward, MD), VCS organizers have designed a robust virtual program that maintains the tradition of VCS's gold-star education and faculty you have come to expect, while still allowing for networking opportunities.

Virtual VCS will feature over 30 sessions offering a hybrid of lectures and panel discussions with live audience Q&A. Master Class sessions will cover minimally invasive treatments with cadaver dissections and patient demonstrations, in addition to technical surgical videos from the OR featuring some of the biggest names in plastic surgery; over 13 hours of practice management content; as well as meeting, networking and scheduling features to round out the experience.

To learn more or register visit: bit.ly/vvcs20-tag

Have news about an upcoming event or educational resource?

Send your announcement to:
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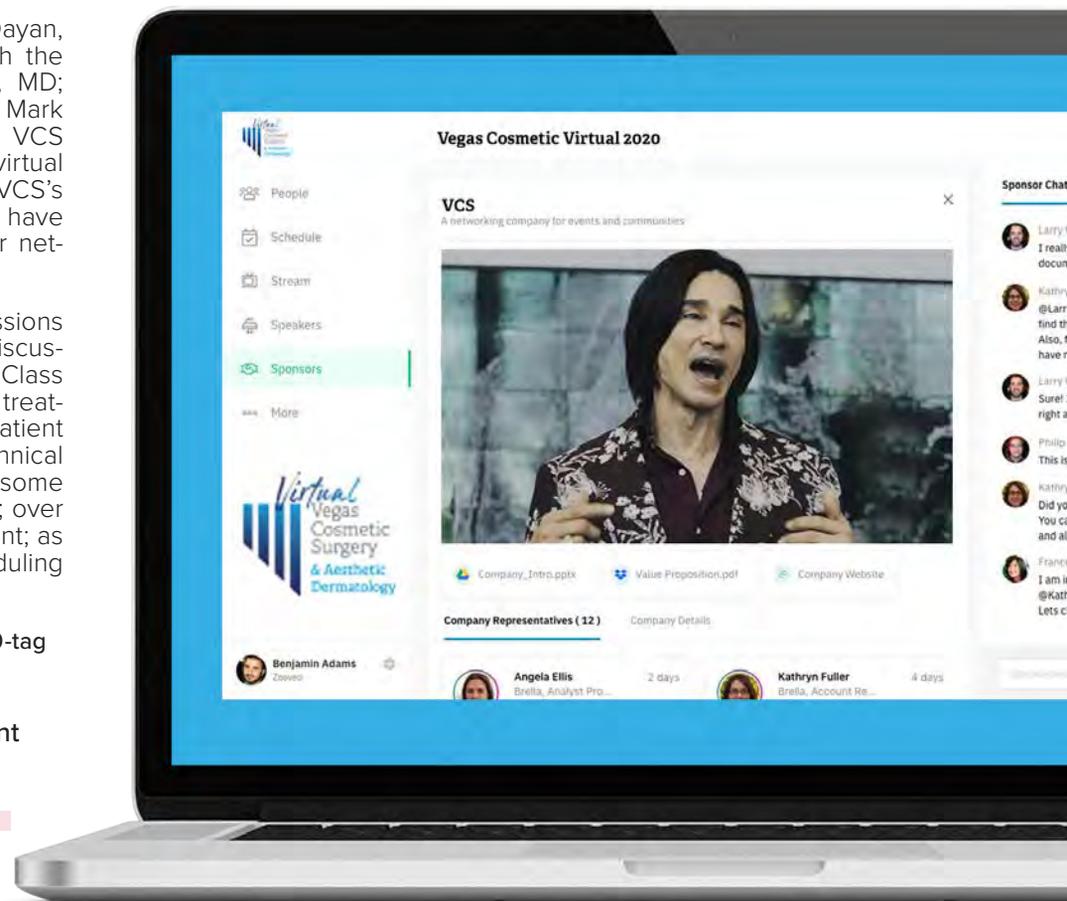
MCS 2021 Registration & Abstract Submissions Now Open

Having received an overwhelmingly positive response to the inaugural Miami Cosmetic Surgery (MCS) conference, organizers are excited to announce that the 2021 event will take place February 25-27 at the Miami Beach Convention Center.

Building on the success of this year's event in February 2020, Steven Dayan, MD, will return as scientific chairman. With his help, organizers are working on a high-quality educational and entertaining program that incorporates live injectables training with a cadaver lab; a surgical cadaver lab; live demos; the addition of the Certified Aesthetic Consultant program and more.

If you are interested in participating as faculty, MCS invites you to submit your abstracts for consideration at: bit.ly/mcs21-abstract by October 25, 2020.

Register today by visiting bit.ly/tag-mcs21 or learn more at www.miamicosmeticsurgery.com





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ADVATx is a solid-state, dual wavelength, 589 nm / 1319 nm laser with 16 FDA-cleared indications for everything from vascular and pigmented lesions, to scars, acne and wrinkle reduction. The ADVATx laser provides versatility, clinical efficacy with no downtime for the patient, and a simple-to-use interface, without the need for consumables.

Advice Media

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

Advice Media is a leader in online digital marketing for aesthetic practices. We offer beautiful websites and proven marketing through SEO, social media, review management and paid search. Work with the last company you will ever need to manage all of your digital marketing for your aesthetic practice.

Aerolase

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

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

Aesthetics Biomedical

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

Aesthetics Biomedical® Inc. (ABM) is the company that stands behind innovative and leading-edge products such as the Vivace® Microneedle RF, SoME® Skincare, SENZA Laser Hair Removal and PlasmaMD™. It is an organization of visionaries committed to ethical science, quality, excellence, innovation and the pursuit of healthy, beautiful skin.

Allergan, Inc.

2525 Dupont Drive
Irvine, CA 92712
(714) 246-4500 telephone (714) 246-4971 facsimile
www.allergan.com

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

AnteAGE

18207 East McDermott Ave., Suite A
Irvine, CA 92614
(877) 350-6350 telephone
anteage.com

AnteAGE MD® is the next generation of growth factor skincare and treatments. California-based pioneers of stem cell and regenerative biology have formulated products using human growth factors and other peptides to enhance aesthetic treatments and home care, accelerating healing and minimizing patient downtime following laser, radiofrequency, microneedling and other treatments.

Apyx Medical

5115 Ulmerton Rd.
Clearwater, FL 33760
(800) 537-2790 telephone
www.ApyxMedical.com / www.Renuvion.com

Apyx Medical is an advanced energy technology company with a passion for elevating people's lives through innovative products in the cosmetic market. Known for our Renuvion® Cosmetic Technology we're focused on one thing: bringing transformative solutions to the customers we serve.

BTL

362 Elm Street
Marlborough, MA 01752
(866) 285-1656 telephone
www.bodybybtl.com

Founded in 1993, BTL has grown to become one of the world's major manufacturers of medical and aesthetic equipment. With over 1,900 employees located in more than 53 countries, BTL has revolutionized the way to offer the most advanced non-invasive solutions for body shaping, skin tightening and other medical aesthetic treatments, including women's intimate health and wellness. BTL's brands include EMSculpt, BTL EMSella, EMTone, BTL Vanquish ME, BTL Exilis Ultra, and BTL Cellutone.

Aesthetic Company Directory

Cocoon Medical USA

2492 Walnut Ave.
Tustin, CA 92780
(833) 266-4247 telephone
www.cocoonmedical.com/en-us

Cocoon Medical, based in Barcelona, Spain is a world-leading manufacturer of the highest quality medical devices for the aesthetic market. With thousands of systems installed and millions of procedures performed, Cocoon Medical products are state-of-the-art and reference points for efficiency, safety, results and price-benefits ratio.

Cutera

3240 Bayshore Blvd.
Brisbane, CA 94005
(415) 657-5000 telephone (415) 300-2444 facsimile
www.cutera.com

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

Cynosure

5 Carlisle Road
Westford, MA 01886
(978) 256-4200 telephone
www.cynosure.com

Cynosure develops, manufactures and markets a diverse range of leading treatment applications for hair removal, skin revitalization, scar reduction, women's health, body contouring and more. The company's innovative products are used worldwide by plastic surgeons, dermatologists and other medical practitioners to enhance offerings and give patients the latest treatments.

DEKA M.E.L.A. s.r.l.

Via Baldanzese, 17
Calenzano, Firenze 50041 Italy
+39 055 887 4942 telephone +39 055 883 2884 facsimile
www.dekalaser.com

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

Epionce

10211 W. Emerald Street
Boise, ID 83704
(866) EPIONCE (374-6623) telephone (866) 374-6603 facsimile
www.epionce.com

Epionce is a comprehensive and innovative set of products designed to optimize the appearance and health of the skin by working at the core of the skin's own protective and reparative systems. Developed by a clinical dermatologist, the unique approach delivers a blend of active botanical ingredients to deeply penetrate the skin. This helps to improve skin function, restore the natural protective barrier and reverse destructive skin inflammation. Fifteen independent clinical studies comparing the marketed products against leading prescription products have validated the technology of the Epionce line.

FotoFinder Systems, Inc.

7100 Columbia Gateway Dr., Suite 120
Columbia, MD 21046
(888) 501-0805 telephone
www.fotofinder-systems.com / Info@fotofinder-systems.com

FotoFinder is a global leader in medical aesthetic imaging, automated total body photography and digital dermoscopy. The combination of our advanced imaging software and systems ensure consistent, high-quality photography on an easy-to-use platform. A large variety of treatment charting and consultation tools, as well as editing features boost your conversion rate and assist with professional social media and web marketing.

Fotona

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

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

Galderma Laboratories, L.P.

14501 N. Freeway
Fort Worth, TX 76177
(817) 961-5000 telephone
www.galderma.com/us

Galderma, the world's largest independent global dermatology company, has an extensive product portfolio of best-in-class aesthetic solutions, prescription medicines and consumer care products. The company partners with aesthetic providers worldwide to impact the lives of patients by providing innovative solutions driven by ground-breaking medical research to help patients achieve natural-looking results.

Aesthetic Company Directory

Incredible Marketing

25361 Commercentre Drive, Suite 100
Lake Forest, CA 92630
(800) 949-0133 telephone
www.incrediblemarketing.com

Incredible Marketing is a full-service digital marketing agency specializing in strategy, content marketing, SEO, social media, design and website development. For over a decade, we've supported hundreds of medical practices in gaining more patients by helping them thrive in the most important domain on earth – the digital marketplace. #beincredible

Lasering USA

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

Lasering USA is the exclusive U.S. and Canadian distributor for Lasering s.r.l based in Modena, Italy. Founded in 1994, Lasering earned the reputation as a world-class manufacturer of surgical and aesthetic lasers. The Lasering product line includes the MiXto SX and MiXto Pro microfractional CO₂ lasers; the Velure S5 523 nm diode laser and Velure S9 980 nm diode laser. The new V-Lase treatment platform is the only non-ablative CO₂ laser treatment for conditions in dermatology, gynecology, dental and ENT. All products are cleared by the FDA.

Les Encres Threads

315 Deaderick Street, Suite 1550
Nashville, TN 37201
(888) 763-5227 telephone (615) 928-1901 facsimile
lesencres.com

Everything we do is to enhance your vision of beauty; the beauty of profitability, education, science and safety. We believe the body is a canvas, our clinical tools are the ink, and each skilled brush stroke reverses the effects of time. We help you bring the artistry of cosmetic threading to life.

MedixSysteme AG

Industriestrasse 56
Ruggell, Liechtenstein 9491
+423 373 0440 telephone
www.medixsysteme.li

ISO 13485 certified. Based in a high technology park in Liechtenstein, we offer products and services to the medical aesthetic field for non-invasive applications. As a leading Swiss manufacturer, MedixSysteme was one of the first to introduce fractional focal ultrasound, and manufacture intensive 3D and HIFU lines, as well as 635 nm intensive cold laser for fat treatment and rejuvenation.

Merit Pharmaceutical

2611 N. San Fernando Road
Los Angeles, CA 90065
(800) 69-MERIT (63748) telephone (323) 227-4833 facsimile
www.MeritPharm.com

Offering IV Infusion? Getting your med/surgical/pharma from us? Your colleagues are and they have higher profits. Merit supplies anti-aging/aesthetic/integrative practitioners better prices on the products you use. IV therapy nutrition/hydration, weight Loss, IV solutions, PRP products, exam/surgical and more. Merit offers pharmaceuticals (2, 3, 3N, 4) and related medical products.

Merz Aesthetics

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

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

MTF Biologics

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

MTF Biologics' Plastic and Reconstructive Surgery Division provides innovative, regenerative solutions to healthcare providers for patients worldwide. This is accomplished through a dedication to advancing the science of regenerative medicine, delivering exceptional service, providing meaningful education, supporting patient advocacy and honoring the gift of donated tissue to save, heal and improve the lives of the patients we serve.

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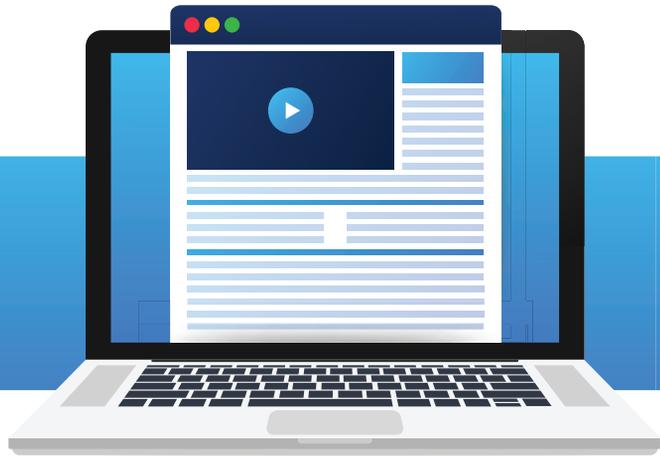
6210 E. Thomas Road, Suite 200
Scottsdale, AZ 85251
(877) PCA SKIN (722-7546) telephone
www.pcaskinpro.com

For 30 years, PCA SKIN® has been a trusted professional skincare industry leader and innovator, formulating highly effective professional chemical peels and daily care products. The company's philosophy promotes a progressive, not aggressive, approach to skin transformation and integrative skincare that incorporates both professional treatments and at-home skincare products.

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[COSMETICSURGERY.ORG/WEBCLINICS](https://cosmeticsurgery.org/webclinics)

Aesthetic Company Directory

Refine USA, LLC

340 3rd Avenue South
Jacksonville Beach, FL 32250
(866) 590-5533 telephone (888) 842-0395 facsimile
www.refineusa.com

Refine USA, "Your Aesthetic Partner", has been a market leader in the manufacturing and distribution of premier cosmetic medical aesthetic technologies for more than 15 years. We pride ourselves in designing and developing products that enhance the patient experience while supporting our providers.

Rohrer Aesthetics, LLC

105 Citation Court
Homewood, AL 35209
(205) 940-2200 telephone
www.rohreraesthetics.com

Rohrer Aesthetics provides a complete line of high quality, affordable light and energy-based products. Products include the Spectrum Laser/IPL (4-lasers and an IPL), The Phoenix CO₂ (resurfacing), The Pixel8-RF, RF Microneedling System, The EpiLaze (3- "Gold-Standard" Hair Removal Wavelengths), The BodySculp, The PicoLazer (tattoos and pigment), The Vein-Go KTP Laser (vascular and pigment) and The BodyTone (Muscle Toning). Rohrer Aesthetics systems are priced under \$60,000, include a two-year warranty and a 30-Day Buy Back Guarantee. Rohrer Aesthetics will place a new unit in your office, our trainer will then come on site and train your staff. You have 30-days (after the in-service) to evaluate the system. Should you decide that you do not want the system, you have the option to return the system and receive a refund.

Saratoga Aesthetics

(distributor for Eufoton Medical Lasers)

6909 Sandy Shore Road
Columbia, SC 29206
(888) 785-7546 telephone (803) 788-7776 facsimile
www.SaratogaAesthetics.com

Celebrating 22+ years of distributing aesthetic systems for some of the world leaders in our industry, we are authorized distributors for Mattioli Engineering (Ultrapeel microdermabrasion and transdermal drug delivery), Eufoton Lasers (diode lasers), Active Optical (RF skin tightening), Focus Medical (lasers and NaturaLight IPL) and the Chevuex diode hair removal laser.

Solta Medical

11720 North Creek Parkway North, Suite 100
Bothell, WA 98011
(877) 782-2286
www.solta.com

Solta Medical is a global leader in aesthetics with over 5 million procedures performed worldwide. The Thermage®, Fraxel®, Clear + Brilliant® and VASERlipo® systems are collectively tailored to address a broad range of skin and body treatment needs including skin tightening, resurfacing and rejuvenation. See www.solta.com for Important Safety Information.

Symplast

205 SW 84th Avenue
Plantation, FL 33324
(844) 796-7527 telephone
www.symplast.com

Symplast is the #1 Mobile EHR/Practice Management platform for plastic surgeons and med spas. Founded by a plastic surgeon, Symplast's cloud environment helps 4,000+ clinical users manage and grow their aesthetic businesses. With unlimited support and an "own your own data" philosophy, Symplast is the right choice for retail health.

TouchMD

99 N. Main St., Suite 7
Cedar City, UT 84770
(435) 867-0077 telephone
www.TouchMD.com

TouchMD is an all-in-one Aesthetic Technology Hub that educates your patients in the waiting room and consult room, captures and manages photos, provides digital charting/consents and allows patients to take their experience home to relive and share what they learned with loved ones via the patient app.

U.SK Under Skin

San Diego, CA
(800) 870-7818 telephone
www.underskin.com

U.SK Under Skin is a luxurious medical grade, physician-dispensed brand that focuses on the science behind the beauty. Each formula is developed with guidance from the world's most renowned dermatologists and laboratories worldwide to acquire the highest-performing and up-to-date active ingredients.

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 marked the 50th anniversary of the German parent company, Zimmer MedizinSysteme.

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leslie@lesliemarcusmedia.com

Lesliemarcusmedia.com

Physician-Dispensed Topicals Comparison Chart

Manufacturer / Supplier	Acne Tx	Collagen Stimulation	Exfoliation	Firming	Peel	Post-Procedure Tx	Scar Reduction	Skin Lightening	Sun Protection	Wrinkle Reduction	Website
AnteAGE MD		•		•		•		•		•	anteage.com
COSMED Dermaceuticals, Inc./ Clinicians Complex Skincare	•	•	•	•		•		•	•	•	www.cosmedderm.com
DefenAge Skincare		•	•	•		•				•	www.DefenAge.com
Eclipse MedCorp						•					www.Eclipsemed.com
Epionce	•	•	•	•	•	•		•	•	•	www.epionce.com
Fallene Cosmeceuticals, Ltd.					•	•			•		Tizoskin.com
hMSC Skincare	•	•	•	•		•	•	•		•	www.hMSCskincare.com
Oxygenetix	•	•		•		•	•		•	•	www.oxygenetix.com
PCA SKIN	•	•	•	•	•	•		•	•	•	www.pcaskinpro.com
Pneuma Nitric Oxide, LLC	•	•		•		•	•			•	www.PneumaNitricOxide.com
RegenLab USA						•					www.regenlabusa.com
Silagen (Newmedical Technology, Inc.)						•	•		•		www.newmedical.com
SkinCeuticals, LLC	•		•	•	•	•		•	•	•	www.skinceuticals.com
SkinMedica, an Allergan Company	•	•	•	•	•	•	•	•	•	•	www.skinmedica.com
SoME Skincare (Aesthetics Biomedical Inc.)	•	•	•	•		•		•		•	www.someskincare.com
U.SK Under Skin	•	•	•	•		•		•		•	www.underskin.com

Dermal Filler Product Comparison Chart

Supplier	Product(s)	Key Component	Description	Physician Price	Regulatory Status	
Adoderm	VARIODERM Fine Line	Non-animal Hyaluronic Acid	6 mg/mL; for superficial wrinkles and lip augmentation.	Contact mfr.	CE marked, marketed in Europe and other countries.	
	VARIODERM Basic	Non-animal Hyaluronic Acid	12 mg/mL; for medium wrinkles and lip contour.	Contact mfr.	CE marked, marketed in Europe and other countries.	
	VARIODERM Plus	Non-animal Hyaluronic Acid	18 mg/mL; for deep wrinkles and volume.	Contact mfr.	CE marked, marketed in Europe and other countries.	
	VARIODERM Subdermal	Non-animal Hyaluronic Acid	27 mg/mL; for volume augmentation and facial contouring.	Contact mfr.	CE marked, marketed in Europe and other countries.	
	VARIODERM Lips and Medium	Non-animal Hyaluronic Acid	12 mg/mL; special formulation for lip augmentation and medium wrinkles.	Contact mfr.	CE marked, marketed in Europe and other countries.	
	VARIODERM Mesolift	Non-animal Hyaluronic Acid	12.8 mg/mL; effective smoothing of superficial wrinkles.	Contact mfr.	CE marked, marketed in Europe and other countries.	
	VARIOFILL Body Contour	Non-animal Hyaluronic Acid	10 mL; for various indications on the body surface.	Contact mfr.	CE marked, marketed in Europe and other countries.	
	Hyabell Lips	Non-animal Hyaluronic Acid	12 mg/mL; for lip augmentation and lip contour.	Contact mfr.	CE marked, marketed in Europe and other countries.	
	Hyabell Basic	Non-animal Hyaluronic Acid	16 mg/mL; medium wrinkles and lip contour.	Contact mfr.	CE marked, marketed in Europe and other countries.	
	Hyabell Deep	Non-animal Hyaluronic Acid	20 mg/mL; deep wrinkles, especially of the face.	Contact mfr.	CE marked, marketed in Europe and other countries.	
Hyabell Ultra	Non-animal Hyaluronic Acid	24 mg/mL; very deep wrinkles, face contouring, volumizing.	Contact mfr.	CE marked, marketed in Europe and other countries.		
Allergan	CosmoDerm CosmoPlast	Purified Human-based Collagen + Lidocaine	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.	\$205 \$235	Worldwide Worldwide	
	HydraFill – Softline HydraFill – Softline Max Juvéderm ULTRA 2	Non-animal Hyaluronic Acid Non-animal Hyaluronic Acid + Lidocaine	Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g. Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g. Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g.	\$200 – \$225 \$200 – \$225 \$200 – \$225	CE marked. CE marked. CE marked.	
	Juvéderm ULTRA 3 Juvéderm ULTRA 4	Non-animal Hyaluronic Acid Non-animal Hyaluronic Acid	Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g. Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g. *All Juvéderm ULTRA products contain 0.3% lidocaine.	\$200 – \$225 \$245	CE marked. CE marked.	
	Juvéderm VOLUMA Juvéderm HYDRATE	Non-animal Hyaluronic Acid Non-animal Hyaluronic Acid	Non-animal, cross-linked cohesive hyaluronic acid 20 mg/g. 13.5 mg/g plus mannitol 0.9%; 1 x 1 mL syringe.	Contact mfr. Contact mfr.	CE marked for facial volume restoration. CE marked.	
	Galderma	Restylane Restylane Lyft Restylane Silk Restylane Refyne Restylane Defyne	NASHA XpresHA ^N Technology	NASHA gel – a non-animal hyaluronic acid, stabilized with BDDE. The differentiation is in the size of the NASHA particles, to assure a tissue-tailored range of products. Flexible gels with a concentration of 20 mg/mL, varied cross-linking that allows for flexibility and support with consistent textures and smoothness. Volumizer.	Contact mfr. Contact mfr.	Restylane is approved worldwide with the exception of Japan. FDA approved in December 2016. Approved as Emervel Classic and Emervel Deep outside of U.S. FDA approved.
Sculptra Aesthetic		Injectable Poly L-Lactic Acid (PLLA)		Contact mfr.		
Hironic		JUVINA – Light	Non-animal, cross-linked cohesive Hyaluronic Acid	20 mg/mL for superficial lines, worry lines, crows' feet and neck wrinkles.	Contact mfr.	CE marked.
		JUVINA – Moderate	Non-animal, cross-linked cohesive Hyaluronic Acid	20 mg/mL for deep nasolabial folds, facial contouring and augmentation.	Contact mfr.	CE marked.
	JUVINA – Deep	Non-animal, cross-linked cohesive Hyaluronic Acid	20 mg/mL for severely deep lines, facial contouring and augmentation, and chin.	Contact mfr.	CE marked.	
	JUVINA – Deep Plus	Non-animal, cross-linked cohesive Hyaluronic Acid	20 mg/mL for forehead, chin and nose.	Contact mfr.	CE marked.	
	JUVINA – Light Comfort	Non-animal, cross-linked cohesive Hyaluronic Acid plus Lidocaine	20 mg/mL plus 0.3% lidocaine for superficial lines, worry lines, crows' feet and neck wrinkles.	Contact mfr.	CE marked.	
	JUVINA – Moderate Comfort	Non-animal, cross-linked cohesive Hyaluronic Acid plus Lidocaine	20 mg/mL plus 0.3% lidocaine for deep nasolabial folds, facial contouring and augmentation.	Contact mfr.	CE marked.	
	JUVINA – Deep Comfort	Non-animal, cross-linked cohesive Hyaluronic Acid plus Lidocaine	20 mg/mL plus 0.3% lidocaine for severely deep lines, facial contouring and augmentation, and chin.	Contact mfr.	CE marked.	
	JUVINA – Deep Plus Comfort	Non-animal, cross-linked cohesive Hyaluronic Acid plus Lidocaine	20 mg/mL plus 0.3% lidocaine for forehead, chin and nose.	Contact mfr.	CE marked.	
Merz Aesthetics	Belotero Balance – 22.5 mg/mL	Hyaluronic Acid	Non-animal double phase cross-linked hyaluronic acid – via biofermentation – with CPM (Cohesive Polydensified Matrix) technology.	Contact mfr.	CE marked in Europe. FDA approved.	
	Radiesse	CaHA	Radiesse injectable implant is a sterile non-pyrogenic, semi-solid, cohesive implant, whose principle component is synthetic calcium hydroxylapatite suspended in a gel carrier of sterile water for injection, glycerin and sodium carboxymethyl cellulose (1.5 cc, 0.8 cc).	Contact mfr.	CE marked in Europe. FDA approved.	
	Radiesse (+)	CaHA	Radiesse (+) injectable implant is an opaque, sterile non-pyrogenic, semi-solid, cohesive implant, whose principle component is synthetic calcium hydroxylapatite 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).	Contact mfr.		
MTF Biologics	Renuva	Allograft Adipose Matrix	Derived from allograft adipose extracellular matrix which contains the same collagen, growth factors and proteins found in native adipose tissue.	Contact mfr.	FDA Regulated 361 HCT/P	
Q-Med AB	Restylane Kysse	Hyaluronic Acid	Restylane Kysse is a sterile, biodegradable, viscoelastic, non-pyrogenic, clear, colorless, flexible and homogeneous gel composed of hyaluronic acid of bacterial origin, with a moderate lifting capacity.	Contact mfr.	FDA approved.	
Suneva Medical	Bellafill	Purified Bovine Collagen and PMMA	80% purified bovine collagen and 20% polymethylmethacrylate (PMMA) microspheres and 0.3% lidocaine.	Contact mfr.	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.	

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.

Microneedling Devices Comparison Chart

Supplier	Product	Technology	Applications	Price
Aesthetics Biomedical	Vivace Microneedle RF	Microneedling with RF	Fine lines and wrinkles.	Contact mfr.
Candela	Profound	Bipolar RF Microneedling	Jawline, submental area, wrinkles and cellulite.	Contact mfr.
Crown Aesthetics	SkinPen Precision	Mechanical Microneedling; FDA-Cleared; Single-Use Cartridge Unit; 14 32-Gauge Needles; Ergonomic Design; Cordless All-Day Charge	Facial acne scars for patients aged 22 and up. Clinically demonstrated, FDA-cleared microneedling device.	\$4,995
Cutera	Secret RF	Fractional Radiofrequency Microneedling	Scars, fine lines, wrinkles, skin revitalization, acne scars and stretch marks	Contact mfr.
Collagen P.I.N.	Collagen P.I.N.	Automated Microneedling; Single-Use 36/30 Gauge or Single-Use 12/32 Gauge Needle Cartridges; Corded or Cordless; Lifetime/Forever Warranty	Fine lines, wrinkles, acne scars, post surgery scars, skin tightening and retexturizing. Induction Therapies – specific post-microneedling products minimize complications and maximize results.	\$2,995
Cynosure	Potenza	RF Microneedling Platform	Multi-needle (16, 25, 49) and single-needle electrode tips.	Contact mfr.
DermapenWorld	Dermapen 4 Dermapen Inject Dermapen Infuse with Tattoff Dermapen Cryo	Microneedling, Carboxy Therapy, Automated Meso Infusion, Cyro N2O Therapy	Acne, striae and surgical scarring, anti-aging and skin rejuvenation, pigmentation treatment, hair rejuvenation, lesions, cellulite, meso-injections and tattoo removal.	Contact mfr.
Eclipse	Eclipse MicroPen Elite	Microneedling	Improved appearance of fine lines, scars and texture.	Contact mfr.
ENDYMED Medical	Intensif RF Microneedling	RF Microneedling using Fractionated Pulse Mode (FPM)	Dermal collagen remodeling, skin rejuvenation, deep wrinkle reduction, acne and traumatic scar reduction, stretch mark reduction. FDA and CE cleared, Health Canada approved.	Contact mfr.
Jeisys Medical	INTRAcet PRO	Fractional RF Microneedling	Disposable tips..	Contact mfr.
Lutronic	Genius	High Intensity Radiofrequency	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.	Contact mfr.
mesoesthetic	m.pen[pro]	Microneedling	Anti-aging, skin rejuvenation, hair loss treatments, anti-stretch marks, double chin and depigmentation.	Contact mfr.
Refine USA, LLC	Rejuvapen NXT	Microneedling	FDA cleared for fine lines and wrinkles.	\$2,995
Rohrer Aesthetics	PiXeI8-RF	Fractional RF Microneedling	With a single treatment skin will become smoother, tighter and more vital.	\$39,995

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

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Aerolase						
Era	Er:YAG	2940 nm	Up to 1400 mJ	300 µs	Contact mfr.	No per treatment consumables and no skin contact by handpiece. No service contracts. Portable (22 lbs.). All laser accessories, training and marketing package included.
Aesthetics Biomedical Inc.						
Vivace Microneedle RF	Microneedling with RF	1 MHz	70 W	100 – 800 ms	Contact mfr.	
Cutera						
xeo pearl xeo pearl fractional Secret RF	YSGG YSGG Microneedling with RF	2940 nm 2940 nm RF: 2 MHz	Up to 3.5 J/cm ² <400 mJ 70 W (64 pin), 25 W (25 pin)	≤1000 µs ≤1000 µs 50 – 950 ms	Contact mfr. Contact mfr. Contact mfr.	
Fraxis PRO	Fractional CO ₂ / Microneedling with RF	10,600 nm / 2 MHz	Up to 30 W (up to 175 mJ) / 70 W (64 pin), 25 W (25 pin)	20 – 5,000 µs / 50 – 950 ms	Contact mfr.	
Cynosure						
Smartskin+	Fractional CO ₂ with Scanner	10,600 nm	30 W (max.)	0.2 ms – 2.0 ms (Fractional Ablative); 0.2 ms – 20 ms (Standard Ablative)	Contact mfr.	N/A
DEKA						
SmartXide DOT	Fractional CO ₂	10.6 µm	50 W max.	200 – 2,000 µs	Contact mfr.	DOT Scanner and Free hand handpiece; touch screen monitor, Stack feature, Smart Track delivery mode, Smart Pulse, patient database, CW, PW, traditional and fractional scanning modes available.
SmartXide ²	Fractional CO ₂	10.6 µm	80 W max.	100 – 2,000 µs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, UP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner with RF feature, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Optional diode laser module. Multidisciplinary.
SmartXide Touch	Fractional CO ₂	10.6 µm	60 W max.	100 – 2,000 µs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner with RF feature, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Multidisciplinary.
SmartXide Tetra	Fractional CO ₂	10.6 µm	50 W max.	100 – 2,000 µs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, huge patient database. User protocol storage. Multidisciplinary.
ENDYMED Medical						
FSR Fractional Skin Resurfacing Handpiece	Fractional RF	N/A	N/A	Various	Contact mfr.	FSR combines fractional ablation with 3DEEP deep volumetric heating, and offers superior skin penetration depth of 2.9 mm.
Intensif Fractional RF Microneedling Handpiece	RF Microneedling	N/A	Various	N/A	Contact mfr.	Intensif RF Microneedling with Fractionated Pulse Mode offers needle insertion depth of 5 mm (on the PRO) and non-insulated needles for deep volumetric heating of the dermis while protecting the epidermis.
Fotona						
SP Dynamis	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm ²	0.1 – 50 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 µm spot size, 168 mm ² Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes.
XS Dynamis	Er:YAG	2940 nm	Up to 500 J/cm ²	0.1 – 1.5 ms	Contact mfr.	Same as above.
StarWalker MaQX	Nd:YAG Q-Switch Pico / Nano	523 nm, 585 nm, 650 nm, 1064 nm	Up to 300 J/cm ²	580 ps, 0.6 – 50 ms, 5 ns / Hybrid Pico in Nano, Fractional	Contact mfr.	R28, R29, R58, R585, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.
TimeWalker	Er:YAG	2940 nm	0.6 – 65 J/cm ²	N/A	Contact mfr.	FS01 and PSO3x.
Lasering USA						
SLIM E30 MiXto SX	CO ₂	10,600 nm	0.5 – 30 W	2.5 – 16 ms	Rent at \$1,550/mo.	Patented chopped CW fractional scanner system; 20 x 20 mm, 180 and 300 micron scanning handpieces, full range of cutting handpieces, micromanipulator and GYN handpiece for vaginal therapy. No disposables.
SLIM EVOLUTION II MiXto PRO	CO ₂	10,600 nm	0.5 – 30 W	2.5 – 16 ms	Rent at \$1,795/mo.	Same as above.
Velure S5 VX	LBO Diode	523 nm Fractional	0.1 – 5 W	10 – 1000 ms	Contact mfr.	MiXto VX Fractional scanner for non-ablative skin rejuvenation.

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

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Rohrer Aesthetics, LLC						
Phoenix CO ₂ Laser	CO ₂	10,600 nm	Adjustable up to 200 mJ/point	Adjustable up to 20 ms	\$37,495	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.
Saratoga Aesthetics						
LASEamaR1500 by EUFOTON	Diode Laser	1470 nm	15 W	1 – 9,000 ms; step 1 ms	Contact supplier	Scanner.
Solta Medical						
Fraxel DUAL 1550 / 1927 Laser System	Fractional Laser with Zimmer Cryo 6 Skin Cooling System	1550 nm / 1927 nm	Up to 70 mJ/MTZ / 20 mJ/MTZ	N/A	Contact mfr.	Intelligent Optical Tracking System (IOTS), single operator cooling.
Vydence Medical						
ProDeep	Microfractional Non-Ablative 1340 Nd:YAP Laser	1340 nm	200 mJ/MTZ	3-20 ms	Contact mfr.	Laser handpiece for the ETHEREA-MX platform with a built-in cooling system adapter. Two spot sizes available: 8 mm, 100 MTZ/cm ² and 6 mm (collimated).
GoSmooth	Microfractional Non-Ablative 1540 nm Er:Glass	1540 nm	N/A	N/A	Contact mfr.	Laser handpiece for the ETHEREA-MX platform with a built-in cooling system adapter; two spot sizes available: 8 mm, 100 MTZ/cm ² and 8 mm, 400 MTZ/cm ² .
DualMode	Microfractional Ablative/Coagulative Er:YAG Laser	2940 nm	8 J	0.3 – 400 ms	Contact mfr.	Laser handpiece for the ETHEREA-MX platform with a built-in smoke evacuator system adapter; four spot sizes available: 8 mm, 100 MTZ/cm ² ; 8 mm, 400 MTZ/cm ² ; 2.5 and 6 mm (collimated).

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

Product Profiles



Incredible Marketing

Your website is the cornerstone of your online presence. It builds credibility, establishes trust and guides your visitors along their buying journey. It is the anchor of your brand identity, a resource for prospective patients and a home for thoughts, ideas and inspiration. Above all, it is the north star of your business – the destination for every patient at some point in their journey. We can build your new customized website in less than a month.

Incredible Marketing: 800-949-0133 or visit www.incrediblemarketing.com



Ultracontour

Ultracontour[®], an advanced ultrasonic device for body contouring, features two focal transducers – one dedicated to fat (UC HIFU), the second for cellulite (U.Lift) – combined with 18 ultrasonic probes for lymphatic drainage (UMD). This system is completely non-invasive and internationally patented with CE medical accreditation. With no consumable transducers and a complete treatment taking only 45 minutes, Ultracontour saves time and money. The fat removal efficiency has been scientifically proven by sonography in compression.

MedixSysteme AG: +423 3730440 or visit www.medixsysteme.li



PlasmaMD

PlasmaMD[™] is a compact handheld device employing plasma technology for nonsurgical skin rejuvenation, using proprietary ARC Technology as the key differentiator. PlasmaMD and Plasma+ are FDA Class II cleared for soft tissue coagulation and lesion removal. Treatment takes less than an hour between numbing, treatment and the beginning of the post-treatment experience. Combatting the visible sign of facial aging, as the plasma energy reacts with the air between the skin and the device, the result creates a purposeful outcome designed for skin rejuvenation targeting improvement in skin laxity, texture resurfacing and the appearance of fine lines with minimal downtime and maximum results.

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

Vascular Technology Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Advalight						
ADVATx	Diode	589 nm / 1319 nm	Up to 40 J/cm ²	Variable	Contact mfr.	Included scanner handpiece and optional foot pedal.
Aerolase						
Neo Elite	650 μs Nd:YAG	1064 nm	Up to 1272 J/cm ²	650 μs – 1.5 ms	Contact mfr.	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.
V650	650 ms Nd:YAG	1064 nm	Up to 1272 J/cm ²	650 μs – 1.5 ms	Contact mfr.	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.
Cutera						
xeo excel V+	Laser / Limelight Laser	1064 nm / 520 – 1100 nm 532 nm, 1064 nm	300 J/cm ² / ≤30 J/cm ² Up to 300 J/cm ²	Up to 300 ms / Automatic Up to 60 ms	Contact mfr. Contact mfr.	Dermastat 1 mm and 2 mm pens.
Cynosure						
Cynergy	Pulsed Dye / Nd:YAG Laser	585 nm / 1064 nm	Up to 40 J/cm ² / up to 600 J/cm ²	0.5 – 40 ms / 0.3 – 300 ms	Contact mfr.	
RevLite SI	Nd:YAG	532 nm / 1064 nm	Up to 22 J/cm ² / Up to 30 J/cm ²	N/A	Contact mfr.	585 nm and 650 nm Dye handpieces.
DEKA						
Synchro FT	Multi-Functional Platform	1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm; 600 nm; 650 nm	700 J/cm ² (max) SP and LP / 160 J (max) energy per pulse	From 0.8 – 10 ms SP; from 2 – 30 ms LP (1-3 pulses) / From 3 – 8 ms	Contact mfr.	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.
MiniSilk FT	Pulsed Light System	500 nm, 520 nm, 550 nm; 600 nm; 650 nm Filter	2 – 2.5 J/cm ²	2 – 85 ms (1-3 pulses)	Contact mfr.	Interchangeable snap-on filters; integrated skin contact cooling; lamp water cooling; transportable. 3.1 cm ² or 6.2 cm ² spot area available. IR filter available for increased skin tightening.
Synchro REPLAY	Multi-Functional Platform	755 nm Alexandrite / 1064 nm Nd:YAG / IPL: 500 nm; 520 nm; 550 nm; 600 nm; 650 nm	63.5 J (max) – 125 W (max) / LP: 120 J – 180 W (max); SP: 120 J (max) / 160 J (max) energy per pulse	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	Contact mfr.	Alex emission: 5 Hz and high power (125 W) system. Nd:YAG laser module: 180 W with up to 27,000 W pulse peak power; three delivery pulse 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.
Motus AY	High Frequency Alexandrite / Nd:YAG Laser	755 nm / 1064 nm	Up to 30 J / up to 60 J	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	Contact mfr.	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 Mòvèo technology functionality for painless and smokless hair removal. Additional standard handpiece for pigmented lesions, skin rejuvenation and other dermatology indications.
LUXEA	Multifunctional Platform	Lilac; Viridis; Sparks	6.2 cm ² interchangeable filters: 550 nm, 600 nm and 650 – 1200 nm. 2.1 cm ² integrated 500 – 677 nm and 854 – 1200 nm (band pass) filter called 500 G. 2x2 mm/3x3 mm spot sizes. 1064nm Nd:YAG Laser: 2.5 mm/4 mm/6 mm/10 mm spot sizes.	Single Pulse: from 3 – 50 ms; from 5 – 50 ms; 6 – 30 ms	Contact mfr.	Flexible multifunctional platform; several handpieces with integrated peltier skin contact cooling. Different filter solutions for different vascular lesion treatment needs. Up to 6 Hz rep rate available. Additional standard handpiece for HR, skin rejuvenation and other dermatology indications. Contact cooling and delivery pulse settings available; up to 120,000 shots guaranteed IPL. No disposables.
Fotona						
SP Dynamis	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm ²	0.1 – 50 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 μm spot size, 168 mm ² Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm ² Tx area. S-11: Nd:YAG scanner: 42 cm ² Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes; Nd:YAG handpieces: 2 - 20 mm spot sizes.
XP-2 Focus XP MAX	Nd:YAG Nd:YAG	1064 nm 1064 nm	Up to 300 J/cm ² Up to 600 J/cm ²	0.1 – 50 ms 0.1 – 300 ms	Contact mfr. Contact mfr.	Nd:YAG handpieces: 2 - 10 mm spot sizes. S-11: Nd:YAG scanner: 42 cm ² Tx area. Nd:YAG handpieces: 2 - 20 mm spot sizes. Handpieces: 2 - 8 mm spot sizes.
QX MAX	Nd:YAG Q-Switched / Long Pulse	1064 nm, 532 nm, 585 nm, 650 nm	Up to 160 J/cm ²	5 – 20 ns, 250 μs	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 μm spot size, 168 mm ² Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm ² Tx area. S-11: Nd:YAG scanner: 42 cm ² Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes; Nd:YAG handpieces: 2 - 20 mm spot sizes.
SP Spectro	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm ²	N/A	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 μm spot size, 168 mm ² Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm ² Tx area. S-11: Nd:YAG scanner: 42 cm ² Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes; Nd:YAG handpieces: 2 - 20 mm spot sizes.
XP Spectro	Nd:YAG / Long Pulse	1064 nm	Up to 600 J/cm ²	0.1 – 50 ms	Contact mfr.	S-11 Nd:YAG scanner: 42 cm ² Tx area. Nd:YAG handpieces: 2 - 20 mm spot sizes.
XS Dynamis	Er:YAG	2940 nm	Up to 500 J/cm ²	0.1 – 1.5 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 μm spot size, 168 mm ² Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm ² Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes.

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

Vascular Technology Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Fotona - continued						
XP Focus	Nd:YAG / Long Pulse	1064 nm	Up to 600 J/cm ²	0.1 – 50 ms	Contact mfr.	Standard handpiece: R31/R32 with 2 - 8 mm spot sizes; Nd:YAG handpieces: 2 - 20 mm spot sizes. R28, R29, R58, R585, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.
StarWalker MaQX	Nd:YAG Q-Switch Pico / Nano	523 nm, 585 nm, 650 nm, 1064 nm	Up to 300 J/cm ²	580 ps, 0.6 – 50 ms, 5 ns / Hybrid Pico in Nano, Fractional 7 – 25 ms	Contact mfr.	
TimeWalker	Nd:YAG	1064 nm	6 – 150 J/cm ²		Contact mfr.	
Lasering USA						
Velure S5 MiXto VX	LBO Diode	532 nm	0.1 – 5 W	10 – 1,000 ms	\$29,500	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. 2.5 mm spot size handpiece.
Velure S5	LBO Diode	532 nm	0.1 – 5 W	10 – 1,000 ms	\$21,500	
Velure S800	HP Diode	808 nm	10 – 600 J/cm ²	10 – 1000 ms	\$32,500	
Rohrer Aesthetics, LLC						
Spectrum	YAG Laser	1064 nm	50 J/cm ²	Adjustable up to 10 ms	\$57,495 (fully loaded); \$29,995 (with single handpiece)	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. 1 mm and 1.5 mm Spot Sizes.
Vein-Go 532 nm Laser	Diode Laser	532 nm	5 W	Variable	\$34,995	
Saratoga Aesthetics						
LASEamaR1500 by EUFOTON NaturalLight IPL by Focus Medical	Diode Laser IPL	1470 nm 510 – 1200 nm	15 W 35 Jcm ²	1 – 9000 ms; step 1 ms 1 – 250 ms	Contact supplier Contact supplier	Radial fibers.
Vydence Medical						
LongPulse	Short/Long-Pulsed Nd:YAG Laser Handpiece	1064 nm	500 J/cm ²	0.3 – 100 ms	Contact mfr.	Laser handpiece for the ETHEREA-MX platform featuring a built-in air cooling system adapter; five spot sizes available: 1, 2, 3, 6 and 9 mm handpiece.

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

Product Profiles



TouchMD

TouchMD is the all-in-one Visual Touch screen Aesthetic Technology Hub used for In-Practice and Virtual Consultations. Through sophisticated apps branded to each practice, TouchMD educates your patients in the waiting room and consult room, captures and showcases patient reviews, consistently captures and manages photos, provides digital charting/consents and allows patients to take their experience home to relive, retain and share what they learned with friends and family via the practice's patient app.

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



Vein Go

The Vein Go KTP Laser dissipates a 532nm wavelength which is considered the "Gold-Standard" for the removal of benign vascular and pigmented surface lesions. Usually after a single treatment, patients normally see a marked improvement for facial veins, cherry angiomas, rosacea and benign pigmented lesions. Priced at \$34,995. For additional details please call Rohrer Aesthetics at 205-940-2200.



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 pigmentary 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

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

Skin Rejuvenation Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Aerolase						
Neo Elite	650 μs Nd:YAG	1064 nm	Up to 1272 J/cm ²	650 μs – 1.5 ms	Contact mfr.	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. No per treatment consumables and no skin contact by handpiece. No service contracts. Portable (22 lbs.). All laser accessories, training and marketing package included.
Era	Er:YAG	2940 nm	Up to 1400 mJ	300 μs	Contact mfr.	
Aesthetics Biomedical Inc. / Plasma Concepts						
Vivace Microneedle RF PlasmaMD	Microneedling with RF Plasma Technology	1 MHz	70 W 1.5 W	100 – 800 ms	Contact mfr. Contact mfr.	
Cutera						
xeo excel V+ enlighten (Pico Genesis)	Laser Laser Laser	1064 nm 532 nm, 1064 nm 532 nm / 670 nm / 1064 nm	Up to 300 J/cm ² Up to 300 J/cm ² 400 mJ / 125 mJ / 800 mJ	Up to 300 ms Up to 60 ms 750 ps, 2 ns / 660 ps / 750 ps, 2 ns	Contact mfr. Contact mfr. Contact mfr.	Optional IPL handpieces. Laser Genesis. Dermastat pen. Laser Genesis and Green Genesis.
Cynosure						
TempSure Envi	Monopolar RF Platform	N/A	300 W with 4 MHz RF delivery	N/A	Contact mfr.	Three handpieces (10, 15, 20 mm); ultrasound gel and neutral pads.
TempSure Firm	Monopolar RF Platform	N/A	300 W with 4 MHz RF delivery	N/A	Contact mfr.	Three handpieces (25, 30, 60 mm).
Icon	Aesthetic Laser	1540 nm, 2940 nm and 1064 nm	MaxG IPL Handpiece: Up to 80 J/cm ² MaxYs IPL Handpiece: Up to 90 J/cm ² MaxR IPL Handpiece: Up to 48 J/cm ² MaxRs IPL Handpiece: Up to 72 J/cm ²	1540 Handpiece: 10 ms; 15 ms 2940 Handpiece: .25 ms; 3 ms; 5 ms 1064+ Handpiece: 10 – 100 ms	Contact mfr.	Skintel melanin reader, four IPL handpieces, 1540 handpiece, 2940 handpiece and a 1064+ handpiece.
PicoSure	Picosecond Aesthetic Laser	532 nm; 755 nm; 1064 nm	165 – 200 mJ	550 – 750 ps	Contact mfr.	
TempSure Vitalia	Monopolar RF Platform	N/A	300 W with 4 MHz RF delivery	N/A	Contact mfr.	18mm Single-use probe.
TempSure Surgical	Monopolar and Bipolar RF Platform	N/A	300 W with 4 MHz RF delivery	N/A	Contact mfr.	Variety of monopolar electrodes and bipolar forceps.
DEKA						
SmartXide DOT	Fractional CO ₂	10.6 μm	50 W max	200 – 2000 μs	Contact mfr.	DOT Scanner and Free hand handpiece; touch screen monitor, Stack feature, Smart Track delivery mode, Smart Pulse, patient database, CW, PW, traditional and fractional scanning modes available.
SmartXide ²	Fractional CO ₂	10.6 μm	80 W max	100 – 2000 μs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, UP; HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner with RF feature, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Optional diode laser module.
SmartXide Touch	Fractional CO ₂	10.6 μm	60 W max	100 – 2000 μs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner with RF feature, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Optional diode laser module. Multidisciplinary.
SmartXide Tetra	Fractional CO ₂	10.6 μm	50 W max	100 – 2000 μs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, huge patient database. User protocol storage. Multidisciplinary.
MiniSilk FT	Pulsed Light System	500 nm, 520 nm, 550 nm; 600 nm; 650 nm Filter	2 – 2.5 J/cm ²	2 – 85 ms (1-3 pulses)	Contact mfr.	Interchangeable snap-on filters; integrated skin contact cooling; lamp water cooling; transportable. 3.1 cm ² or 6.2 cm ² spot area available. IR filter available for increased skin tightening.
Synchro FT	Multi-Functional Platform	1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm; 600 nm; 650 nm	700 J/cm ² (max) SP and LP / 160 J (max) energy per pulse	From 0.8 – 10 ms SP; from 2 – 30 ms LP (1-3 pulses) / From 3 – 8 ms	Contact mfr.	Five application-specific handpieces. Top hat technology and Auto Spot Size Recognition System; contact cooling or optional external cooling connections; delivery pulse settings available; patient database and protocols. IPL: five optional filters, 30,000 shots guaranteed. No disposables.
Synchro REPLAY	Multi-Functional Platform	755 nm Alexandrite / 1064 nm Nd:YAG / IPL: 500 nm; 520 nm; 550 nm; 600 nm; 650 nm	63.5 J (max) – 125 W (max) / LP: 120 J – 180 W (max); SP: 120 J (max) / 160 J (max) energy per pulse	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	Contact mfr.	Alex emission: 5 Hz and high power (125 W) system. Nd:YAG laser module: 180 W with up to 27,000 W pulse peak power; three delivery pulse designs and adjustment feature for Alexandrite and Nd:YAG. Twelve application handpieces up to 24 mm. Auto Spot Size Recognition System. Top hat technology; contact cooling or optional external cooling connections; patient database and protocols; IPL: five filters (optional) with enhanced vascular capabilities; 500 G. No disposables.

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

Skin Rejuvenation Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
DEKA - continued						
LUXEA	Multifunctional Platform	LilaC, Prisma, Sparks, Lazur, Viridis	6.2 cm ² interchangeable filters: 550 nm, 600 nm and 650 – 1200 nm. 1064 nm Q-switched: 2x2 mm/ 3x3 mm spot size. 1064 nm Nd:YAG: 2.5 mm/4 mm/6 mm/ 10 mm spot size. 6.2 cm ² integrated 420 – 1200 nm filter. 2.1 cm ² integrated 500 – 677 nm and 854 – 1200 nm (band pass) filter called 500 G. Up to 30 J / up to 60 J	Single Pulse: from 3 – 50 ms, 6 ns, 6 – 30 ms, 8 ms, 30 ms, 50 ms, from 5-50 ms.	Contact mfr.	Flexible multifunctional platform; several handpieces with integrated peltier skin contact cooling. Different filter solutions for different skin rejuvenation needs (either vascular; BPL, etc.) Up to 10 Hz rep rate available on laser wavelengths. Additional standard handpiece for vascular, skin rejuvenation and other dermatology indications. Contact cooling and delivery pulse settings available. Three filters with up to 120,000 shots guaranteed IPL included. No disposables.
Motus AY	High Frequency Alexandrite / Nd:YAG Laser	755 nm / 1064 nm	Up to 30 J / up to 60 J	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	Contact mfr.	Transportable device, integrated Peltier skin contact cooling. Up to 20 mm spot area with up to 10 Hz rep. rate on both Nd:YAG and Alex wavelengths. Proprietary new Moveo technology functionality for painless and smokless hair removal. Additional standard handpiece for vascular, skin rejuvenation and other dermatology indications.
Eufoton Medical Lasers (from Saratoga Aesthetics)						
LASEmaR1500	Portable Diode Laser	1470 nm	15 W	1 – 9,000 ms; step 1 ms	Contact distributor	HF Ring Fibers, surgical handpiece, bare fibers, multi-therapy handpiece, scanner, vaginal handpiece, lipo handpieces and cannulas.
Fotona						
SP Dynamis	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm ²	0.1 – 50 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 µm spot size, 168 mm ² Tx area S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm ² Tx area. S-11: Nd:YAG scanner: 42 cm ² Tx area. Er:YAG handpieces: 0.25 – 12 mm spot sizes; Nd:YAG handpieces: 2 – 20 mm spot sizes.
SP Dynamis	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm ²	0.1 – 50 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 µm spot size, 168 mm ² Tx area S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm ² Tx area. S-11: Nd:YAG scanner: 42 cm ² Tx area. Er:YAG handpieces: 0.25 – 12 mm spot sizes; Nd:YAG handpieces: 2 – 20 mm spot sizes.
XS Dynamis	Er:YAG	2940 nm	Up to 500 J/cm ²	0.1 – 1.5 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 µm spot size, 168 mm ² Tx area S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm ² Tx area. Er:YAG handpieces: 0.25 – 12 mm spot sizes.
XP MAX	Nd:YAG	1064 nm	Up to 600 J/cm ²	0.1 – 300 ms	Contact mfr.	S-11: Nd:YAG scanner: 42 cm ² Tx area. Nd:YAG handpieces: 2 – 20 mm spot sizes.
QX MAX	Nd:YAG Q-Switched / Long Pulse	1064 nm, 532 nm, 585 nm, 650 nm	Up to 160 J/cm ²	5 – 20 ns / 250 µs	Contact mfr.	Handpieces: 2 - 8 mm spot sizes.
SP Spectro	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm ²	N/A	Contact mfr.	F-Runner fractional Er:YAG scanner: 250 µm spot size, 168 mm ² Tx area. S-Runner Er:YAG scanner: 4 mm spot size, 16 cm ² Tx area. S-11 Nd:YAG scanner: 42 cm ² Tx area. Er:YAG handpieces: 0.25 – 12 mm spot sizes; Nd:YAG handpieces: 2 – 20 mm spot sizes.
XP Spectro	Nd:YAG / Long Pulse	1064 nm	Up to 600 J/cm ²	0.1 – 50 ms	Contact mfr.	S-11 Nd:YAG scanner: 42 cm ² Tx area. Nd:YAG handpieces: 2 – 20 mm spot sizes.
XP Dynamis	Nd:YAG / Long Pulse	1064 nm	Up to 600 J/cm ²	0.1 – 50 ms	Contact mfr.	Same as above.
StarWalker MaQX	Nd:YAG Q-Switch Pico / Nano	523 nm, 585 nm, 650 nm, 1064 nm	Up to 300 J/cm ²	580 ps, 0.6 – 50 ms, 5 ns / Hybrid Pico in Nano, Fractional 0.6 ms – 60 sec	Contact mfr.	R28, R29, R58, R585, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.
TimeWalker	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm ²		Contact mfr.	R33T, PSO3X, LA adapter, R30Y and R11.
InMode						
Lumecca/Optimas Workstation	Spectrum Shifted IPL	515 – 1200 nm, 580 – 1200 nm	10 – 30 J/cm ²	5 – 30 ms	Contact mfr.	Delivers 40% of total energy between 500 - 600 nm. Provides a photofacial in one to three treatments. Powerful peak power: 3000 W/cm ² . No consumables.
Forma/Optimas Workstation	Bipolar RF	N/A	Up to 65 W	N/A	Contact mfr.	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.
Fractora/Optimas Workstation	Fractional RF	N/A	Up to 62 mJ/Pin	Up to 2 pps	Contact mfr.	Variable pin configurations and TX depths allow for a Designer Dermis approach to treatment. Safe on ethnic skin. No pulse counter limitations.
FaceTite, AccuTite + Morpheus8	RF	N/A	N/A	N/A	Contact mfr.	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.
Morpheus8	RF	N/A	N/A	N/A	Contact mfr.	New concept of combining microneedling with a bipolar RF mechanism in the subdermal space resulting in subdermal adipose tissue remodeling with longer lasting skin contraction.
Lasering USA						
SLIM E30 MiXto SX	CO ₂	10,600 nm	0.5 – 30 W	2.5 – 16 ms	Rent at \$1,550/month	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.
SLIM EVOLUTION II MiXto PRO	CO ₂	10,600 nm	0.5 – 30 W	2.5 – 16 ms	Rent at \$1,795/month	Same as above.

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

Skin Rejuvenation Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Lasering USA - continued						
Velure S5 MiXto VX	LBO Diode	532 nm	0.1 – 5 W	10 – 1,000 ms	\$29,500	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.
MedixSysteme AG						
3D SYGMALIFT	Intensive Ultrasound and Laser	635 nm	N/A	N/A	Contact mfr.	3D spatula, 3D Micro, laser for facelift and vfacing, SYGMABODY.
Rohrer Aesthetics, LLC						
Phoenix CO ₂ Laser	CO ₂	10,600 nm	Adjustable up to 200 mJ / point	Adjustable up to 20 ms	\$37,495	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.
Spectrum	Er:YAG	2940 nm	1000 mJ	300 ms	\$57,495 (fully loaded) \$29,995 (with single handpiece)	Multi-platform laser/IPL features: 810 diode, Er:YAG, Q-switched Nd:YAG, long pulsed YAG and IPL. Er:YAG features adjustable spot size from 1.5 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.
Saratoga Aesthetics						
Ultrapeel by Mattioli Engineering	Microdermabrasion System	N/A	N/A	N/A	Contact supplier	Transderm: FDA approved transdermal drug delivery.
Solta Medical						
Fraxel DUAL 1550 / 1927 Laser System	Fractional Laser with Zimmer Cryo 6 Skin Cooling System	1550 nm / 1927 nm	Up to 70 mJ/MTZ / 20 mJ/MTZ	N/A	Contact mfr.	Intelligent Optical Tracking System (IOTS), single operator cooling.
Clear + Brilliant	Fractional Diode Laser with two handpieces (Original and Perm�e)	Original 1440 / Perm�e 1927 nm	4 – 9 mJ / 5 mJ	N/A	Contact mfr.	Intelligent Optical Tracking System (IOTS), adjustable settings.

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

Product Profiles



U.SK Young Glow Balm

U.SK Young Glow Balm is a luminous moisturizer with a golden glow that protects against DNA damage and oxidative stress, maximizing antioxidant protection and reinforcing epithelial defense. Formulated with phospholipids, colloidal oat, omega 3-6-9 and hexapeptides, Young Glow Balm reduces collagen and elastin degradation, maintaining the integrity of the skin, and stimulates essential proteins resulting in firmer, younger and smoother skin.



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Acne Tx Device Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Advalight						
ADVATx	Diode	589 nm / 1319 nm	Up to 40 J/cm ²	Variable	Contact mfr.	Included scanner handpiece and optional foot pedal.
Aerolase						
Neo Elite	650 μs Nd:YAG	1064 nm	Up to 1272 J/cm ²	650 μs – 1.5 ms	Contact mfr.	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.
Cutera						
excel V+	Laser	532 nm, 1064 nm	Up to 300 J/cm ²	Up to 60 ms	Contact mfr.	Dermastat pen.
DEKA						
SmartXide DOT	Fractional CO ₂	10.6 μm	50 W max	200 – 2000 μs	Contact mfr.	DOT Scanner and Free hand handpiece; touch screen monitor, Stack feature, Smart Track delivery mode, Smart Pulse, patient database, CW, PW, traditional and fractional scanning modes available. PSD technology with selectable pulse shape (SP, DP, UP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner with RF feature, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Optional diode laser module. PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner with RF feature, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Optional diode laser module. Multidisciplinary. PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, huge patient database. User protocol storage. Multidisciplinary. 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. Alex emission: 5 Hz and high power (125 W) system. Nd:YAG laser module: 180 W with up to 27,000 W pulse peak power; three delivery pulse designs and adjustment feature for Alexandrite and Nd:YAG. Twelve application handpieces up to 24 mm. Auto Spot Size Recognition System. Top hat technology; contact cooling or optional external cooling connections; patient database and protocols; IPL: five filters (optional) with enhanced vascular capabilities; 500 G. No disposables. Transportable device, integrated Peltier skin contact cooling. Up to 20 mm spot area with up to 10 Hz rep. rate available on both Nd:YAG and Alex wavelengths. Proprietary new Mòvèo technology functionality for painless and smokless hair removal. Additional standard handpiece for vascular, skin rejuvenation and other dermatology indications.
SmartXide ²	Fractional CO ₂	10.6 μm	80 W max	100 – 2000 μs	Contact mfr.	
SmartXide Touch	Fractional CO ₂	10.6 μm	60 W max	100 – 2000 μs	Contact mfr.	
SmartXide Tetra	Fractional CO ₂	10.6 μm	50 W max	100 – 2000 μs	Contact mfr.	
Synchro FT	Multi-Functional Platform	1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm; 600 nm; 650 nm	700 J/cm ² (max) SP and LP / 160 J (max) energy per pulse	From 0.8 – 10 ms SP; from 2 – 30 ms LP (1-3 pulses) / From 3 – 8 ms	Contact mfr.	
Synchro REPLA:Y	Multi-Functional Platform	755 nm Alexandrite / 1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm; 600 nm; 650 nm	63.5 J (max) – 125 W (max) / LP: 120 J – 180 W (max); SP: 120 J (max) / 160 J (max) energy per pulse	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	Contact mfr.	
Motus AY	High Frequency Alexandrite / Nd:YAG Laser	755 nm / 1064 nm	Up to 30 J / up to 60 J	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	Contact mfr.	
LUXEA	Multifunctional Platform	Lazur	6.2 cm ² integrated 420 – 950 nm filter	8 ms; 30 ms; 50 ms	Contact mfr.	
Fotona						
SP Dynamis	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm ²	0.1 – 50 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 μm spot size, 168 mm ² Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm ² Tx area. S-11: Nd:YAG scanner: 42 cm ² Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes; Nd:YAG handpieces: 2 - 20 mm spot sizes.
XS Dynamis	Er:YAG	2940 nm	Up to 500 J/cm ²	0.1 – 1.5 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 μm spot size, 168 mm ² Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm ² Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes.
QX MAX	Nd:YAG Q-Switched / Long Pulse	1064 nm, 532 nm, 585 nm, 650 nm	Up to 160 J/cm ²	5 – 20 ns, 250 μs	Contact mfr.	Accelerera Pulse
SP Spectro	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm ²	N/A	Contact mfr.	F-Runner fractional Er:YAG scanner: 250 μm spot size, 168 mm ² Tx area. S-Runner Er:YAG scanner: 4 mm spot size, 16 cm ² Tx area. S-11 Nd:YAG scanner: 42 cm ² Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes; Nd:YAG handpieces: 2 - 20 mm spot sizes.
XP Spectro	Nd:YAG / Long Pulse	1064 nm	Up to 600 J/cm ²	0.1 – 50 ms	Contact mfr.	S-11 Nd:YAG scanner: 42 cm ² Tx area. Nd:YAG handpieces: 2 - 20 mm spot sizes.
XP Dynamis StarWalker MaQX	Nd:YAG / Long Pulse Nd:YAG Q-Switch Pico / Nano	1064 nm 523 nm, 585 nm, 650 nm, 1064 nm	Up to 600 J/cm ² Up to 300 J/cm ²	0.1 – 50 ms 580 ps, 0.6 – 50 ms, 5 ns / Hybrid Pico in Nano, Fractional	Contact mfr. Contact mfr.	Same as above. R28, R29, R58, R585, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.

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

Hair Removal Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Aerolase						
Neo Elite	650 μs Nd:YAG	1064 nm	Up to 1272 J/cm ²	650 μs – 1.5 ms	Contact mfr.	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.
Cocoon Medical USA						
Primelase	Diode Laser	755 nm, 810 nm, 940 nm, 1060 nm and BLEND (810 + 940 + 1060)	Up to 40 J/cm ² (4800 W of power)	From 3 – 400 ms	\$60,000 – \$90,000 (depending on configuration and warranty terms)	Several handpieces with different wavelengths and spot sizes.
Elyson	Diode Laser	755 nm / 810 nm	Up to 30 J/cm ² (max. 2000 W)	From 3 – 400 ms	\$40,000 – \$50,000 (depending on configuration and warranty terms)	Several handpieces with different wavelengths and spot sizes.
Cutera						
xeo + prowave	Laser / IPL	1064 nm / 680 – 1100 nm	300 J/cm ² / up to 35 J/cm ²	Up to 300 ms / up to 90 ms	Contact mfr.	
excel HR	Laser	755 nm, 1064 nm	Up to 300 J/cm ²	Up to 300 ms	Contact mfr.	
Cynosure						
Elite iQ Vectus	Laser Platform Diode	755 nm; 1064 nm 810 nm	5 – 600 J/cm ² 100 J/cm ² (Small Sapphire Optic) and 20 J/cm ² (Large Sapphire Optic)	Adjustable 0.4 – 300 ms 5 – 300 ms	Contact mfr. Contact mfr.	2.5 mm – 24 mm spot size handpieces.
Apogee+	Alexandrite Laser	755 nm	7 – 50 J/cm ²	Adjustable 0.4 – 300 ms	Contact mfr.	
DEKA						
MiniSilk FT	Pulsed Light System	500 nm, 520 nm, 550 nm; 600 nm; 650 nm Filter	2 – 2.5 J/cm ²	3 – 8 ms (1-3 pulses)	Contact mfr.	Interchangeable snap-on filters; integrated skin contact cooling; lamp water cooling; transportable. 3.1 cm ² or 6.2 cm ² spot area available. IR filter available for increased skin tightening.
Synchro REPLAY	Multi-Functional Platform	755 nm Alexandrite / 1064 nm Nd:YAG / IPL: 500 nm; 520 nm; 550 nm; 600 nm; 650 nm	63.5 J (max) – 125 W (max) / LP: 120 J - 180 W (max); SP: 120 J (max) / 160 J (max) energy per pulse	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	Contact mfr.	Alex emission: 5 Hz and high power (125 W) system. Nd:YAG laser module: 180 W with up to 27,000 W pulse peak power; three delivery pulse designs and adjustment feature for Alexandrite and Nd:YAG. Twelve application handpieces up to 24 mm. Auto Spot Size Recognition System. Top hat technology; contact cooling or optional external cooling connections; patient database and protocols; IPL: five filters (optional) with enhanced vascular capabilities; 500 G. No disposables.
Synchro FT	Multi-Functional Platform	1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm; 600 nm; 650 nm	700 J/cm ² (max) SP and LP / 160 J (max) energy per pulse	From 0.8 – 10 ms SP; from 2 – 30 ms LP (1-3 pulses) / From 3 – 8 ms	\$55,990	Five application-specific handpieces. Top hat technology and Auto Spot Size Recognition System; contact cooling or optional external cooling connections; delivery pulse settings available; patient database and protocols. IPL: five optional filters, 30,000 shots guaranteed. No disposables.
Motus AX	High Frequency Alexandrite Laser	755 nm	Up to 30 J	From 2 – 50 ms (single pulse); from 4 – 80 ms (Twin pulse)	Contact mfr.	Transportable device, integrated Peltier skin contact cooling, 20 mm spot area available with up to 10 Hz rep. rate. Proprietary new Mòvèo technology functionality for painless and smokless hair removal.
Motus AY	High Frequency Alexandrite / Nd:YAG Laser	755 nm / 1064 nm	Up to 30 J / up to 60 J	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	Contact mfr.	Transportable device, integrated Peltier skin contact cooling. Up to 20 mm spot area with up to 10 Hz rep. rate on both Nd:YAG and Alex wavelengths. Proprietary new Mòvèo technology functionality for painless and smokless hair removal. Additional standard handpiece for vascular, skin rejuvenation and other dermatology indications.
LUXEA	Multifunctional Platform	Lilac; Ruber; Sparks; Vivid	6.2 cm ² interchangeable filters: 550 nm, 600 nm and 650 – 1200 nm. 8.3 cm ² integrated 550 – 1200 nm filter. 1064 nm Nd:YAG Laser: 2.5 mm/4 mm/6 mm/10 mm spot sizes. 808 nm Diode Laser: 10x13 mm spot size.	Single pulse: from 3 – 50 ms; from 8 – 50 ms; 6 – 30 ms; 15 – 200 ms.	Contact mfr.	Flexible multifunctional platform; several handpieces with integrated peltier skin contact cooling. Different filter solutions for different hair removal needs (shot by shot, IPL, laser, etc.). Up to 10 Hz rep rate available on laser wavelengths. Additional standard handpiece for other applications like vascular, skin rejuvenation and other dermatology indications. Contact cooling and delivery pulse settings available; up to 120,000 shots guaranteed IPL. No disposables.
Fotona						
SP Dynamis	Nd:YAG / Er:YAG	1064 nm	Up to 600 J/cm ²	0.1 – 1.6 ms	Contact mfr.	S-11: Nd:YAG scanner: 42 cm ² Tx area. Nd:YAG handpieces: 2 - 20 mm spot sizes.
XP MAX	Nd:YAG	1064 nm	Up to 600 J/cm ²	0.1 – 1.6 ms	Contact mfr.	Same as above.
QX MAX	Nd:YAG Q-Switched / Long Pulse	1064 nm, 532 nm, 585 nm, 650 nm	Up to 160 J/cm ²	250 μs	Contact mfr.	Handpieces: 2 - 8 mm spot sizes.
StarWalker MaQX	Nd:YAG Q-Switch Pico / Nano	523 nm, 585 nm, 650 nm, 1064 nm	Up to 300 J/cm ²	580 ps, 0.6 – 50 ms, 5 ns / Hybrid Pico in Nano, Fractional	Contact mfr.	R28, R29, R58, R585, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.
TimeWalker	Nd:YAG	1064 nm	5 – 75 J/cm ²	0.6 – 2 ms	Contact mfr.	R33T and R30Y.

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

Hair Removal Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Lasering USA						
Velure S800	HP Diode	808 nm	10 – 600 J/cm ²	10 – 1000 ms	Rent at \$1,095/month	8 mm and 12 mm spot size handpieces.
Rohrer Aesthetics, LLC						
Spectrum	Diode Laser	810 nm	N/A	Adjustable up to 400 ms	\$57,495 (fully loaded) \$29,995 (with single handpiece)	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.
EpiLaze	Alexandrite, 810 nm, Long Pulsed YAG	755 nm, 810 nm, 1064 nm	5 – 100 J/cm ²	Adjustable from 5 ms up to 400 ms	\$44,995	
Saratoga Aesthetics						
CHEVEUX by SWOT	Diode Laser	810 nm	1 – 120 J/cm ²	30, 60, 100, 200, 400 ms	\$34,500	Nd:YAG handpiece.
NutraLight IPL by Focus Medical	IPL	510 – 1200 nm	35 J/cm ²	1 – 250 ms	Contact supplier	

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

Product Profiles



LASEmaR1500

The LASEmaR1500 is a solid-state diode laser which is ideal for any aesthetic, plastic surgery, gynecology and/or endovenous surgery practice. Preloaded with all the necessary software you will need for facial rejuvenation, laser lipolysis, non-ablative skin resurfacing, vascular surgery, skin tightening, vaginal rejuvenation, granuloma treatments, general surgery and pain management. Absolutely portable, it comes with a smart trolley. Get the LASEmaR1500 by EUFOTON for your practice when you want the most for your laser investment.

EUFOTON Medical Lasers (from Saratoga Aesthetics): 888-785-7546 or visit <http://www.saratogaesthetics.com/eufoton/1470/>



AnteAGE MD Brightening Solution

AnteAGE MD® Brightening Solution effectively evens skin tone. Optimize the results of your radiofrequency or microneedling treatments when you add the regenerative power of stem cell growth factors. Combining stem cell growth factors with tranexamic acid, N-acetyl glucosamine and melanostatin, Brightening Solution fades discoloration and encourages an even skin tone while giving you the benefits of Collagen Induction Therapy (CIT). This is the first of its kind to safely block pigment formation at the cellular level, from multiple pathways, and without the irritating effects of more traditional brightening actives.



Thermage FLX

The Thermage® FLX Radiofrequency system is the latest technology from Solta Medical. It enables you to help smooth, tighten and contour the face, eyes and body in a single treatment with little to no downtime. With over 2 million treatments performed worldwide, Thermage is a pioneer and global leader in non-invasive skin tightening. Please see important safety information at www.thermage.com/hcp.

Solta Medical: 877-782-2286 or visit www.solta.com

AnteAGE MD: 877-350-6350 or visit anteage.com

Body Shaping Technologies Comparison Chart

Supplier	Device	Energy Source	Mechanism of Action	Regulatory Status (Europe and USA)	Price
Apyx Medical	Renuvion Cosmetic Technology	Helium Plasma / RF Energy	Unique helium plasma and proprietary RF technology allows for precisely-controlled delivery of heat to tissue that is not reliant on bulk heating. Rapid heating with near-instantaneous cooling allows for immediate tissue contraction and faster procedure times.	CE cleared. FDA cleared.	Contact mfr.
BTL	Vanquish ME	Selective Radiofrequency	Proprietary Selective Field RF with broad field applicator delivering uniform energy for circumferential reduction of the abdomen.	CE cleared. FDA cleared.	Contact mfr.
	Exilis Ultra	Focused RF and Ultrasound	Simultaneous delivery of focused RF and ultrasound energy with variable surface cooling delivers precise volumetric heating of tissue for wrinkles, laxity, cellulite and body contouring. Exilis patented applicators deliver maximum thermal effect without costly consumables.	CE cleared. FDA cleared.	Contact mfr.
	EMTONE	Combination RF and Targeted Pressure Energy	Simultaneous delivery of monopolar RF and Targeted Pressure Energy to non-invasively treat all major contributing factors to cellulite. The simultaneous effect of this combined energy results in disruption of old structures followed by the synthesis of new healthy ones leading to a thickening of the dermis, relaxation of connective septae and increase of elasticity.	FDA clearance 510k for the following is intended to provide a temporary reduction in the appearance of cellulite and heating for the purpose of elevating tissue temperature for medical conditions such as temporary relief of pain, muscle spasms, and increase in local circulation.	Contact mfr.
	EMSCULPT	HIFEM	Supra maximal muscle contractions	Cleared for strengthening, firming and toning of the abdomen, arms, buttocks, thighs and calves.	Contact mfr.
Cutera	truSculpt iD	Monopolar RF	Proprietary, low frequency and uniform delivery technology penetrates deep to treat the entire fat layer from skin to muscle to create selective apoptosis of the subcutaneous adipose tissue.	FDA Cleared, CE Mark, Health Canada.	Contact mfr.
	truSculpt flex	Direct Bio-Electrical Muscle Stimulation	Multi-Directional Stimulation (MDS) deploys a unique method of electrical muscle stimulation to target specific muscle groups using three different treatment mode options to strengthen, tone, and firm the abdomen, glutes, and thighs.	FDA Cleared, CE Mark.	Contact mfr.
Cynosure	SculpSure	1060 nm Diode Laser	Using controlled energy modulation, SculpSure body contouring safely targets adipose tissue with minimal absorption in the dermis, leaving the skin's surface unharmed. Throughout the treatment, contact cooling is used to help provide the ideal depth of penetration for adipose tissue and cool the skin's surface for added safety and patient comfort.	FDA cleared for non-invasive lipolysis and CE marked in Europe.	Contact mfr.
	Smartlipo Triplex	Nd:YAG	This flexible system offers 1064 nm, 1320 nm and 1440 nm wavelengths, which can be used in single or blended mode. By customizing the wavelengths based on the treatment and patient type, Smartlipo Triplex offers: tissue retraction through soft tissue coagulation; reliable, controlled energy delivery; reduced liposuction procedure time and patient downtime; less bleeding and bruising than traditional liposuction.	The Smartlipo Triplex laser is indicated for laser-assisted lipolysis. It is also indicated for the coagulation of soft tissues. CE marked in Europe.	Contact mfr.
DEKA	SmartLipo 6 SmartLipo 10 SmartLipo 18	1064 nm Nd:YAG Laser	Lipolysis technology with more than 15 years of experience on patients. 6 W, 10 W and 18 W versions. Customized μ Pulsed Nd:YAG wavelength providing physiological contractions and elimination of the fat with no inflammatory effects. Controlled photomechanical effects, photo-coagulative action and a photo-stimulative course for immediate skin tightening due to flexible pulse design.	CE cleared. FDA cleared.	Contact mfr.
Fotona	SP Dynamis	Nd:YAG 1064 nm, Er:YAG 2940 nm	Laser assisted lipolysis, treatment of wrinkles; Photothermal - heat generated by laser light.	CE cleared. FDA cleared.	Contact mfr.
	XP-2 Focus	Nd:YAG 1064 nm	Same as above.	CE cleared. FDA cleared.	Contact mfr.
	XP Dynamis	Nd:YAG 1064 nm	Same as above.	CE cleared. FDA cleared.	Contact mfr.
	SP Spectro XP Spectro	Nd:YAG 1064 nm, Er:YAG 2940 nm Nd:YAG 1064 nm	Same as above. Same as above.	CE cleared. FDA cleared. CE cleared. FDA cleared.	Contact mfr. Contact mfr.
MedixSysteme AG	SPASHAPE	Fractional Focal Ultrasound and 685 nm Laser	Patented, clinically proven fractional focal ultrasound combined with 685 nm cold laser for biostimulation. Pulsed focal energy disrupts fat cell membranes while laser biostimulates immediate drainage.	CE cleared.	Contact mfr.
	ULTRACONTOUR – U.LIFT	High Focalized Ultrasound plus UMD multi-sequential drainage	HFU combined with 18 probe UMD for ultrasonic lymph drainage. Pulsed focal energy disrupts fat cell membranes. Multi-sequential ultrasonic drainage stimulates lymph process. U.LIFT is a focal ultrasound probe to treat cellulite.	CE cleared.	Contact mfr.
	SygmaLift	High Focalized Ultrasound plus UMD multi-sequential drainage, HFU, Tri-Fractional Ultrasound, 635 nm Laser	HFU remodels facial harmony by reducing fat volume in chin and jaw lines, tri-fractional and LLLT smooth crows' feet, nasolabial folds and enhance skin glow.	CE cleared.	Contact mfr.

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

Supplier	Device	Energy Source	Mechanism of Action	Regulatory Status (Europe and USA)	Price
MedixSysteme AG - continued	S.Shape	HIFU, Fractionated Ultrasound combined with 685 nm Cold Laser UMD and Focal Ultrasound	Pulsed focal energy disrupts fat cell membranes while laser biostimulates immediate drainage. Sonodynamic Therapy (Thermal & Mechanical)	CE cleared.	Contact mfr.
	ULTRA CONTOUR NG			CE cleared and FDA Acknowledge 510K	Contact mfr.
Saratoga Aesthetics	Skin Shape by Active Optical	RF	RF energy	CE & FDA registered.	Contact supplier
Solta Medical	Thermage FLX	Radiofrequency	Patented RF energy penetrates deep into the dermis and subcutaneous tissue to tighten skin. Thermage FLX can be used to tighten skin on the eyelids, face and body. Please see Important safety information at www.thermage.com/hcp . Ultrasonic energy selectively emulsifies fatty tissue through acoustic streaming, while preserving nerves, blood vessels, collagen and fat cell viability. Emulsified fat is removed via specially designed, atraumatic, suction cannulas. Please see Important safety information at www.vaser.com/hcp .	FDA cleared.	Contact mfr.
	VASERlipo	Ultrasound		FDA cleared.	Contact mfr.
Zimmer MedizinSystems	ZWave	Electromagnetic Ballistic Radial Pulse	Mechanical impact: radial pulse technology temporarily reduces the appearance of cellulite. Electromagnetic generator creates ballistic force that is transferred to the applicator. Pulsed radial wave therapy is delivered to the treatment area for cellulite Tx and enhanced body shaping.	CE cleared. FDA cleared.	Contact mfr.

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

Product Profiles



C&E Advanced

PCA SKIN's C&E Advanced features an industry-leading formula that delivers four times more vitamin C into the skin than the leading competitor. Its 20% L-ascorbic acid, 5% tocopherol and 1% each hexylresorcinol and silymarin, all in an anhydrous formulation, make it the most advanced antioxidant corrective. New to PCA SKIN's C&E family, C&E Hand Renewal is uniquely formulated for the delicate skin of the hands, addressing dark spots, lines and volume loss.

PCA SKIN: 877-PCA-SKIN (722-7546) or visit www.pcaskinpro.com



ADVATx

ADVATx is a solid-state, dual wavelength, 589 nm / 1319 nm laser with 16 FDA-cleared indications for everything from vascular and pigmented lesions, to scars, acne and wrinkle reduction. Delivering yellow light without the need for costly and toxic pulse dye kits has long been considered the holy grail of vascular lasers. The ADVATx laser exceeds this, providing versatility, clinical efficacy with no downtime for the patient and a simple to use interface, without the need for consumables.



Renuva

Renuva is an off-the-shelf alternative to autologous fat transfer. It is used to restore volume in the face, hands and body in a short, in-office procedure. The adipose allograft is processed to preserve the extracellular matrix containing collagens, proteins and growth factors found in adipose tissue. The resulting matrix serves as a framework to support the cellular repopulation and vascularization at the site of injection. Renuva is to be used where fat naturally exists.

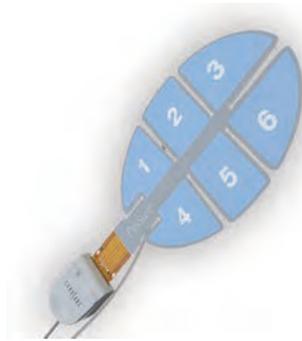
MTF Biologics: 800-946-9008 or visit www.mtfbiologics.org

Advalight: 888-354-5551 or visit www.advalight.com



Vivace Microneedle RF

The Vivace® Microneedle RF device is the newest generation of radiofrequency microneedling and is FDA-cleared for your safety. This minimally invasive treatment stimulates the natural production of collagen and is shown to be effective in alleviating facial wrinkles, fine lines and tightening and toning the face and neck. 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®.



FlexSure

Introducing FlexSure™, a revolutionary technology that provides flexible, hands-free, non-invasive RF treatments. A peel and stick wrappable applicator curves and conforms to the treatment area, providing a hands-free RF treatment in only 15 minutes. The FlexSure applicator provides customizable treatments with multiple applicator sizes and six zones that can be adjusted during the treatment. Treatments are comfortable, with no downtime and can be done on any skin type, any time of year with no BMI restrictions!

Cynosure: 978-256-4200 or visit www.cynosure.com

Rejuvagen NXT

The Rejuvagen NXT® is an FDA cleared, medical microneedling device from Refine USA. Its advanced technology has raised the bar for microneedling devices with 9-speed settings, a precise infinite dial, patent-pending ISO Seal and digital motor. The Rejuvagen NXT is made in the U.S. and offers the flexibility to customize each patient's treatment to produce consistent clinical results.



Refine USA, LLC: 866-590-5533 or visit www.refineusa.com

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

PiXeI8-RF

The PiXeI8-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 PiXeI8-RF can be placed in your office for \$39,995.



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

Z Wave^Q

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



QuadraLASE CO₂ Repair Service

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



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

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

Product Profiles



Advice Media

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or visit www.AdviceMedia.com



Dynamis

Fotona leads the aesthetic industry with laser systems that perform all major aesthetic treatments. By combining two complementary wavelengths, the Fotona Dynamis laser is a highly versatile, multi-purpose system that can perform an exceptionally wide range of treatments with only one device. Key treatments include, but are not limited to, Fotona4D® non-invasive laser facelifting, TightSculpting body contouring, acne and acne scar revision, pigmented lesions, vascular lesions, onychomycosis, permanent hair removal and NightLase® non-invasive snoring treatment.

Fotona: 972-598-9000 or visit fotona.com/us

Renuvion

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



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



SmartXide Tetra

The new SmartXide Tetra with Coolpeel™ featuring DEKA's proprietary PSD® Technology, provides different pulse shapes for specific needs. SPRAY mode allows for complete elimination of post laser demarcation lines. The Coolpeel delivers a fully-ablative treatment without damaging surrounding tissue or downtime with impressive superficial skin resurfacing results, providing physicians the ability to tailor treatments for all patients.

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



FotoFinder ATBM Master

FotoFinder ATBM Master reinvents Automated Total Body Photography as Total Body Dermoscopy. The high-resolution camera with the Polflash XE captures cross polarized total body photos in RAW image format allowing the physician to see dermoscopy structures already on global view photos. FotoFinder's Mosaic View presents all detected lesions on a single screen for quick identification of "ugly ducklings" or new moles. The AI powered Bodyscan and Moleanalyzer Pro serve as second opinion for skin lesions, making it one of the most advanced mole mapping systems available. The Aesthetics software module with Proposer and UVscan make it a versatile automated imaging system for any medical and aesthetic practice.

FotoFinder: 888-501-0805
or visit www.fotofinder-systems.com



truSculpt flex

truSculpt® flex is a muscle sculpting device that offers personalized treatments based on patient's fitness level, shape and goals. With multi-directional stimulation (MDS), truSculpt flex deploys a unique method of electrical muscle stimulation to target specific muscle groups using three treatment mode options, covering the largest treatment area in the body sculpting industry. Direct energy delivery achieves deep muscle contractions via a proprietary handpiece design with truGel to optimize results and increase practice revenue.

Cutera: 415-657-5000 or visit www.cutera.com

Product Profiles

BodyTone

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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. Rent at \$1,575 per month.



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

Primelase

Primelase is a fast, powerful and effective diode laser hair removal device. Its unique combination of 810 nm, 940 nm and 1060 nm wavelengths in the BLEND handpiece guarantee safe treatments in all skin types, including tanned skin without compromising effectiveness. Large spot sizes and unparalleled speed reduce the time needed for treatments to just minutes, while sapphire contact cooling ensures protection and comfort. Primelase's low introductory price in the U.S. market ensures profitability from day one.



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

Cocoon Medical USA: 833-266-4247 or visit www.cocoonmedical.com/en-us

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

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CoolTone[™] on her abdomen.

Results may vary.

The safety and efficacy of CoolSculpting[®] and CoolTone[™] in combination have not been evaluated by the FDA.

CoolSculpting[®] Indications

The CoolSculpting[®] procedure is FDA-cleared for the treatment of visible fat bulges in the thigh, abdomen and flank, along with bra fat, back fat, underneath the buttocks (also known as banana roll), and upper arm in patients with a Body Mass Index (BMI) of ≤ 30 and in submental and submandibular areas in patients with a BMI of ≤ 46.2 . It is also FDA-cleared to affect the appearance of lax tissue with submental area treatments.

CoolSculpting[®] Important Safety Information

CoolSculpting[®] is contraindicated in patients with cryoglobulinemia, cold agglutinin disease, or paroxysmal cold hemoglobinuria.

Ask your patient about any medical conditions including recent surgery, pre-existing hernia, and any known sensitivities or allergies.

During the procedure patients may experience sensations of pulling, tugging, mild pinching, intense cold, tingling, stinging, aching, and cramping at the treatment site. These sensations subside as the area becomes numb. Following the procedure, typical side effects include temporary redness, swelling, blanching, bruising, firmness, tingling, stinging, tenderness, cramping, aching, itching, or skin sensitivity, and sensation of fullness in the back of the throat after submental or submandibular area treatment.

Rare side effects may also occur. Paradoxical hyperplasia (visibly enlarged tissue volume in the treated area) may develop 2-5 months after treatment and requires surgical intervention for correction.

As with any medical procedure, a consultation should be done by a licensed healthcare professional to determine if the patient is a candidate for treatment. Consult the CoolSculpting[®] System User Manual for a complete list of Contraindications, Warnings, Precautions, and potential side effects. Treatment applications that deviate from the guidelines are not recommended.

CoolTone[™] Indications

The CoolTone[™] device is indicated for improvement of abdominal tone, strengthening of the abdominal muscles, and development for firmer abdomen. CoolTone[™] is also indicated for strengthening, toning, and firming of buttocks and thighs.

CoolTone[™] Important Safety Information

CoolTone[™] treatment is contraindicated in placing the active applicator over metal, electrical, or electronic implants/devices in the treatment area like cardiac pacemakers, cochlear implants, intrathecal pumps, implanted defibrillators, implanted neurostimulators, drug pumps, or hearing aids.

CoolTone[™] is also contraindicated in placing the active applicator over menstruating uterus, over areas of the skin that lack normal sensation, and in patients with fever, malignant tumor, hemorrhagic conditions, epilepsy, recent surgical procedure, pulmonary insufficiency, or pregnancy.

CoolTone[™] should be used with caution in patients with Graves' disease, active bleeding disorders, or seizure disorders.

Women who are close to menstruation may find that it comes sooner, or cramping is increased or intensified with CoolTone[™] treatments, therefore, it is recommended to not undergo treatment during this time of the month.

CoolTone[™] should not be used in the heart or head areas, areas of growth plate, over the carotid sinus nerves, or over the neck or mouth. CoolTone[™] should not be applied over swollen, infected, inflamed areas or skin eruptions. Caution should be used for patients with suspected or diagnosed heart problems.

Ensure that persons with pacemakers are not present in vicinity of the device during treatment.

Common adverse effects may include, but may not be limited to muscular pain, temporary muscle spasm, temporary joint or tendon pain, and local erythema or skin redness.

Consult the CoolTone[™] User Manual for a complete list of Contraindications, Warnings, Precautions, and potential side effects. Treatment applications that deviate from the guidelines are not recommended.

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