



THE AESTHETIC GUIDE

The Future of Skincare Lies in Personalized Therapies page 3

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Novel Formulations and Genetic Testing Support Customized Skincare Protocols

skincare
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By Jeffrey Frentzen, Contributing Editor

Following the cue of the medical arena as a whole, the medical aesthetic and dermatology fields are inexorably turning towards progressive, all-inclusive therapies. This approach combines various integrative clinical techniques that address the patient's complete well-being, including adjunctive skincare regimens.

The use of topical products can boost the clinical results derived from surgery, energy-based therapies and minimally invasive facial treatments (neurotoxins, dermal fillers and thread lifting). While this approach will remain in the near future, the way in which practitioners design personalized skincare solutions will be a part of what is shaping up to be a total transformation of medicine.

"Genetic, hormonal, nutritional and other medical profiles drive highly personalized integrative care," stated Jennifer Pearlman, M.D., medical director at PearlMD Rejuvenation in Toronto, Ontario, Canada.

"We are doing mixed panels on our patients. In that setting, it is considered concierge women's health. We refer to this approach as precision skincare that goes to a different level. Your eyes can only see so much, so we use science to deliver the ultimate in personalized skincare."

Staying up-to-date on the latest medical and scientific approaches to anti-aging, as

well as topical formulations and ingredients; and how those products interface with multi-tiered, customized therapies, is essential to navigating the evolving landscape of aesthetic medicine.

"The practice of mixing and matching therapies has been growing, but these approaches often receive very mixed reviews from both physicians and patients because we are in an age of instant gratification," expressed Doris Day, M.D., a dermatologist in New York City, N.Y.

"Topicals, however, are for everybody," she continued. "The use of topicals is very powerful and we give a regimen to every patient who comes through here. Also, I will combine them with facial fillers or threads, sometimes over time and sometimes during the same session."

Professional skincare has progressed remarkably from old-style, simple moisturizers to increasingly sophisticated molecules and actives, noted William Philip Werschler, M.D., a dermatologist and assistant clinical professor of medicine / dermatology, at the University of Washington School of Medicine in Seattle, Wash.

"We've seen a genuine improvement in the quality of formulas over time, and there has been a definite genesis and evolution of new ingredients within skincare lines," he said.



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My Skin Track pH wearable sensor and companion app by L'Oréal measures personal skin pH levels and creates customized product regimens.

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"If you go back to the 1990s, you had the alpha hydroxy acids and beta hydroxy / salicylic acids, which were all the rage. Then companies started working with peptides and formulations for moisturization and hydration. After some time, scientists started dabbling in growth factor formulations and more recently human growth factors, followed by plant-derived stem cell products. There are now a lot of new products based on platelet-rich plasma (PRP) and even newer approaches that are part of the emerging wave of regenerative aesthetics," Dr. Werschler elaborated.

Subsequently, the latest breakthroughs in skincare science have little to do with introducing new molecules, Dr. Werschler added. "It is now a combination of existing technology and new technology, such as PRP and stem cells that are biologic in nature, and how those are being applied topically," he said.

"For instance, we see more mixing of PRP and hyaluronic acid (HA), as well as with long-term fillers like Sculptra, Radiesse or Bellafill. Most commonly, we're doing a 50-50 mix because no one really knows the

best concentration. Some feel that they will obtain better stimulation of growth factors in the skin when they deliver these materials using a penetration enhancer, such as microneedling. These types of approaches are the next big thing in skincare."

Since skincare developers are successfully integrating topicals with biologics, innovative delivery systems and newfangled medicine, the current crop of professional and OTC skincare lines are becoming more high-tech in nature.

Aside from creams and lotions that deliver protection, a handful of interesting new products have delved into innovative technologies.

For example, in the high-tech realm, in January, L'Oréal (Clichy, France) introduced a prototype of the My Skin Track pH wearable sensor and companion app that measures personal skin pH levels and creates customized product regimens. Based on the established scientific link between skin pH levels and common skin concerns, the small, thin, flexible sensor measures individual pH levels by catching tiny amounts of sweat from pores and providing a precise reading within 15 minutes.

Protection from sun damage and environmental aggressors remains at the top of the list for both physicians and scientists. As one of the more unique skincare products on the market, Drink UVO from Uvo (Irvine, Calif.), may represent a future direction for skincare products. This drinkable sunscreen contains vitamins and a proprietary blend of botanicals that reportedly protects the skin from UV rays for approximately three hours.

Allergan (Irvine, Calif.) released the SkinMedica® Lumivive™ System, an advanced skincare line that contains two corresponding serums: the Lumivive Day Damage Defense Serum, an antioxidant serum that guards skin from damaging environmental aggressors (blue light / HEV and air pollutants); and Lumivive Night Revitalize Repair Complex, which renews and detoxifies the skin while diminishing the appearance of environmental damage.



Patient with hyperpigmentation and some acne before and after a treatment protocol that included iS Clinical and Restorsea PRO skincare regimens, Prescriber's Choice acne creams, as well as dermaplaning and microneedling utilizing a compounded retinol.

Photos courtesy of William Philip Werschler, M.D.

In the more traditional skincare vein, many companies continue to rework existing molecules in novel ways, such as the recently launched Retinol 0.3 from SkinCeuticals (Dallas, Texas), which provides retinol (vitamin A) at lower concentrations for people with sensitive skin. This is a prime example of a formulation that utilizes a long-standing skincare ingredient in a new and useful manner. The product's formulation also contains a blend of bisabolol and boswellia serrata extract.

Apart from vitamin A, vitamin C is a favorite ingredient of topical product developers, and is a reliable antioxidant used in many formulations. The Professional-C™ serums by Obagi® Cosmeceuticals, LLC (Long Beach, Calif.) are available in three different concentrations of L-ascorbic acid: 10% for dry and sensitive skin types, 15% for normal skin types and 20% for oily skin types.

In the never-ending fight against acne, the recently released Epionce Purifying Spot Gel from Episciences, Inc. (Boise, Idaho), utilizes a novel combination of ingredients, including sulfur, antibacterial and anti-inflammatory resorcinol monoacetate for clearing pores and azelaic acid, which helps to increase the skin's natural exfoliating process.

In addition, the company's Intense Defense Serum hydrates by increasing free fatty acid levels in the skin and reducing water loss, but also helps encourage the production of collagen and lightens skin. Ingredients include niacinamide, sodium hyaluronate and oil-soluble tetrahexyldecyl ascorbate.

A novel formulation that has gained traction among many practitioners is DefenAge's Clinical Power Trio from Progenitor Biologics, LLC (Carlsbad, Calif.). These products utilize defensins, a unique peptide technology that



Patient with acne before and after six days of using Epionce Purifying Spot Gel.
Photos courtesy of Episciences, Inc.



Before and after eight weeks of using Epionce Intense Defense Serum.
Photos courtesy of Episciences, Inc.

stimulates LGR6 stem cells to signal production of new basal stem cells and new keratinocytes, improving the appearance of aging skin. This skincare system provides the advantages of retinols combined with growth factors that are commonly found in cosmeceuticals, but without irritation or inflammation.

Cosmeceuticals are topical products that claim to rejuvenate the skin, and imitate the effects of facial peels, injectables and other mostly aesthetic treatments. While the word

"There are now a lot of new products based on platelet-rich plasma and even newer approaches that are part of the emerging wave of regenerative aesthetics."

cosmeceutical is nothing more than a marketing term, some products encompassed by this category can impart beneficial effects, according to Jason Emer, M.D., a dermatologic surgeon in Beverly Hills, Calif.

"There are a ton of cosmeceutical companies out there, but no real clinical trials backing them up," he began. "However, there is a lot of anecdotal information on how some products can decrease inflammation, which could be very good for addressing acne, eczema and rosacea. They might also be advantageous for people with sensitive skin that want alternatives to retinol and actives like glycolic or salicylic acid."

Among the cutting-edge skincare products that could benefit from additional commercialization and clinical studies, one that holds a vast amount of potential is cannabis oil, or hemp seed oil, which contains cannabidiol (CBD) and acts as an emollient to smooth rough cells on the skin's surface and offers moisturizing benefits. Unlike marijuana, which has psychoactive side effects, hemp seed oil is a common source of naturally anti-inflammatory cannabinoids.

"Consumers are using these products and loving them," Dr. Emer reported. "In my practice, we put some people to the test. They used it for a few nights in a row just around the face and they noticed softer skin, fewer fine lines, less puffiness and fewer dark circles. If consumers are saying that after just a few applications, then it is probably something that people are going to want."

Although several CBD-based topicals are on the market (mostly online), Dr. Emer stressed that patients have to be careful when they initially start using them because there is a high risk of allergic reaction, even if it is a good, high-quality product.

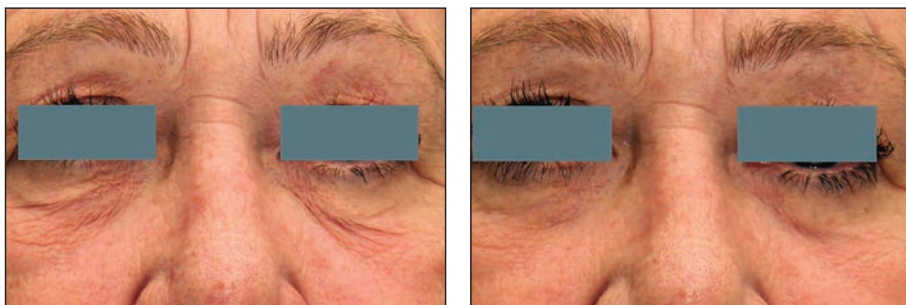
"A lot of the CBD is mixed with botanicals and even though people say it is organic and natural, there are a lot of people that contract allergies from botanical products," Dr. Emer elaborated. "Other inactive ingredients could cause problems, too."

Another area of commercial development revolves around the use of probiotics in skincare, which has flourished as scientists perform research on the skin's microbiome. Although research is in early phases, some products appear to act as antibiotics, while others claim to instigate healing processes without the need to create injury to the skin.

"Applying probiotics topically is still something of a mystery," noted Dr. Werschler. "The average person has a skin flora that is well established; that is your staph and strep and pityrosporum, plus all those bacteria that live under your skin, but basically provide a first line of defense. I don't think there is much noise in the market regarding what these topical probiotics do at this time. We don't really know much about them, yet."

Coming full circle back to personalized skincare, an emerging trend in precision bespoke treatments involves skincare therapies based in part on genetic information. While the commercialization of gene (or DNA)-based skincare seems fairly unorthodox, even in the world of aesthetics, genetic testing can be integrated into a physician's all-inclusive evaluation of patients, in order to derive the best overall solution to many conditions – medical, aesthetic and otherwise.

Dr. Pearlman is one of the most prominent developers of this brand of truly holistic assessment and therapy, in which she conducts genetic screenings of patients. "We look at vitamin A and metabolism, which can demonstrate or suggest deficiencies in a patient's ability to manage things like sun exposure,



Before and after two weeks of using DefenAge's Clinical Power Trio skincare.
Photos courtesy of K. Stouffer



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his or her increased risk of skin cancer and advanced aging of the skin," she reported.

Dr. Pearlman's evaluation looks at cellulose membranes and the skin barrier's effectiveness, among other things. "Your genetics are the first chapter in a very long book of life, but it is only one driver. Interpreting genetics and other factors is important for me when shaping a health plan for the skin," she said.

In addition, hormonal therapy (HT), which has been controversial in the past, is re-emerging as an important aspect of the personalized skincare trend. For instance, estrogen plays a large role in female skin health, with decreased estrogen levels resulting in reduced capillary blood flow to the skin.

"For women, hormones are a major determining factor regardless of genetics, nutritional status or their skin's aging," Dr. Pearlman pointed out. "The telltale sign of hormonal aging and estrogen loss in women is the occurrence of advanced perioral lines – a hallmark of low estrogen and other aspects of hormonal status."

With customized solutions emerging as the future of skincare science, it is important to determine what kind of combined aesthetic therapies will work well with procedures like facial fillers and energy-based treatments.

"Treatment approaches would vary with each patient, which could be a very different concept for many physicians," Dr. Emer maintained. "These are inventive combinations of modalities to quickly and effectively treat skin problems – holistic treatments that mix modalities, not one-off procedures."

There is not one combination treatment that works for everyone, Dr. Emer continued. "In



Before and eight weeks after one microneedling treatment plus the DefenAge 8-in-1 BioSerum applied three times.
Photos courtesy of Diane Duncan, M.D.

general, with skincare what people need – and this is based on clinical studies – is an antioxidant, typically vitamin C; a glycolic or alpha hydroxy acid; then at night, some sort of growth factor-based cream. With those you are hitting all levels of anti-aging. You want products that increase collagen production, and growth factors that basically reverse sun damage."

This type of customization is also internal, he added. "You can't really see it, but think of customized oral supplements designed to help people that are prone to diseases like diabetes, arthritis or skin cancer. These approaches are transforming medicine as we know it. It is time to get on the train to a better future in skincare and aesthetics."

"Treatment approaches would vary with each patient, which could be a very different concept for many physicians. These are inventive combinations of modalities to quickly and effectively treat skin problems."



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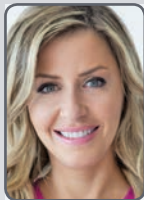
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PICO CARE

PICOCARE Provides Range of Aesthetic Treatment Solutions

By Serkan Ozturk, M.D.

Picosecond lasers have been introduced as a breakthrough technology in the aesthetic and dermatologic fields, touting many reported advantages over other systems. However, many physicians still ask: “Is the picosecond laser really better than the nanosecond laser in real-world applications?” While not everyone may agree, I use a picosecond system called PICOCARE from Wontech, Ltd., Co. (Daejeon, South Korea), and, based on my experience with both a nanosecond laser and a picosecond laser, my answer to this question is “yes”.

Picosecond lasers irradiate the laser energy with a pulse duration that is 10 times shorter than Q-switched (QS) lasers. In theory, picosecond lasers can provide more photomechanical effects to pigments and break them down into finer particles, resulting in better therapeutic results. In addition, less photothermal effects are delivered to the skin, resulting in a short amount of downtime and less damage to surrounding tissues.

When applied clinically, the improved photomechanical effects increase the efficiency of tattoo removal and pigment treatment, even with one-half or one-third of the energy used by QS lasers. And, while ten or more sessions with a QS laser were typically required for treatment of dermal pigmentation, such as nevus of Ota or tattoos, with PICOCARE the number of treatments is reduced, while still achieving observable results.

I am very satisfied with PICOCARE’s performance, but, more importantly, my patients also prefer PICOCARE because

the lower energy settings mean less procedural discomfort and pain.

Furthermore, one of the biggest challenges when treating tattoos and pigmentation with QS lasers is scarring and/or

post-inflammatory hyperpigmentation (PIH) after treatment. PICOCARE has demonstrated about 30% less scarring and incidence of PIH. And, even if PIH does occur, it disappears in a few weeks, which is another benefit of PICOCARE.

Today, I use PICOCARE not only for tattoo removal and pigmentation, but also for scar treatment, skin rejuvenation and melasma, as well as nail fungus and melanonychia treatment. Patient satisfaction and demand for these indications continue to increase at my clinic.



Tattoo before and after treatment with PICOCARE
Photos courtesy of Serkan Ozturk, M.D.



Tattoo before and after treatment with PICOCARE
Photos courtesy of Serkan Ozturk, M.D.



Instead of a standard handpiece, the HEXA MLA (micro lens array) is used to treat these indications. Consisting of multiple hexagonal focusing lenses, the energy intensity of each fractionated beam converges at the center of the beam, delivering stronger energy to the target.

Delivery of this high-intensity energy via the ultra-short pulse duration initiates a phenomenon called Laser Induced Optical Breakdown (LIOB) in the skin. The plasma generation induces cavitation beyond the simple photomechanical effect.

While preserving the stratum corneum and basal membrane, cavitations are created in the epidermis and/or dermis, a target of scar tissue or skin rejuvenation, to induce a wound healing process. Since this treatment method doesn't use photothermal effects, the downtime and side effects are greatly decreased, but the therapeutic effect is evident with one to three sessions.

I have observed excellent results when using PICO CARE HEXA MLA on various types of scars, old or new – most specifically atrophic scars, such as acne scars and newer traumatic scars.

Another great advantage of PICO CARE is that I can adjust the spot size from 3 mm to 10 mm depending on the size and section of the scar. In the case of scars with PIH, improvement of both the scar volume and the pigment was highly satisfactory.

In addition, skin rejuvenation using HEXA MLA stimulates new collagen production in the dermis without photothermal effects; thus, uneven skin texture, dull skin tone, enlarged pores, fine lines and wrinkles are all improved, with minimal downtime (a few hours to only a couple of days).

For melasma, I use HEXA MLA in low fluence and the results are very satisfactory. As we all know, melasma is a disease



Atrophic scars and PIH before and after treatment with PICO CARE
Photos courtesy of Serkan Ozturk, M.D.



Melasma before and after treatment with PICO CARE
Photos courtesy of Serkan Ozturk, M.D.

caused by multiple complex factors, such as epidermal barrier function, melanocyte, keratinocyte, dermal environment and vascular factors, so it is difficult to treat with just one energy-based device or pharmaceutical product. Considering these complexities and possible complications, if melasma is treated inadequately, the degree of improvement is not satisfactory. Even if it is treated successfully, the issue easily returns. And, worse yet, if the melasma is treated too intensely, the pathology can become exacerbated.

HEXA MLA delivers energy without damaging the basal membrane and removes pigments in the epidermis and/or dermis. The laser energy also stimulates neocollagenesis in the dermis, which helps improve the dermal environments.

In other words, the HEXA MLA provides the dual effect of safely and effectively eliminating the pigmentation and improving dermal environments – a cause of melasma.

Understanding the full capabilities of your device or technology is the most important part of any aesthetic or dermatologic treatment, but you must also consider the treatment process, safety and effectiveness when choosing the right device.

In tattoo removal, or the treatment of benign pigmented lesions, picosecond lasers use lower energy than nanosecond lasers and provide remarkable safety and therapeutic effects, even with fewer applications.

While picosecond lasers are still somewhat new to market, in my opinion, the therapeutic safety and efficacy of this technology can be trusted when the desired endpoints are definitively established.



Serkan Ozturk, M.D.

Dr. Ozturk is one of the pioneering founders of medical aesthetics at the Mayasante Beauty Center. He also works in the cosmetology and acupuncture units of Medicana International Ankara Hospital, and in the cosmetology unit of Kadıköy Şifa Hospital.

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DenaVe Improves Efficiency for Treatment of Vascular Lesions

By John Jesitus, Contributing Editor

With a patient-friendly 585 nm wavelength and no consumables, the DenaVe diode laser by Quanta System (Milan, Italy) provides cost-effective treatment of vascular lesions and more.

"I chose DenaVe because it offers a very effective and predictable wavelength for treating vascular lesions," said Nazanin Saedi, M.D., an associate professor of dermatology and director of laser surgery and cosmetic dermatology at Thomas Jefferson University in Philadelphia, Pa.



Nazanin Saedi, M.D.
Associate Professor of Dermatology
Director of Laser Surgery and
Cosmetic Dermatology
Thomas Jefferson University
Philadelphia, PA

According to Dr. Saedi, the device's 585 nm wavelength is more highly absorbed by hemoglobin than the traditional 595 nm pulsed dye laser (PDL) wavelength, which preferentially targets melanin. Energy absorbed by hemoglobin causes vessels to break down, and the body absorbs them over time.

Dr. Saedi also pointed out that with its solid-state fiberoptic delivery system, the DenaVe has the added benefit of no consumables. Conversely, she has to replace the \$5,000 dye pack in her PDL every six months.

And, while PDLs require up to 15 minutes to warm up, the DenaVe warms up in one to two minutes, and its solid-state construction makes it more dependable, Dr. Saedi expressed.

These features make it "an easy return on investment," she conveyed. "It is very efficient. There is no costly service contract or consumables, and the device itself costs less than other vascular devices."

Delivering the 585 nm diode laser via fiberoptic technology, the DenaVe uniquely provides a PDL-like wavelength in either continuous or pulsed modes. "And it is just as effective for treating rosacea, facial vessels, port-wine stains and cherry angiomas – all the vascular conditions that we treat in dermatology – as well as benign pigmented lesions," Dr. Saedi reported.

For rosacea or facial vessels, Dr. Saedi typically sets the device at 5 W with a 20 ms pulse. The device's large spot size (1.8 cm²)

allows users to treat larger surface areas relatively quickly. A full-face treatment takes less than ten minutes.

"DenaVe has EliteScan technology that allows you to control the pitch and tailor spot shape," Dr. Saedi continued. "You can finesse how close or far apart you want those treated spots to be. This allows you to customize treatment for each patient."

Treatment requires no anesthesia. To start, "We wipe down the skin before we treat the desired area to make sure there are no impurities on the skin's surface," Dr. Saedi shared. During the procedure, an integrated chiller is attached to the handpiece, which delivers forced cold air to protect the epidermis and make patients more comfortable.

After treatment, patients experience slight redness and swelling but no bruising because the efficiency with which hemoglobin absorbs the 585 nm energy minimizes collateral damage.

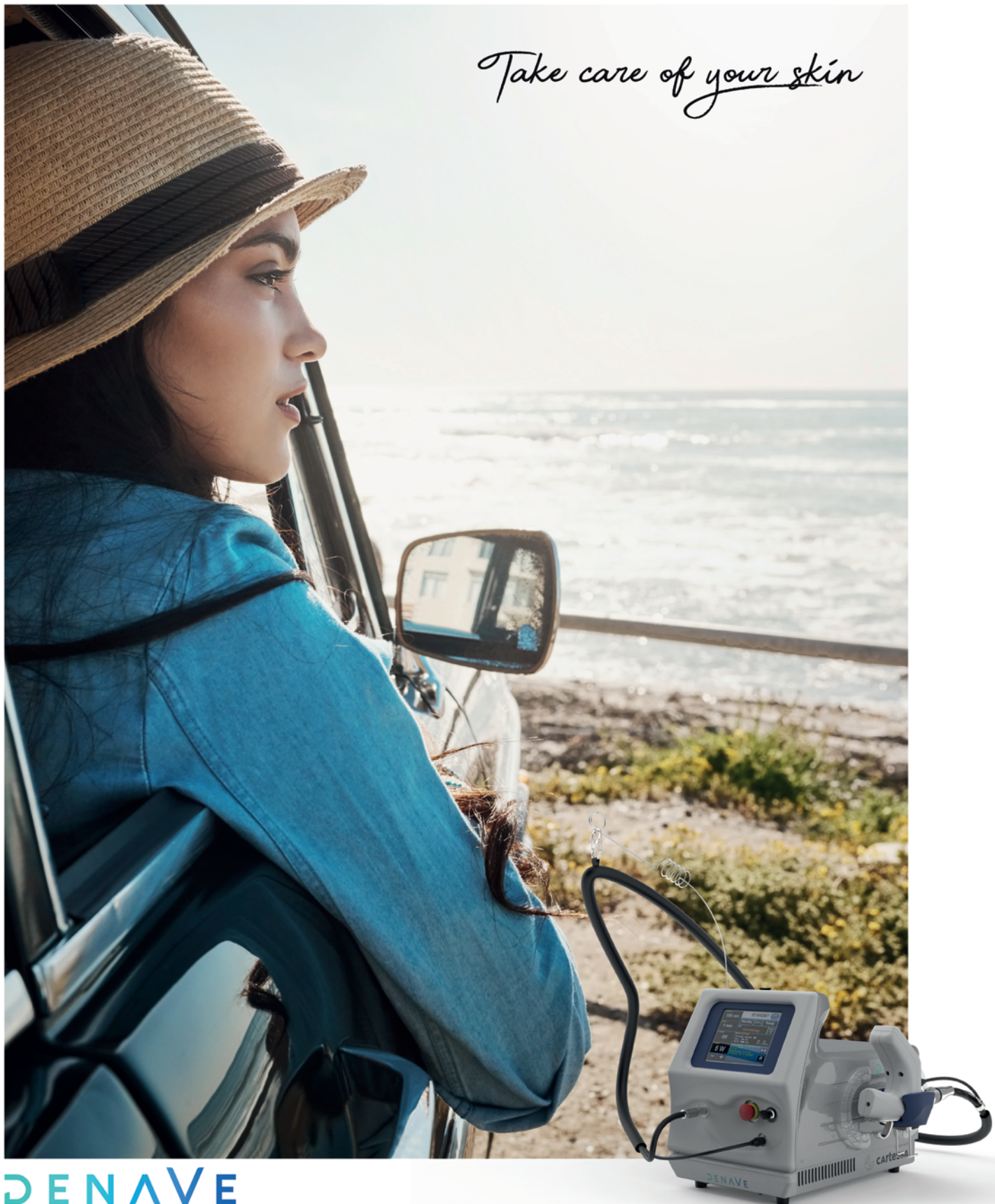
"Typically, patients do not have any downtime. This is important to my patients as they do not want to take unnecessary time out of their lives," Dr. Saedi noted. Patients typically undergo two to three treatments spaced one month apart.

In Dr. Saedi's experience, the DenaVe is "easy to use, delivers the results I am looking for and is better for my patients and my practice."



60-year-old male before and one month after one treatment with DenaVe
Photos courtesy of Quanta System

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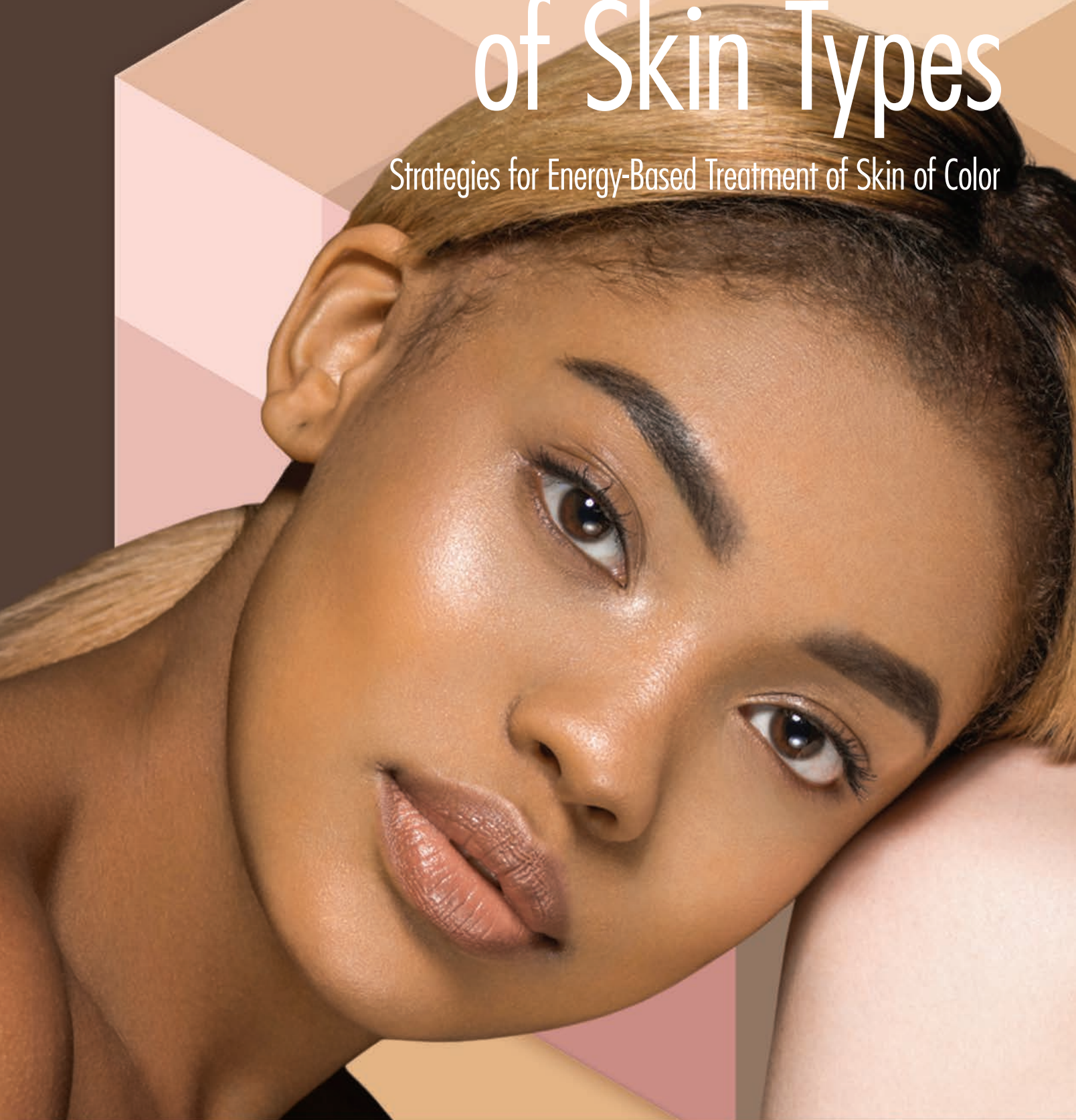
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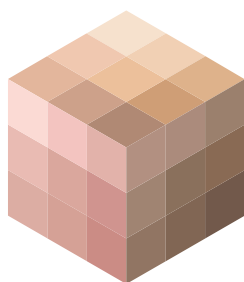
Strategies for Energy-Based Treatment of Skin of Color





By John Jesitus,
Contributing Editor

While energy-based aesthetic devices are constantly evolving and improving to satisfy consumer demand for nonsurgical therapies, not all patients are able to take advantage of what seems to be the ever-expanding menu of technological advancements. Patients with darker skin types request the same energy-based solutions everyone else does, but not all of these treatments suit all Fitzpatrick skin types. Therefore, it is up to the physician to choose – and use – technology wisely.



Vivian Bucay, M.D.
Dermatologist
San Antonio, TX



Jeanine B. Downie, M.D.
Director
image Dermatology P.C.
Montclair, NJ



Douglas Wu, M.D., Ph.D.
Dermatologist
San Diego, CA



S. Manjula Jegasothy, M.D.
Founder
Miami Skin Institute
Clinical Associate Professor
of Dermatology
University of Miami Miller
School of Medicine
Miami, FL

In 1995, Vivian Bucay, M.D., a dermatologist in San Antonio, Texas, began using the ablative CO₂ laser to treat acne scarring in patients with skin of color. "It can be done, but it is all about preparing the patient and setting expectations," she noted.

However, as soon as Dr. Bucay acquired a long pulsed 1064 nm Nd:YAG laser, which had been proven safe for laser hair removal in darker skin types, the dozens of African-American patients with pseudofolliculitis barbae (mainly police officers who had to shave daily) who sought treatment convinced her there was a significant unmet need for skin of color.

Today, patients with skin of color learn about the newest technologies online and assume they can have them all, but this is not always true, said Jeanine B. Downie, M.D., director of image Dermatology® P.C. in Montclair, N.J. "So, you have to guide them through the reality, as well as available options. Patients come to us to be the doctor. We don't ask them what we should do, instead we tell them what is possible."

Whether it is pigment busters, wrinkle smoothers or fat fighters, Dr. Downie's patients with skin of color are asking more questions than ever.

According to the *Skin of Color Society*, more than half of the U.S. population will have skin of color by 2050. The widely used Fitzpatrick skin type classification system includes six categories, based on the skin's appearance and reaction to sun exposure (Table 1).¹ Phototypes range from I (ivory white skin that burns easily) to VI (dark brown or black skin that tans easily without burning)."

As Douglas Wu, M.D., Ph.D., a dermatologist in San Diego, Calif., explained, Caucasians generally have phototype I (marked by red hair and fair skin) and II, Asians and Hispanics typically have types III and IV, Southeast Asians and Indians have type V and African-Americans have types V and VI.

Beyond what's visible

"As a society, everybody has skin of color to some degree," said Dr. Bucay. "We are such a mixed population now. When you look at somebody, you can't necessarily tell their ethnicity."

Many of Dr. Bucay's patients are Hispanic or Asian, with skin type IV, which responds unpredictably and pigments easily. In addition, Hispanic skin displays the broadest variety of skin tones because it can include Spanish ancestry mixed with any indigenous population of the Americas, she pointed out.

"If one is uncertain about a patient's skin type, I suggest inquiring about their background in a culturally

sensitive manner with questions like, "Was your mother dark skinned?" said S. Manjula Jegasothy, M.D., founder of the Miami Skin Institute and clinical associate professor of dermatology at the University of Miami Miller School of Medicine.

And, even if patients have fairer skin, Dr. Jegasothy suggests examining their palms. "If the creases are darker than their skin type, this means that they tend to tan more easily and may also be prone to hyperpigment more easily from certain laser procedures."

Similarly, Dr. Bucay asks patients how their skin heals after cuts, burns or bug bites. "If they get post-inflammatory hyperpigmentation, I need to proceed with caution," she said. A history of keloids also raises red flags.

"Ethnic skin types need to be treated in a very special way," said Dr. Wu, whose personal practice is around 40% Asian and Hispanic.² "While fair skin types mainly develop lines and wrinkles with age, patients with skin of color worry mainly about age-related pigmentary changes," he expressed. "So, when resurfacing or applying any laser to an Asian patient, or an ethnic patient in general, pigmentation needs to be the primary concern."

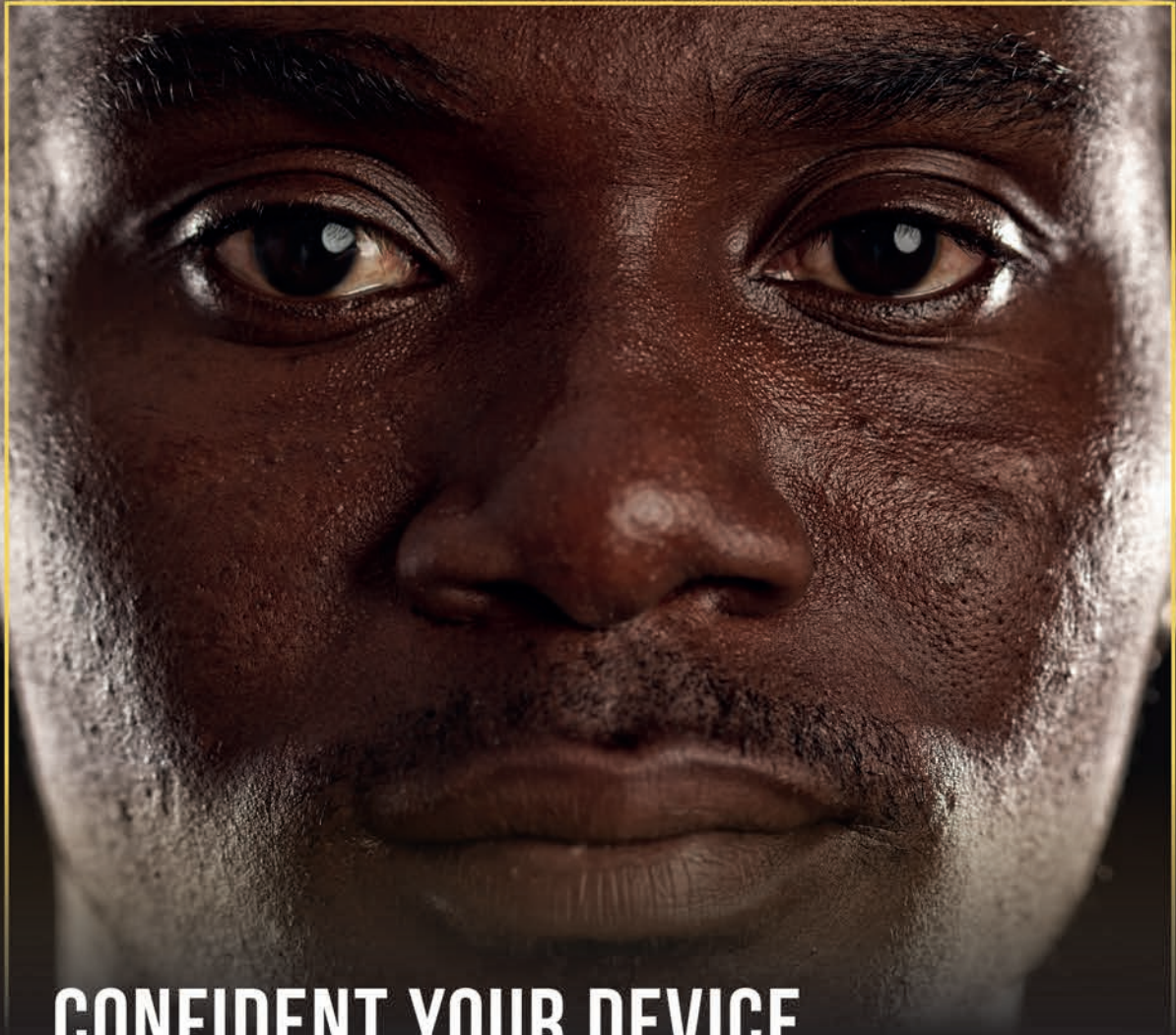
Notable technology

Nearly all lasers are capable of treating skin of color safely when used correctly, Dr. Wu indicated. "The key is to adjust the density and fluence so that they are appropriate for the skin type you are treating."

Table 1:
Fitzpatrick Skin Type and Ethnicity

Skin phototype	Ethnicity	Skin color (unexposed buttocks)	Sunburn/tanning characteristics
I	Caucasian	Ivory white	Burns easily, never tans
II	Caucasian	White	Burns easily, tans minimally with difficulty
III	Asian, Hispanic	White	Burns moderately, tans moderately and uniformly
IV	Asian, Hispanic	Beige-olive	Burns minimally, tans moderately and easily
V	Southeast Asian, Indian	Moderate brown	Rarely burns, tans profusely
VI	African-American	Dark brown or black	Never burns, tans profusely

¹ Adapted from Fitzpatrick's Dermatology in General Medicine, 5th ed.

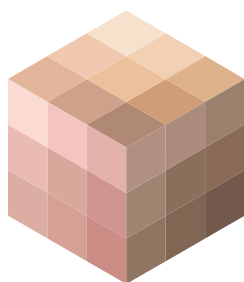


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Nevertheless, the two technologies that have emerged as largely appropriate for treating darker skin types are, broadly, fractionated lasers and picosecond lasers, Dr. Wu stated. The untreated skin that fractional lasers leave between microscopic columns of thermal injury facilitates healing while reducing side effects, he explained.

Commonly used non-ablative fractional wavelengths generally span the low infrared range: 1440 nm, 1540-1555 nm and 1927 nm. Ablative laser wavelengths, which can also be fractionated, include 2940 nm (Er:YAG) and 10,600 nm (CO₂). Less common are fractionated 1064 nm or frequency-doubled 532 nm Nd:YAG lasers and fractionated picosecond lasers, he said.

Additionally, the ultra-short picosecond pulses carry sufficient energy to destroy melanin while minimizing collateral damage to surrounding tissues.

With fractional lasers, Dr. Wu said that treating Asian patients generally requires cutting density in half. He also recommended maintaining or slightly reducing fluence, rather than gradually increasing it as one would with lighter-skinned patients. With these adjustments, skin of color typically requires more treatment sessions than lighter skin types for optimal results, he added.

In Dr. Wu's practice, commonly treated indications include discrete benign facial pigmentation – mainly solar lentigines, moles and freckles. "In this situation, spot lasers such as picosecond devices, can be used very effectively to remove these lesions in a very small number of treatments."

Practical applications

For removing tattoos, picosecond lasers have proven superior in all skin types, said Dr. Wu. While previous-generation nanosecond fractionated lasers had approximately a 20% risk of PIH or hypopigmentation, the risk for picosecond lasers is less than 5%, he reported.³

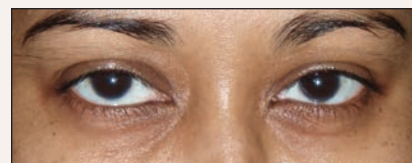
Still, Dr. Wu recommended reducing fluences to avoid hypopigmentation in darker skin. For example, he recently treated a 23-year-old African-American woman with a black tattoo using the 1064 nm PicoWay picosecond Nd:YAG laser from Candela (Wayland, Mass.), with a non-fractionated 5 mm spot size and 1.4 J/cm² fluence at 5 Hz. She underwent two treatments one month apart and minor residual hypopigmentation resolved completely after three months.



35-year-old Indian woman with melasma before and after four Clear + Brilliant Perm  a (Solta Medical) treatments
Photos courtesy of Douglas Wu, M.D., Ph.D.



61-year-old Vietnamese woman with solar lentigines before and after one combination treatment with fractionated and non-fractionated PicoWay (Candela)
Photos courtesy of Douglas Wu, M.D., Ph.D.



47-year-old Sri Lankan woman before and one month after low-dose erbium fractional laser for under-eye circles
Photos courtesy of S. Manjula Jegasothy, M.D.



23-year-old African American woman with black ink tattoo before and after two fractionated PicoWay (Candela) treatments spaced one month apart. Minor residual hypopigmentation resolved completely after three months follow up.
Photos courtesy of Douglas Wu, M.D., Ph.D.



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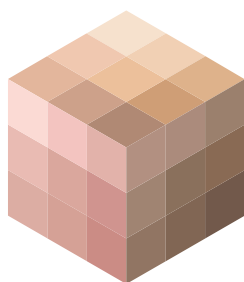
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For melasma, Dr. Bucay said energy-based treatments are absolutely her last resort. Lasers cannot alter the underlying genetic propensity toward melasma, she explained.

Dr. Bucay treats recalcitrant melasma very gently – usually with at least six Q-switched Nd:YAG sessions using the M22 laser from Lumenis (San Jose, Calif.), with a 6 mm spot and fluence of 1.6 J/cm². “I use very low fluences and these treatments go on for a while, because I do not want to traumatize the skin and cause hypopigmentation.”

Dr. Bucay’s most striking melasma case involved a darker-skinned Hispanic woman who had been previously treated at another practice with an unspecified laser that left hypopigmented squares surrounded by darkened outlines. Dr. Bucay began treating the patient with the Fraxel 1550 nm wavelength from Solta Medical (Hayward, Calif.) plus chemical peels.

“She was coming along, but we could only get so far. She always had a lighter spot in the middle, and we were trying to lighten up the surrounding area to match.”

Ultimately, Dr. Bucay added (off-label) oral tranexamic acid (250 mg twice daily for three to six months) to the patient’s regimen.⁴

Recently, Dr. Bucay has started applying a 5% tranexamic acid solution after radiofrequency (RF)-assisted microneedling performed with the Genius Intelligent RF Platform from Lutronic (Billerica, Mass.). She treats to an endpoint of pinpoint bleeding, then applies the solution, which patients keep using twice daily until they run out. “It accelerates results by 20% to 25% because of the enhanced penetration.”

For acne scarring, Dr. Downie often alternates the non-ablative Fraxel Restore (Solta) with INTRAcel RF-assisted microneedling from Perigee (Tracy, Calif.).

“Both devices act in different ways to deliver optimal treatment,” she explained. “Moderate scarring typically requires at least six treatments; severe scarring requires more. With the Fraxel Restore, Dr. Downie typically uses settings of 40 mJ/cm² and around 35% density, depending on skin type, whereas for Caucasian patients she gradually increases these levels over successive treatments. For skin type VI, she might use 20 mJ/cm² and 35% density.

For rosacea in Hispanic patients, Dr. Bucay commonly uses the excel V long-pulsed 1064 nm laser from Cutera (Brisbane, Calif.). “But we can also use the built-in 532 nm KTP wavelength to look for hemoglobin. The device has a cooling handpiece, and I have found treatment to be safe and very helpful in skin of color, whether we are treating vascular lesions or skin conditions,” she said.

Many dermatologists have abandoned laser hair removal because multitudinous spas and salons offer this service at cheap, commodity prices, Dr. Bucay noted. Moreover, early hair removal lasers could not distinguish between melanin in the skin versus the hair follicle, often resulting in PIH.

Currently, Dr. Bucay treats upper-lip hair in Hispanic women with the 1064 nm laser. First, she prepares them with a topical bleaching agent for two weeks before applying at least six treatments.

“The long-pulsed Nd:YAG is the safest for laser hair removal in skin of color because the 1064 nm wavelength falls at the end of melanin’s absorption spectrum,” Dr. Bucay explained. “This allows it to injure dark, coarse hairs, while sparing epidermal melanin.



51-year-old female before and after seven BTL Vanquish plus Exilis treatments
Photos courtesy of Jeanine B. Downie, M.D.



50-year-old female with melasma and PIH before and 34 days into a topical treatment regimen, including vitamin C, hydroquinone 4%, lignin peroxidase cream, tretinoin, sunscreen, green tea polyphenols and Avène Antirougeurs Calm Soothing Repair Mask
Photos courtesy of Vivian Bucay, M.D.

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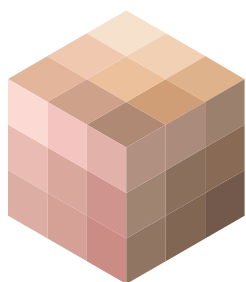
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Additionally, the laser's adjustable pulse width allows energy to be delivered over a longer period of time, allowing heat to dissipate and epidermal cooling to occur."

Dr. Downie offers laser hair removal with the excel V because her patients demand no-downtime treatments and like that she performs the treatment herself. "This laser works very well. My patients love it, and I love it. My practice has always been pretty busy with energy-based treatments for skin of color simply because I am skin of color."

When it comes to the observable signs of aging, "we know that certain ethnicities – particularly African-Americans – age on average up to 10 to 20 years slower than their light-skinned counterparts. So, they may not have fine lines and wrinkles, but they will have some volume loss in the midface, or they will want to tighten up skin around the neck," Dr. Bucay pointed out. For these patients, "high-intensity focused ultrasound (HIFU) devices are safe because this modality bypasses the epidermis, thus avoiding melanin," she noted.

For skin tightening of the lower face and neck, Dr. Downie likes the IntraGen RF device (Perigee).

"Pigmentary considerations are not as important of a consideration in energy-based modalities that treat layers beneath the skin – layers that do not involve the melanocyte layer, which is essentially the dermal-epidermal junction," Dr. Wu explained.

Fat reduction and/or body shaping therapies are two of the most in-demand energy-based treatments across the entire patient spectrum.

In Dr. Downie's experience, EmSculpt from BTL (Marlborough, Mass.) is among the hottest nonsurgical body shaping treatments. This device uses non-invasive high-intensity focused electromagnetic (HIFEM) technology to stimulate the underlying musculature for fat reduction and increases in muscle mass.

According to Dr. Downie, using BTL Vanquish™ prior to EmSculpt can prove beneficial for larger patients. In practice she has been able to remove two to three – and sometimes more – inches of waist circumference with the Vanquish, and at least two additional inches with EmSculpt. She usually has patients undergo six treatments with EmSculpt, ideally once weekly.

Solving the PIH predicament

With any laser procedure, post-treatment care and close follow-up are extremely important, Dr. Bucay emphasized. "PIH emerges at four to six weeks, and there is a chance to intervene early to impede a severe incidence."

For topical treatment of PIH, Dr. Downie, Dr. Jegasothy and Dr. Bucay all depend on Cysteamine Cream (Scientis SA).

According to Dr. Downie, a soon-to-be-completed study will show that it is more effective than Kligman's formulation, but it is a biogenic, non-cytotoxic molecule. "Patients are very excited about it."



37-year-old African American man with PIH due to traumatic injuries before and after one combination treatment of fractionated PicoWay (Candela) and Fraxel Re:Store Dual (Solta)
Photos courtesy of Douglas Wu, M.D., Ph.D.

Additionally, Dr. Downie personally performs at least six to eight superficial or medium-depth chemical peels (Rejuvenize from SkinMedica or VI Peel from VI Aesthetics) for these patients. However, she will not treat any patients, regardless of indication, who refuse to use SPF 30 sunscreen exactly as directed.

Dr. Bucay discussed a dramatic PIH case that involved a woman who had undergone fractional CO₂ resurfacing for atrophic acne scars at another practice. The patient's skin was fair, but her dark hair suggested Italian or Mediterranean lineage, she recalled. "She came to see me because she had severe PIH that lasted for months, and her existing physician could not help her." Dr. Bucay treated her with a series of peels and topical agents, with dramatic results.

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Disclosures:

Dr. Downie is or has been a consultant for Allergan, BTL, Cutera and Scientis SA. Dr. Wu is a consultant, researcher, speaker and trainer for Allergan, Syneron-Candela, Galderma, Merz Aesthetics and Thermi Aesthetics. Dr. Jegasothy is a paid speaker for Senté Laboratories, the U.S. distributor of Cysteamine Cream. Dr. Bucay reports no relevant financial interests.



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SP Dynamis Ideal for Traditional and Emerging Applications

By Kevin A. Wilson, Contributing Editor

Even with the proliferation of new technologies and treatments, the laser is still a frontline provider of outcomes. Among them, the SP Dynamis Pro™ dual-wavelength laser system from Fotona (based in the U.S. and Europe) remains a standout with two wavelengths (1064 nm Nd:YAG and 2940 nm Er:YAG) and unique modes of delivery. With these features, physicians can count on the platform to provide traditional therapies in difficult-to-treat areas, as well as novel applications such as hair regrowth.

Overall laser success depends first on safety and efficacy, but a product's longevity is contingent upon its continued utility. This is where Fotona's focus on its technology's untapped potential comes into play.

According to veteran dermatologist Doris Day, M.D., who practices in New York City, N.Y., SP Dynamis is a reliable and versatile platform that does what aesthetic lasers need to do well, but there is more to come.

"This versatile laser platform helps me accomplish so much with just one device. I'm still learning all that it can do and enjoying the expansion of services and treatments I'm able to provide patients."

SP Dynamis is often used traditionally in Quasi Continuous Wave mode for surgical applications, laser lipolysis and ablative resurfacing.

In addition, four specialized, distinct modes set it apart. Ultra-long pulse PIANO® mode provides bulk heating capabilities using the Nd:YAG laser for collagen remodeling and improvement of laxity. The proprietary pulse structure of FRAC3® mode uses the Nd:YAG to create a unique fractional effect for many applications. The Er:YAG, SMOOTH® mode's non-ablative long pulse yields a powerful treatment that is gentle enough for the oral and vaginal mucosa, and SupErFicial™ mode allows practitioners to provide a light laser peel. The Fotona 4D anti-aging protocol combines all four modes.

Dr. Day has enjoyed SP Dynamis for both traditional applications and novel ones as well. "I've been using it for hair regrowth and periocular rejuvenation with little to no downtime," she said.

For hair regrowth, Dr. Day uses the Er:YAG laser. "In the past I've seen follicle restoration when using the CO₂ laser over burn scars, and other physicians exploring this technology suggested the SP Dynamis could provide a therapeutic version of this effect. The procedure I use is not cleared by the FDA, nor does Fotona market it. My hope and expectation is that patients will experience less shedding and increased hair growth, and that the hair that grows is thicker," she explained.

"During a consultation, I discuss all treatment options and combinations. I review realistic expectations from therapies based on factors that range from the severity of hair loss to a patient's ability to adhere to the recommended treatment plan," Dr. Day shared. "Patients must be made to understand that while SP Dynamis may not fully eliminate their concerns, treatments may, over time, prevent additional hair loss and provide substantial improvement as well."

Dr. Day uses this approach in support of traditional therapeutic modalities and does not delegate this protocol to ancillary staff.

"These patients may simply be experiencing hair loss, or it may result from



Doris Day, M.D.
Dermatologist
New York City, NY

"This versatile laser platform helps me accomplish so much with just one device. I'm still learning all that it can do and enjoying the expansion of services and treatments I'm able to provide patients."



Female patient before and after eight sessions of SP Dynamis treatment given at two-week intervals, plus monthly PRP injections for four months
Photos courtesy of Doris Day, M.D.

scarring, but I've seen excellent outcomes for both."

Dr. Day's preferred settings for this treatment are Er:YAG at 7 J/cm², 3.3 Hz with the PS03 Smooth 7 mm handpiece.

"Treatment is fairly rapid. Once parameters are set I perform three passes to each target area. One pass equals one forward-and-back movement, typically along the scalp," Dr. Day expressed.

"I believe it works by improving tissue circulation and stimulating follicle growth through the wounding process. In my experience, it stimulates regrowth of thicker, darker hair with no downtime after treatments," Dr. Day continued.

"My protocol includes about eight sessions at two- to three-week intervals, often in conjunction with platelet-rich plasma (PRP), which is injected the same

day, after the laser treatment," Dr. Day indicated. "The laser does not burn away existing hair, which is essential to the procedure. As hair grows thicker, I'm careful to part the hair so the maximal contact is with the scalp, not the hair."

Results manifest over time. "In addition to PRP, many of my patients complement their laser treatments with other options such as supplements and my hair growth kit," Dr. Day added. "In doing this, most of my patients typically achieve long-lasting, optimal results. Yes, the laser can work as monotherapy, but different options work on different pathways, so we want to use every tool at our disposal when we can, to affect every aspect contributing to thinning hair."

Also using the Er:YAG, Dr. Day applies SP Dynamis for periocular rejuvenation, a challenging treatment area due to the nature of local skin tissue and

proximity to the eye. Again, Dr. Day uses the PS03 Smooth 7 mm handpiece at 3.3 Hz and 7.75 J/cm².

"Once settings are chosen I use proper eye protection and perform four to five passes over the upper area to the lid margin, and three to four passes over the lower area to the lid margin, bilaterally."

Dr. Day recommends that patients undergo two to three sessions at intervals of two to three weeks for optimal results, with maintenance every four to six months. "The treatment area is pink for a few days, with mild flakiness for a few more days, but is extremely well-tolerated. The earliest and most dramatic improvement is seen in the quality of the lower eyelid skin."

Patients love the results. "Aesthetically, the area around the eye is crucial to an overall youthful appearance," Dr. Day stated.

"By stimulating collagen, periocular rejuvenation is an excellent treatment option for patients looking to address flaccid skin, wrinkles and pore size with minimal downtime," Dr. Day noted.

"Through multiple treatments over time, patients can expect tightening, improved texture and decreased appearance of crow's feet and under-eye bags," Dr. Day reported. "I've had patients note a visible difference after a single treatment. It will not replace surgery for those with large fat herniation or severe laxity, but it is a nice option for those not yet ready for surgery or hoping to avoid it altogether."

Dr. Day has been using SP Dynamis for vaginal procedures as well, for both internal and external treatment. "The more I use SP Dynamis, the more I realize it can do so much more than I ever thought," she stated.

"The laser, especially when harnessed in novel ways as with SP Dynamis, is still a top treatment option in aesthetic medicine and I don't see it going anywhere but forward."



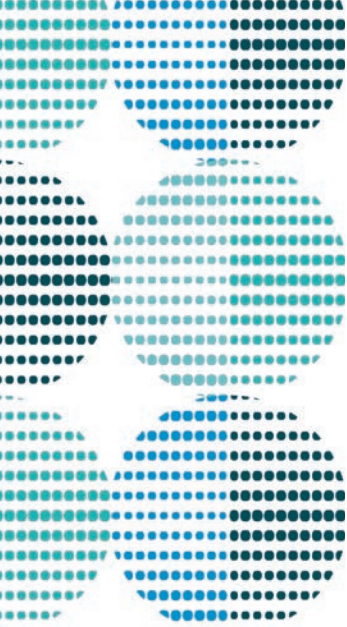


Beauty is Skin Deep

New Technologies Advance Transdermal Delivery Systems

By Jeffrey Frentzen,
Contributing Editor

In medical aesthetics, transdermal devices, or penetration enhancers, that use microneedles, rollers, dermoelectroporation and other novel modalities offer practitioners an efficient and minimally invasive technique to penetrate the skin barrier. But while practitioners have eagerly embraced these products and devices, few therapeutic or regulatory standards exist.



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Dermatologist and Cosmetic Surgeon
Founder
Gold Skin Care Center
Nashville, TN



Garry Lee, M.D.
Aesthetic Specialist
Las Vegas, NV



Edward M. Zimmerman, M.D.
Cosmetic Surgeon
Las Vegas, NV



Farhan Taghizadeh, M.D.
Medical Director
Arizona Facial Plastics
Scottsdale and Phoenix, AZ

Physicians initially used these systems for skin rejuvenation procedures; however, after years of refinement, the devices now address many indications, such as acne scars and other scar types, hair loss, cellulite, fine lines and wrinkles, pigmentary problems, axillary hyperhidrosis, actinic keratosis in photodamaged skin, skin tightening and more.

These technology improvements have established microneedling as the predominant transdermal delivery method in most aesthetic practices. In addition, practitioners combine transdermal delivery technologies with surgical and nonsurgical procedures to enhance results.

Microneedling introduces a controlled wound into the skin, improving the ability to deliver drugs, sera and energies (radiofrequency, ultrasound, laser and CO₂) across the skin barrier, bypassing the stratum corneum, into the vascularized dermis.

Treatments, especially with automated devices, have therefore become quite popular, having been anecdotally shown to be quite safe and providing exceptional results.

"Anecdotal" is the guiding word here though, as there are only a few FDA-approved devices on the market and hardly any high-quality clinical studies have been published when it comes to microneedling. In addition, some manufacturers have been notoriously deceptive in the marketing of devices and procedures in this genre, at times relying on misleading terminology, such as so-called infusion techniques, resulting in a kind of "Wild West" feel to the product category as a whole.

"The trend in this market is that people think microneedling and transdermal methods are the holy grail," stated Michael Gold, M.D., dermatologist and cosmetic surgeon, and founder of Gold Skin Care Center in Nashville, Tenn.

"Any hole you put in the skin can be used for drug delivery," he began. "For instance, when we treat hypertrophic scars, if we're able to put drugs in after a fractional injury, or during skin treatments with a needling device of any kind, we are putting something sterile into the skin. These types of procedures can provide a definite benefit, in my experience. But while early clinical data suggests that these treatments may help, we don't have any definitive data yet."

According to Garry Lee, M.D., an aesthetic specialist in Las Vegas, Nev., "We are seeing an increase in patients seeking nonsurgical cosmetic treatments with less downtime and cost than plastic surgery. Microneedling adds value to those procedures. There is a saying in the industry that microneedling is the 'poor man's laser,' which is emphatically true since the results can be dramatic for skin rejuvenation at a fraction of the price of most laser systems."

Radiofrequency (RF)-based microneedling and other transdermal systems that utilize energy have emerged as a top choice among practitioners, noted Edward M. Zimmerman, M.D., a cosmetic surgeon in Las Vegas, Nev.

"While RF microneedling has become a trend regardless of what system you use, that and topical RF may have reached its apex in terms of

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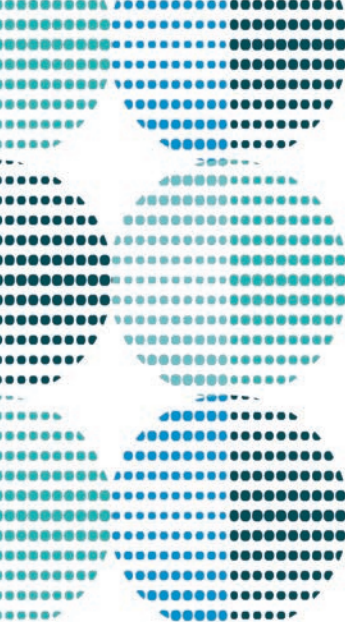
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what we can actually do with it," he stated. "Even if we make the electrodes bigger so we can get a little bit more depth out of a monopolar system, it is a transient improvement in the appearance of skin texture and tightness."

Advanced microneedling platforms are starting to appear in the marketplace, which go far beyond the earlier monopolar, unipolar and bipolar approaches.

For instance, the big box Vivace system from Aesthetics Biomedical (Phoenix, Ariz.) operates with 36 insulated, gold-tip needles and a robotic step motor that creates fast and even insertions into the skin. The robotic depth settings offer 31 precise, multilevel adjustments down to an exact depth of 3.5 mm at 0.1 mm increments. In addition, the system's RF-based energy delivers heat evenly as it performs skin tightening, while reducing redness, hot spots, burning and patient discomfort.

Such advanced microneedling devices have benefited from improved motors, expressed Farhan Taghizadeh, M.D., medical director at Arizona Facial Plastics (Scottsdale and Phoenix, Ariz.).

"The advantage of superior motors is that you can create finer channels with better control," he expressed. "By accelerating the motors on these devices, they are able to stamp very rapidly. It used to be you could only do a little bit of stamping, but now you have almost machine-gun accuracy with very rapid techniques that allow you to cover larger surface areas."

Another cutting-edge variation on traditional RF-based technology is available in the Secret RF from Cutera, Inc. (Brisbane, Calif.). This system induces dermal remodeling by applying precisely controlled RF energy directly into various depths of skin from 0.5 mm to 3.5 mm via minimally

invasive microneedles, sparing the epidermis and reducing patient downtime. Its dual handpieces and two treatment tip sizes (25- and 64-pin) allow physicians to treat patients quickly and efficiently in under 20 minutes.

According to Dr. Zimmerman, the evolution of microneedling will rely on combination therapies. "For instance, combining microneedling with plasma resurfacing, to achieve better neck tightening," he indicated. "I've used helium plasma under the subdermal and added RF microneedling to the top and observed a pretty profound tightening effect. While plasma energy probably doesn't go very deep, you might be able to go deeper with RF microneedling and get some of the subdermal tissue to contract, as well. We're not just tightening the subdermal, but also tightening the fascial covering and the interstitial bonds between the dermis and fascia, which pulls tissue tighter."

The combination of nonsurgical off-label procedures, which includes microneedling, can create synergy for better overall results, reported Dr. Lee. "Microneedling and platelet-rich plasma (PRP), for instance, are clearly one of the great combinations, albeit currently off-label, for skin rejuvenation and treating atrophic scars."

PRP is often used as a transport medium for other materials, added Dr. Taghizadeh. And while PRP and platelet-poor plasma (PPP) have been established as valuable in transdermal delivery devices, "more recently we have started seeing advanced growth factors, amniotic products and umbilical stem cell products, which are better quality and beginning to supplant PRP."

Other emerging product types utilize micronized horse collagen, which has no hypersensitivity to humans, as an adjunct therapy to devices.

"Microneedling and platelet-rich plasma are clearly one of the great combinations, albeit currently off-label, for skin rejuvenation and treating atrophic scars."

"There is so much in the world of drug delivery that is not validated, thus protocol standards do not exist, and as long as these protocols don't exist, it is all experimental."

On the horizon we will continue to see more combinations of transdermal applications, such as hyaluronic acid (HA)-based fillers and materials like fibroblast-derived growth factors or distinctive types of stimulating molecules. These will be applied in both topical and transdermal therapies, often as ready-made products to be used in conjunction with transdermal devices.

For instance, the Transderm Ionto DEP System from Mattioli Engineering Corp. (Arlington, Va.) is a patented, FDA-cleared device that allows practitioners to inject drugs (including lidocaine, HAs, neurotoxin, steroids or vitamins), as well as proprietary formulations and regenerative therapies like growth factors and PRP.

AQUAGOLD from Aquavit Life Sciences, Inc. (Las Vegas, Nev.) uses a patented, gold-plated hair-fine needle system to painlessly deliver custom solutions into the skin at the ideal 600 micron depth. It can be combined with a variety of sera and materials, such as micro Botox and HA-based gels, and can enhance laser treatments with micro sera containing growth factors.

Another interesting transdermal technology, Jet Volumetric Remodeling (JVR), goes in a completely different direction by employing a needle-free intradermal compound delivery method. This technology is currently available in the EnerJet2.0 system from PerfAction Technologies (Rehovot, Israel).

Thulium lasers are making their way into the transdermal delivery space, as well, stated Dr. Taghizadeh. "This laser platform uses a micro-ablative frequency that is incredible for product delivery. While you can use CO₂ for product delivery, there seems to be something very unique about the thulium laser in terms of its ability to really control the depth and the fine nature of the channel that is created."

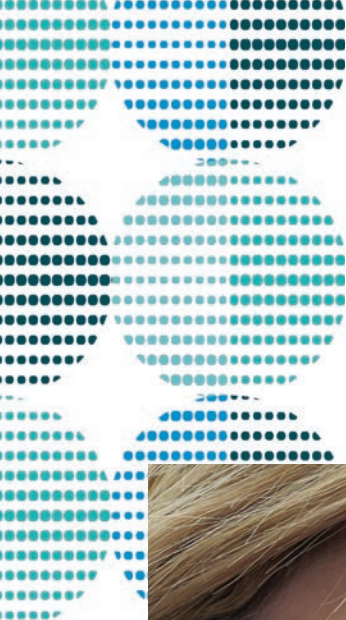
Another emerging technology trend involves the latest in so-called infusion technologies – micro-infusion, which has emerged in Europe in product form as a kind of handheld "dermal gun" that uses very fine needles to stamp growth factors and other products into the skin. "I think this is going to be very significant. These have accelerated mechanisms that work very rapidly," Dr. Taghizadeh conveyed.

In combining cell-based and other materials with transdermal devices, physicians must be extremely careful, cautioned Dr. Gold.

"Keep in mind, for instance, that PRP has no FDA approval for skin, because it is your own plasma," he explained. "You're taking a non-FDA approved substance that we all know works and combining it with a delivery system. If you aren't delivering something sterile through that channel you are playing with fire. I'm not aware of any growth factors or stem cells outside of PRP that are sterile. We have rollers, pens, microneedling devices with RF pins or needles and they all have the ability to do this. Then you have fractional non-ablative and ablative lasers, and all of these can also be used for drug delivery. Physicians do this all the time but it is all experimental. Nobody has done the clinical work to make it commonplace or approved."

The lack of true therapeutic and regulatory standards has unfortunately constrained the microneedling / transdermal segment. "Keeping up with the FDA is the challenge, as increasing requirements make older microneedling devices obsolete," stated Dr. Lee.

Additionally, many microneedling-based pens and other devices are manufactured outside of the U.S., Dr. Lee added. "And while it is tempting for practitioners to adopt these offshore products, one thing to watch out for is maintenance support, as I've heard stories of devices from other countries which had tremendous repair delays due to the distance," he said.



Currently, the SkinPen® from Bellus Medical (Dallas, Texas) is the only FDA-cleared handheld microneedling device made in the U.S. It has a limited indication for the treatment of facial acne scars, and comes packaged with synergistic adjunct products, including a light-activated cream and PRP systems.

Regardless of the device's make and model, there are key points that physicians need to know to avoid complications.

"Extreme care must be taken when microneedling around the eyes to prevent any damage to the patient's vision," Dr. Lee advised. "While I don't think inserting an eye shield is necessary, I do recommend patients close their eyes. Practitioners must also make sure the settings are at the appropriate depth for each area treated, so as to prevent unnecessary complications."

"The biggest issue that I've seen is when people put non-sterile creams and lotions on skin afterwards," Dr. Gold reported. "That is inappropriate. There is so much in the world of drug delivery that is not validated, thus protocol standards do not exist, and as long as these protocols don't exist, it is all experimental."

As a part of creating standards, microneedling technology needs to include better feedback mechanisms, said Dr. Zimmerman. "With microneedling, you put energy down into the skin layers and bring that tissue to a certain temperature for a certain period of time. We need real-time feedback because we're just delivering energy and don't know if it is enough, too much or too little."

Eventually, it may be left up to the physician to solve this problem in a reliable way, Dr. Zimmerman added. "Either become more skilled or get an ultrasound technician to obtain a high-resolution image, in order to determine how much energy is really needed from different modalities. That may be the next standard of care. Instead of going on blindly, we would actually perform real-time monitoring to avoid hematomas or problems that we are unaware of during the procedure."

53-year-old woman before and after treatment with Juvéderm (Allergan) and Restylane (Galderma) for wrinkles, and two sessions of microneedling with PRP to improve skin texture
Photos courtesy of Garry Lee, M.D.



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Vaginal Treatment via Non-Ablative CO₂ Laser

Arturo Menchaca, M.D., F.A.C.S., F.A.C.O.G.

Non-invasive vaginal therapy involves the nonsurgical treatment of vaginal indications using different energy-based modalities, most commonly lasers (CO₂ or Erbium) or radiofrequency (RF)-based systems.

The purpose of treatment is to alleviate multiple symptoms and complaints that arise from Genitourinary Syndrome of Menopause (GSM), vulvovaginal atrophy (VVA), tissue damage that occurs during pregnancy and vaginal birthing, as well as a low estrogen climate. These issues affect the vagina, vulva and lower urinary tract (bladder and urethra).

As a urogynecologist, I consult patients with the above stated symptoms and complaints daily. To successfully treat these issues, the optimal solution should offer fast treatment time, minimal discomfort and no downtime or post-treatment morbidity.

Validated by numerous studies published in peer-reviewed journals, use of the CO₂ laser is well-established as the gold standard for facial rejuvenation treatment. Thus, I feel it is a natural progression to consider this modality for nonsurgical vaginal therapy.

Ablative vs. non-ablative

Ablative fractional CO₂ laser modalities deliver energy to cause a photothermal tissue reaction to the point of creating columns of vaporized and cauterized tissue. However, because there is a prevalence of HPV virus in about 40% of the female population, there is concern that the resultant plume will transport these particles, possibly causing respiratory tract lesions in the physician, his/her assistants and the patient.

In addition, the vaporized site creates an opening that presents an entry site for possible bacterial, viral or fungal infection. And, the injury will also cause a mild exudate that requires downtime to the patient.

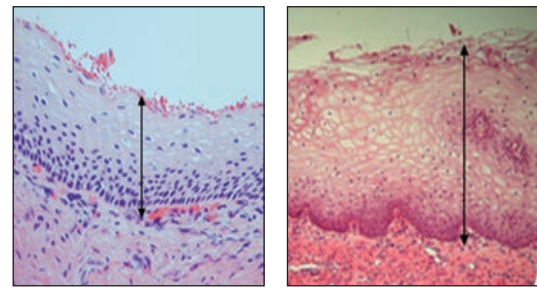
Conversely, non-ablative modalities do not have all of these problems.

For these reasons, I decided that the CO₂ laser (in non-ablative mode) would be the best modality to use for a histologic study.

Being a urogynecologist, I am consulted by patients with large pelvic floor defects, which if/when repaired using their native tissue have up to a 60% recurrence rate.

This high rate of recurrence makes it necessary for me to frequently use mesh to augment reconstruction of pelvic organ prolapses. Pre-operatively it is imperative to have a healthy, thick, well vascularized and collagenated mucosa for fast healing, and to prevent tissue breakdown with possible mesh erosion.

FIGURE 1



Vaginal mucosa before and after treatment with Lasering's V-Lase
Histology courtesy of Arturo Menchaca, M.D., F.A.C.S., F.A.C.O.G.

TABLE 1

DEMOGRAPHICS – AGE and % CLINICAL BENEFIT														
PODR			DYSpareunia			LICHEN SCHLEROSIS			MIXED UI OAB>SUI			CHRONIC UTIs		
#	Age	%	#	Age	%	#	Age	%	#	Age	%	#	Age	%
1	67	100	1	59	40	1	80	100	1	80	50	1	82	20
2	63	100	2	58	50				2	65	80	2	61	20
3	73	85	3	60	50				3	82	30			
4	80	100							4	75	40			
5	63	100												
6	65	100												
NO MESH EROSION														

My primary objective was to show that when used for vaginal treatment, Lasering USA's CO₂ laser (V-Lase®) would have the same histologic effects that have been shown by ablative CO₂, Erbium and RF modalities.

Histology studies indeed demonstrated equivalent outcomes. See Figure 1.

The clinical results shown in Table 1 reveal there are a variety of symptoms and problems each age group complains about and even though the histologic benefits are positive for all groups, the clinical benefits vary.

In addition, during this study, patients began to report on the associated clinical benefits so I decided to collect data in order to determine the appropriate time for follow-up treatment after the initial three sessions.

In conclusion, the histologic study revealed that the V-Lase non-ablative CO₂ vaginal laser treatment has the same effect as ablative laser and RF treatments.



Arturo Menchaca, M.D., F.A.C.S., F.A.C.O.G.

Dr. Menchaca is fellowship trained in female pelvic medicine and reconstruction surgery. He is the director of minimally invasive gynecology and female pelvic medicine and reconstructive surgery at Paris Community Hospital in Paris, Ill. He has been using the CO₂ laser for medical, surgical and cosmetic procedures since 1983. He has performed thousands of pelvic reconstructions with native tissue, graft and synthetic mesh. Dr. Menchaca has lectured extensively on pelvic reconstruction and has trained hundreds of surgeons on his techniques in the operating suite.



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THE THREAD LIFT DEBATE

Experts Agree Combination Protocols Most Effective

By John Jesitus, Contributing Editor

Thanks to user-friendly innovations, thread lifting provides an answer for hard-to-treat jowling and neck laxity (off-label). However, experts say the learning curve can be steep, especially for inexperienced practitioners. And, unfortunately, some providers overestimate the capability of threads.

Thread lifting enjoys great popularity internationally, spurred by the ease of newer unidirectional threads, said Farhan Taghizadeh, M.D., a facial plastic surgeon in Scottsdale and Phoenix, Ariz. "It offers an effect very similar to structural injectable fillers, and the same longevity."

And, like injectable treatments, Dr. Taghizadeh emphasized, threads work best in conjunction with other minimally invasive therapies.

Suneel Chilukuri, M.D., a dermatologist based in Houston, Texas, agreed. "When you utilize your pathophysiology knowledge to use technology in combination, you can achieve that wow factor," he stated.

According to Dr. Taghizadeh, the key to success is setting reasonable expectations. "Threads are another tool to offer patients. But like anything else in aesthetics, the mistake that is often made is that people use that one tool for everything. And this is happening with thread lifting," he said.

Practitioners initially overused permanent threads, he continued. "This resulted in physicians like me spending a lot of time pulling threads out of patients' faces."

While new-generation threads are absorbable and easier to set than their predecessors, Dr. Taghizadeh pointed out that thread lifts alone cannot satisfy patients with significant wrinkles or neck laxity.

In Dr. Chilukuri's opinion, the Silhouette InstaLift poly-L-lactic acid (PLLA) threads from Sinclair Pharma provide the best, longest-lasting lift. "We are seeing great results, not just with lifting of the skin, but with skin texture, which improves over the course of a year."

Dr. Chilukuri uses Silhouette InstaLift for patients in their 40s to 70s who have jowling or neck laxity that resists fillers. "We need to redrape that skin, to give it something to rest on," he explained.

Polydioxanone (PDO) threads work well for fine lines and texture, Dr. Chilukuri noted. "But in my experience with them, I have not seen as much of a lift."

Nevertheless, Silhouette InstaLift and smooth PDO threads are fairly easy to use, Dr. Chilukuri added.

"If you are a good injector, it is not hard to learn them," Dr. Taghizadeh added.

However, Dr. Chilukuri said that learning to place barbed threads may be easier for those who trained in a surgical or core aesthetic residency (dermatology, plastic surgery, facial plastic surgery or oculoplastic surgery).

"With barbed (PDO) threads, in inexperienced hands, I see more complications," Dr. Chilukuri shared. "Often these threads are improperly placed, leading to unnatural dynamic motion, granulomas and arterial disruptions. In addition, the tensile strength is not as strong as using the cones with the PLLA thread, and patients may be disappointed as expectations are not met."

Inexperienced practitioners often do not appreciate the appropriate depth for placing threads, Dr. Chilukuri expressed. "But with proper training, understanding of anatomy and realizing the importance



65-year-old female before and 1.5 years after treatment with InstaLift and fillers.

Photos courtesy of Suneel Chilukuri, M.D.

of combination therapy, threads are a great benefit for patients."

In doctor Dr. Taghizadeh's opinion, thread lifting remains an up-and-coming technology; more shapes, designs and products will become available with time. "And there will be more courses and opportunities to learn about them. The data on them are not perfect, but certainly reasonable. Like everything else, sometimes the first design isn't what makes the technology great. But the second and third iterations take you over the top."

Editor's note:

Dr. Chilukuri is or has been a speaker, researcher or advisory board member for Sinclair.

New

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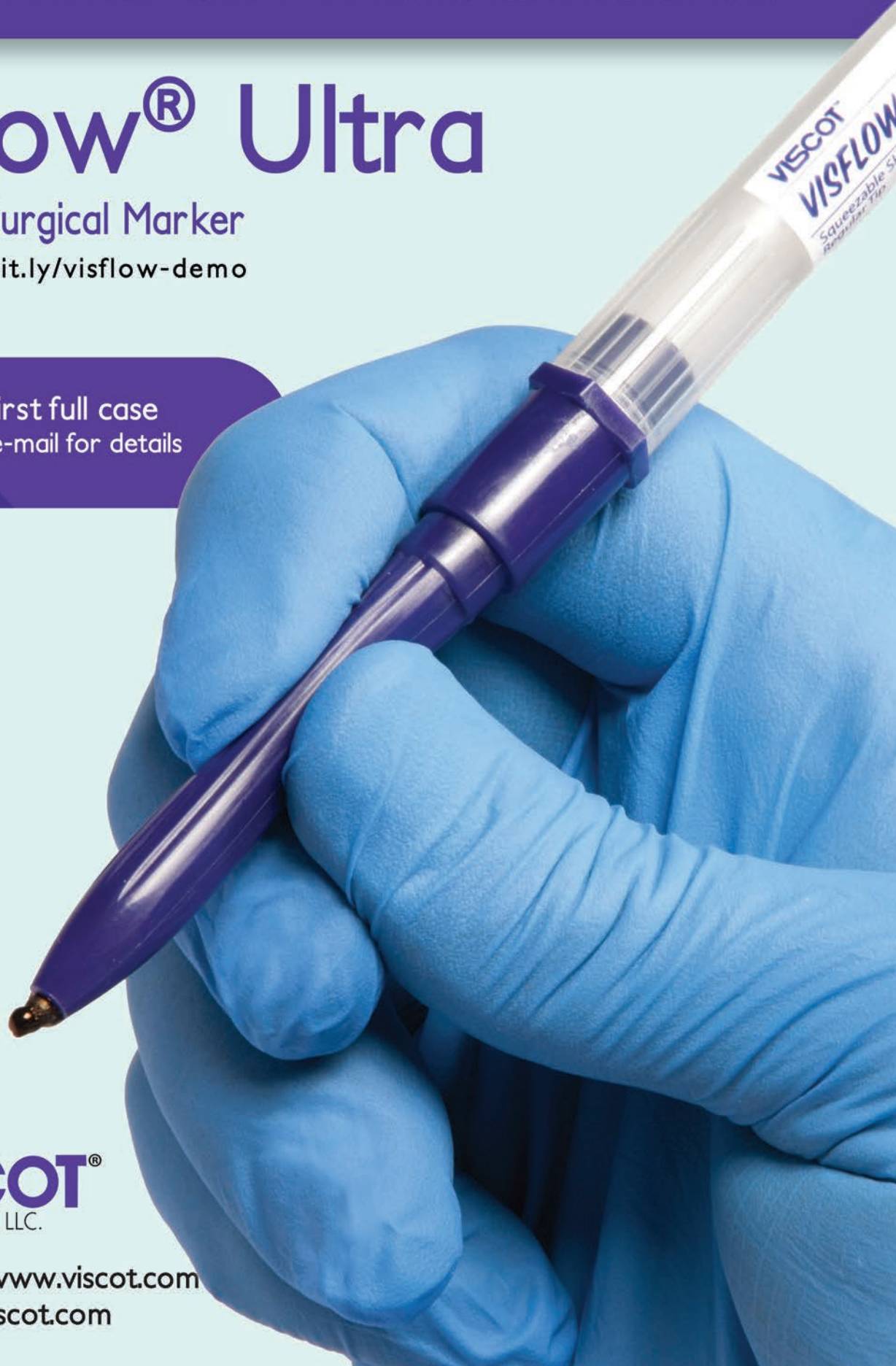
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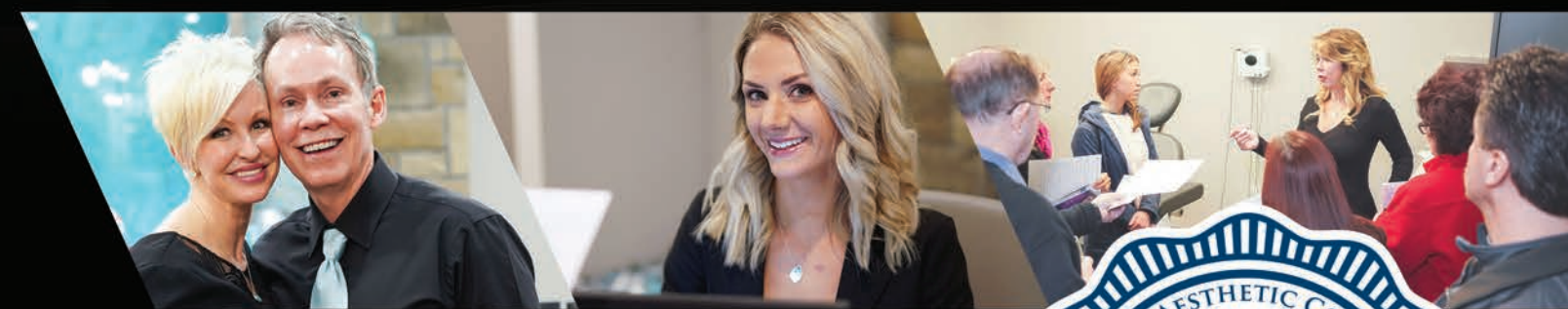
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How to Promote Your Skincare Business

By Catherine Maley, M.B.A.

Promoting skincare in your cosmetic practice includes many benefits to you and your patients, including serving as a new revenue stream that could account for 10% to 25% of your total revenues and convenience for your patients. Additionally, skincare is a gateway for introducing and cross-promoting your in-office aesthetic procedures and treatments because when they are used together, outcomes are enhanced.

Here are a few tips to maximize your skincare business.

Commit

Don't assume these products sell themselves. To be successful, you really need your staff's commitment. Be sure everyone is on board and dedicated to making this work in your practice.

Along these lines, you shouldn't get into retail sales unless you are committed to turning them into a healthy revenue stream. You can't expect your staff to be fully on board if you are not serious, nor can you expect patients to invest their hard-earned dollars, unless they know you believe in good skincare

products to complement the cosmetic procedures that you offer.

Incentivize

Make sure your staff actually uses your product lines and have vendors work with them on product knowledge and promotions. Your staff will be your best sales people – your front line walking/talking testimonials.

Staff incentives will help. Your team will go the extra mile when they have a good reason to, so give them a 10% bonus/commission on product sales, as well as free product or product at cost.

Silent selling tools

Nobody wants to be pressured into buying your products, so keep it fun and educational.

Implement the following creative "silent selling tools" to engage and encourage your patients to act.

There's nothing more compelling than seeing your own skin damage versus someone else's, so pique patient curiosity by introducing a customized skincare analysis session. This is a



Catherine Maley, M.B.A.

Ms. Maley has been an author, speaker, consultant and trainer for the cosmetic industry since 2000. Her mission is to help cosmetic practices attract and convert more cosmetic patients via creative marketing strategies and training staff to be conversion rock stars.

no-pressure way to help your patients see issues that are invisible to the naked eye, such as UV damage. This will encourage them to invest in products designed to improve their skin.

Another idea to introduce retail to your patients is by writing a skincare prescription as you would for medicine.

Your patients know, like and trust you as the expert and will follow your lead and suggestions. When you offer products that help in their recuperation, or enhance their skincare regimen in general, patients see you as committed to their comfort and satisfaction.

And finally, institute your own VIP Skin Program for your patients. People feel special when they are part of the "in" crowd, so make this program exclusive and prominently show it off. Include member benefits, such as:

- 10% off skincare products
- Free shipping
- Free samples
- Free monthly peel

The point is to make your patients feel exceptional and keep them coming back for more.

Ultimately, skincare should be a healthy revenue stream in your practice, so commit to it and think of fun and creative ways to promote it for the good of your patients.

Don't assume these products sell themselves. To be successful, you really need your staff's commitment.

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To Be Open 24/7, or Not to Be? That is the Question

By Paula Di Marco Young, B.S., R.N., CLO/A

With the over-saturation of cosmetic-based practices within all geographical markets, practice owners are continually looking for new ways to maintain their patient base and keep them engaged. Just the simple goal of creating repeat facial injectable patients, or ongoing sales of prescribed skincare products can sometimes be a daunting task. To help offset these challenges, an online store could be a great option to generate revenue and maintain patient interest.

As a direct result of the Amazon online shopping boom, more consumers than ever are buying online. In fact, according to a Statista report, in 2017, e-commerce was responsible for around \$2.3 trillion in sales and is expected to hit \$4.5 trillion by 2021. Furthermore, in the U.S. alone, e-commerce represents almost 10% of retail sales, with this number expected to grow by nearly 15% each year.

Benefits of an online store

By actively engaging patients in your online store, they can take advantage of perks such as reward points, online-only specials, referring friends to earn points and even having their favorite products shipped to their home. Ultimately, your online store should entice patients to engage more with your practice.

At the practice level, the benefits of having an online store (even if you don't have a website) include: retail memberships, encouragement of bundled or package shopping, generating

revenue 24/7, expanded geographical reach and drawing attention to other services offered.

Online stores can boost SEO, capture critical demographic data and provide a platform for showcasing new treatments or products.

Building your online store

There are a few ways you can build your online store, depending on how web savvy you are and how much time you can contribute to it.

The first way is for your current developer to build your store with a cloud-based software such as Zen Cart. This is a free, open-source, PHP/MySQL-based e-commerce shopping cart platform.

Most web developers do not have experience building e-commerce websites, so your practice will be responsible for providing all of the content, including photos, product and treatment descriptions and pricing structures.

You will also need a secure service to process credit cards and financing. This type of e-commerce site will be a tremendous amount of work on your part to design and maintain.

A second method is to purchase a do-it-yourself cart, such as Shopify or GoDaddy. These companies provide a secure service to process payments and have many automated functions and templates you can populate with



Paula Di Marco Young,
B.S., R.N., CLO/A

Ms. Young is a Certified Laser Operator/Aesthetics, and director of public relations and marketing for Young Medical Spa® in Pennsylvania. She is the host of the podcast "It's a Young Thing," which discusses the most common misconceptions and new technological advancements in aesthetic medicine and procedures. She has received various awards, including the Aesthetic Everything Beauty Expo's 2018 "Top Nurses" Award and the MyFaceMyBody 2018 "Rising Star" Award.

your own material. Like the previous example, there is a big time commitment on your part to get the store set up and keep it running.

A turnkey solution is another option where your online store is outsourced to another company. These businesses build the entire store for you. They will populate it with your products and services, provide on-boarding and training, connect to purchasing reward applications such as Allergan's "Brilliant Distinctions" program and even send emails to your patients. Your staff updates the company with any changes to menu items or pricing, and finalizes the sales in your point-of-sale system.

In summary, when deciding whether or not to have an online store, multiple factors should be considered:

- how much time you have to devote to it;
- how much computer knowledge you have with software applications;
- how to process credit cards;
- determining which manufacturers will not permit the sale of their products in your store;
- who will build, operate and maintain the store;
- who will process orders;
- and, finally, the cost of setting up and operating the store on a monthly basis.

Online stores can boost SEO, capture critical demographic data and provide a platform for showcasing new treatments or products.



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The Benefits of Membership Programs for Medical Spas

By Alex R. Thiersch, J.D.

In 2019, it seems that people have subscriptions to everything. When they shop, they go to Costco or use their Amazon Prime membership. When they eat, they prepare a meal kit that was shipped to them by a Blue Apron or HelloFresh. When they want entertainment, they watch movies or television on Netflix or Hulu.

Now, medical spas are getting in on the act by offering patients subscriptions for their services. And although practices are still feeling their way around the specifics of what can make a successful membership program, the experiences of early adopters suggest that the subscription model has legs, since it can build loyalty for your practice and provide patients with consistent results.

"You want your patients to come back, on average, 3.5 times a year," explained A. Jay Burns, M.D., a senior partner at Dallas Plastic Surgery Institute and board member of HintMD, a cloud-based patient engagement and commerce platform.

"When we go into every practice, we will pull their data, and the average number of visits per year is 1.44, not 3.5. If they join the subscription model, they come 2.9 times a year, they spend 35% more – so it is good for a run rate –

and they are more loyal, so it is good for the physician."

There are two major types of membership models: static and dynamic. Static models typically feature the client paying a monthly fee for either a certain number of treatments per month or a percentage off of those treatments.

Dynamic models are much more complex and are tailored around a patient's usage patterns. Some companies are working to develop dynamic models for their clients, and early results are extremely encouraging.

Regardless of their type, membership programs provide patients with cost benefits beyond what they experience as a normal patient.

"Something I always stress whenever anyone sets up a membership program is value for the customer," said Brandon H. Robinson, founder of Skin Body Soul Spa of Ankeny and West Des Moines, Iowa.

"If your medical spa sells Botox at \$14 per unit, then your membership should give your members Botox at a value far exceeding the monthly fee, based on the average number of units that member would utilize. It needs to be substantial. Another example is a 'Kiss



Alex R. Thiersch, J.D.

Mr. Thiersch is a Chicago-based healthcare attorney who represents medical spas, plastic surgeons and medical aesthetic professionals. He is the founder and CEO of the *American Med Spa Association* (AmSpa), which was created for the express purpose of providing comprehensive, relevant and timely legal and business resources for medical spas and medical aesthetic physicians throughout the U.S. Mr. Thiersch is also a partner at ByrdAdatto Law Firm. For more information about becoming a member or to learn about AmSpa's upcoming events, log on to www.americanmedspa.org.

Club' for perfect lips. The membership is \$19 per month, and the filler is over \$200 off. This makes the membership valuable for that client and will make them want to come back for more filler every nine months."

While this might make it seem that medical aesthetic practices lose money on these programs, the loyalty these memberships build more than pays for the initial losses over the life of the program.

"We pulled all of our data for the last *American Society of Aesthetic Plastic Surgeons* (ASAPS) meeting, and at that time in April 2018 – I had started my membership program in September 2017 – I had 377 members," Dr. Burns reported.

"The average increase in run rate, or spend, per patient was \$1,196. My patients went from coming 1.7 times a year to 3.03 times a year and they spent 35% more per visit. It wasn't just the run rate, either. I had a 33% increase rate in people using filler who had never used it before, so they get used to their subscription, and then they make an additional purchase because they're comfortable with that level."

If you feel your patient base could be more engaged with your practice and you have the logistical infrastructure to handle it, a membership program might prove very beneficial to both your practice and your patients.

"The average increase in run rate, or spend, per patient was \$1,196. My patients went from coming 1.7 times a year to 3.03 times a year and they spent 35% more per visit."



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Advanced Patient Communication Skills Part I:

The New Patient and the Undecided Patient

By Mara Shorr, B.S. and Jay A. Shorr, B.A., M.B.M.-C.

In your practice, just as in life, you'll see and experience an incredible amount of personalities – some easier to deal with than others. Part of running a successful practice is knowing how to work with every personality type you encounter.

Considering the importance of effective physician-patient communication, we will discuss several of the most common patient types in a multi-part series. Part one will focus on the new patient and the undecided patient, and best practices for navigating the three main stages of each patient experience.

The new patient

When it comes to the new patient, it is important to remember that this is their first interaction with your practice, and you never get a second chance to make a first impression. So, consider how you want your practice portrayed to that newcomer, and make sure their

experience aligns with the brand you are looking to portray.

Before they come into the office, properly greet them by either their first name or the appropriate title (Ms./Mr./Miss/Mrs./Dr., etc.) when they call the office and/or connect with you online. If they introduce themselves to you by their first name, ask for permission to call them by their first name.

If by phone, collect the spelling of the caller's first and last name, as well as their phone number and email address, and repeat it back to them. This not only allows you to keep in touch with them on multiple platforms throughout the patient journey, but also allows you to refer to the patient by name during your phone call.

When a new lead comes into the practice, reach out to them as soon as possible. Letting that lead sit in your inbox or voicemail will inevitably result in them moving along to another



Mara Shorr, B.S., CAC

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



Jay A. Shorr B.A., M.B.M.-C., CAC

Mr. Shorr is the founder and managing partner of Shorr Solutions. He is also a professional motivational speaker, an advisor to the Certified Aesthetic Consultant program and a certified medical business manager from Florida Atlantic University. He can be reached at jayshorr@shorr solutions.com.

practice... one who wanted them as a patient enough to call them back before you did.

Once they are in the office, have your receptionist stand up to greet them as soon as they walk in the door. Treat that new patient like the king or queen they are!

Offer them a beverage while filling out intake paperwork. A hot cup of tea on a cool day or a cold bottle of water (branded with your logo) mid-summer goes a long way to making a patient feel welcome.

Make sure your reception area is filled with branded marketing opportunities, from a video monitor showcasing a customized loop, to before-and-after photo books and brochures created specifically for your practice. All of these details are helping this new patient make their decision to be treated by you.

When it comes to the new patient, it is important to remember that this is their first interaction with your practice, and you never get a second chance to make a first impression.

When that patient is ready to be taken into the exam room, elevate your brand by having a member of your team come out into the reception area, greet them, welcome them to the practice again and personally walk them back into the treatment room.

Once they are in the treatment room, make sure you have as much information about them as possible. Are they looking to have their nonsurgical treatment today? Is this their first surgical consult? Is there anyone else that is involved in the decision? If so, having them present for the consult is ideal.

After the consult, walk the patient to the door and thank them for sharing part of their day with your team. Make that patient feel special.

Remember, follow-up is key, so, be sure to keep in touch with them. Place your patient into a drip campaign where you continue to connect with them throughout their decision-making process – from call to consult, consult to treatment and treatment to retreatment.

The undecided patient

While this progression sounds easy enough, how do you work with a patient who is seemingly undecided about moving forward with their procedure?

First, establish why they are undecided and then proceed.

Are they uninformed about the procedure itself? Often a patient has

done their research on the internet prior to their initial introduction with you, and this means that they already have a lot of information about your practice. However, this is your chance to give them all of the correct information in pieces they are able to digest. Remember not to speak above their heads.

Do they have someone else involved in the decision-making process? We recommend that your patient care coordinator ask all new surgical consults if there is anyone else involved in the process, such as a parent or a spouse. Then, suggest that person come to the consult, too. It will be easier for them to make the decision together when they have both heard the same information.

Are they all over the place with what they want? Did they come in for a neurotoxin treatment and are now thinking

about a tummy tuck? Be sure to narrow down the patient's budget and primary concerns, along with their secondary concerns. We find that having that conversation up front is incredibly helpful, as is creating a wish list of everything they may want in the future. This includes skincare, injectables, laser treatments, surgical treatments, etc.

Are they unsure of what the procedure costs? Break this down for the patient after their medical consult and present them with a written quote. Presenting a third-party financing option to all patients will help them realize that they have options.

And finally, when a patient is truly undecided about how to move forward, remember to let them know that you understand this is a big decision, you are there for them and you are in this journey together.

When a patient is truly undecided about how to move forward, remember to let them know that you understand this is a big decision, you are there for them and you are in this journey together.

EVENTS & EDUCATION

The Aesthetic Show 2019 Introduces New Laser Focused Pre-Show Symposium

Based on attendee demand, The Aesthetic Show 2019 will offer a new, Advanced Laser Techniques and Applications symposium as part of its pre-show program on Thursday, July 11, at the Wynn Resort in Las Vegas.

Moderated by dermatologist and cosmetic surgeon Michael H. Gold, M.D., F.A.A.D., and E. Victor Ross, M.D., a dermatologist specializing in laser surgery of the skin, the symposium will feature top opinion leaders reviewing prominent aesthetic laser technologies and available modalities being offered, as well as best practices, exclusive insights and clinical protocols used for obtaining exceptional outcomes.

"We will discuss and examine various platform systems that are used in the laser device space and how these multi-application platforms can enhance one's clinical practice."

Lecture topics include how to effectively evaluate devices and platforms, including understanding the various existing therapeutic wavelengths. Attendees will also learn how to integrate these technologies into comprehensive treatment protocols to provide more customized care and enhanced outcomes.

"The symposium lectures will provide attendees with a critical understanding of how laser-based treatments can be combined with other modalities to achieve improved cosmetic results," Dr. Gold confirmed. "We will compare and contrast several of the devices that are currently on the market, and also give attendees a chance to see how, by combining applications, a practice's ROI can be significantly improved," he noted.

Other important topics will include effective treatment planning and safety compliance issues.

For more information on how to register for the Advanced Laser Techniques and Applications course, please visit aestheticshow.com.

About The Aesthetic Show

The Aesthetic Show™ is a multidisciplinary medical education meeting focused on the rapidly expanding field of aesthetic medicine. This unique show brings new procedures, products and technologies, as well as a group of the top physicians in the aesthetic industry, together in a highly condensed and effective venue. The weekend will include everything that is relevant, progressive and contemporary in aesthetic medicine.



The Aesthetic Academy to Debut in Dallas

The Aesthetic Academy is headed to Dallas for the first time. Join us November 8-9, 2019, at the Omni Dallas Hotel for two days of advanced hands-on procedural training and comprehensive development in the field of medical aesthetics. Attend The Aesthetic Academy and certify your practice to the highest standards of medical excellence. Learn more at www.theaestheticacademy.com.

About The Aesthetic Academy

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



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Meet the Expert



Sabine Zenker, M.D.

Dr. Zenker is a world-renowned, board certified German dermatologist who combines her dermatological expertise with a distinct sense for facial and body aesthetics. Since establishing her private practice, DrZenkerDermatology, in Munich, Germany, in 2003, Dr. Zenker has dedicated her daily work to diligent individual patient care, as well as clinical research for non- and micro invasive aesthetic procedures. For more than 15 years, Dr. Zenker has been a speaker, trainer and consultant. She is widely and regularly quoted in major publications, and frequently consulted by major media to offer expert scientific opinions on clinical and aesthetic dermatology.

A Nonsurgical Combination Approach to Achieve "Four Rs" of Facial Rejuvenation

By Sabine Zenker, M.D.

Medical aesthetic interventions to delay facial aging and improve the cosmetic features of a face require individual, sophisticated and safe solutions for the most natural and harmonious results. Facial imperfections and changes due to aging require treatment concepts that target various aspects, beyond the scope of what one single product or technology can achieve. Therefore, combination is key.

The most common indications associated with facial aging are poor skin quality with pigmentary changes and creases, wrinkles, volume loss and deflation, sagging skin and sagging, drooping structures beneath the skin.

My personal, indication-specific treatment concepts combine a variety of non- or minimally invasive procedures and techniques. And by applying the "Four Rs" of facial rejuvenation – relaxing, resurfacing, revolumizing and

repositioning of lax tissues. I can counteract these typical signs of aging and improve facial aesthetics.

Resurfacing

To begin, let's explore aging in the mid- and lower face. At its surface, aging skin in this area typically shows creases and wrinkles, in addition to unwanted pigmentary changes.

There are various treatment options to resurface the skin, stimulate collagen production and treat unwanted hyperpigmentation caused by melanin overproduction or broken vessels.

My preferred method to increase the skin's overall quality consists of customized combination peels using compounded formulations, as well as ready-to-use agents (not regulated as drugs) in combination with penetration enhancers, such as microneedling



Before and after combination BleachPeel treatment (hydroquinone-free, ready-to-use)
Photos courtesy of Mesoestetic and Sabine Zenker, M.D.

devices. I typically add energy-based devices, such as intense pulsed light (IPL) systems, to target any residual red pigment/hemoglobin, or age spots not previously treated with other methods.

Relaxing

Second, hyperactive muscles form crow's feet that can reach to the cheeks; the corners of the mouth droop; overactive muscles, such as the mentalis muscle, form dimpling and an orange peel-like texture; and the platysma muscle can cause sagging and undefined contours to the jawline.

For these indications, I set up customized protocols by delivering exact doses of botulinum toxin type A using innovative dosing equipment. In addition to on-label treatments, I also use an off-label approach most commonly known as "micro Botox."

With this multi-point, multi-level injection protocol, I use dosing systems to accurately and reliably dose botulinum toxin or fractionate the neurotoxin down to micro doses to smooth wrinkles and relax the relevant muscles in the most individualized way.

Revolumizing

When it comes to volume, there are basically two ways that facial volume changes: volume loss and drooping.

Aging in the upper midface typically includes a deficiency in the frontal projection of the cheeks and loss of the well-defined contour of the cheek over the zygoma area, while volume loss in the lower face can mean formation of the prejowl sulcus or a recessed chin. Replacing lost volume is the best approach to counteracting such changes. I do this by using biodegradable volumizing fillers or micro fat.

When it comes to drooping volume, this typically happens in the lower face and results in jowling and double chin formation. In this situation, my preferred method is to adjust the unwanted volume by reducing it with injection lipolysis.



Surgical face lift patient (2014) before and two months after second thread lift treatment (2017) to the mid- and lower face (straight pattern, three 8-cone sutures per side); volumizing filler injections (frontal projection / bolus); collagen stimulating filler vectoring to the upper lateral cheek zygoma area and jawline (using Steriglide cannula 25G); micro Botox treatment to the crow's feet and cheeks (using disposable BTX dosing system); and injection lipolysis to the double chin / jowl (three sessions using PDC and DCA).

Photos courtesy of Sabine Zenker, M.D.

Repositioning

Finally, there is the issue of sagging. Looking at the mid- and lower face, it is not only about sagging of the skin, but also about sagging of the underlying structures, resulting in a three-dimensional (3D) deflation.

To combat these forces of gravity, my best approach is to reposition the tissues with resorbable suspension sutures (thread lifts) as they not only reliably lift the sagging skin, but also help to effectively and sustainably reposition all of these structures.

It is important to note that filling wrinkles caused by sagging would either create lumps or result in a really short duration of effect. However, additional vectoring with resorbable filler to replace volume and stimulate collagen production using advanced cannula technology really enhances the results of the suspension sutures.

Combine for best results

Considering all of the different aspects and indications related to the aging face, it absolutely makes sense to combine some or all of these technologies and products in an effective, custom-designed treatment protocol.

My process is to first determine the most bothersome problem to the patient, and then define which modalities need to be combined to achieve efficacious results, as well as the sequence and timing of treatments for the specific patient.

One major principle in this combined approach is to avoid treating the exact same anatomical area in the same session in order to reduce safety risks.

Another important aspect is that any technique or treatment needs time for its mechanism of action to work (e.g., after injecting a collagen-stimulating filler, I don't give any filler touch-ups for six to eight weeks post-treatment to allow time for the initiation of collagen formation).

In addition, all therapy-related side effects need time to stabilize. And, of course, the patient needs time to get used to his or her new look, so they can appropriately judge whether they might need a touch-up.

At the end of the day, it all comes down to providing the natural, individualized results that our patients desire, and the key to this is the practical combination of the right non- and/or minimally invasive treatment concepts to achieve the "Four Rs" of facial rejuvenation.

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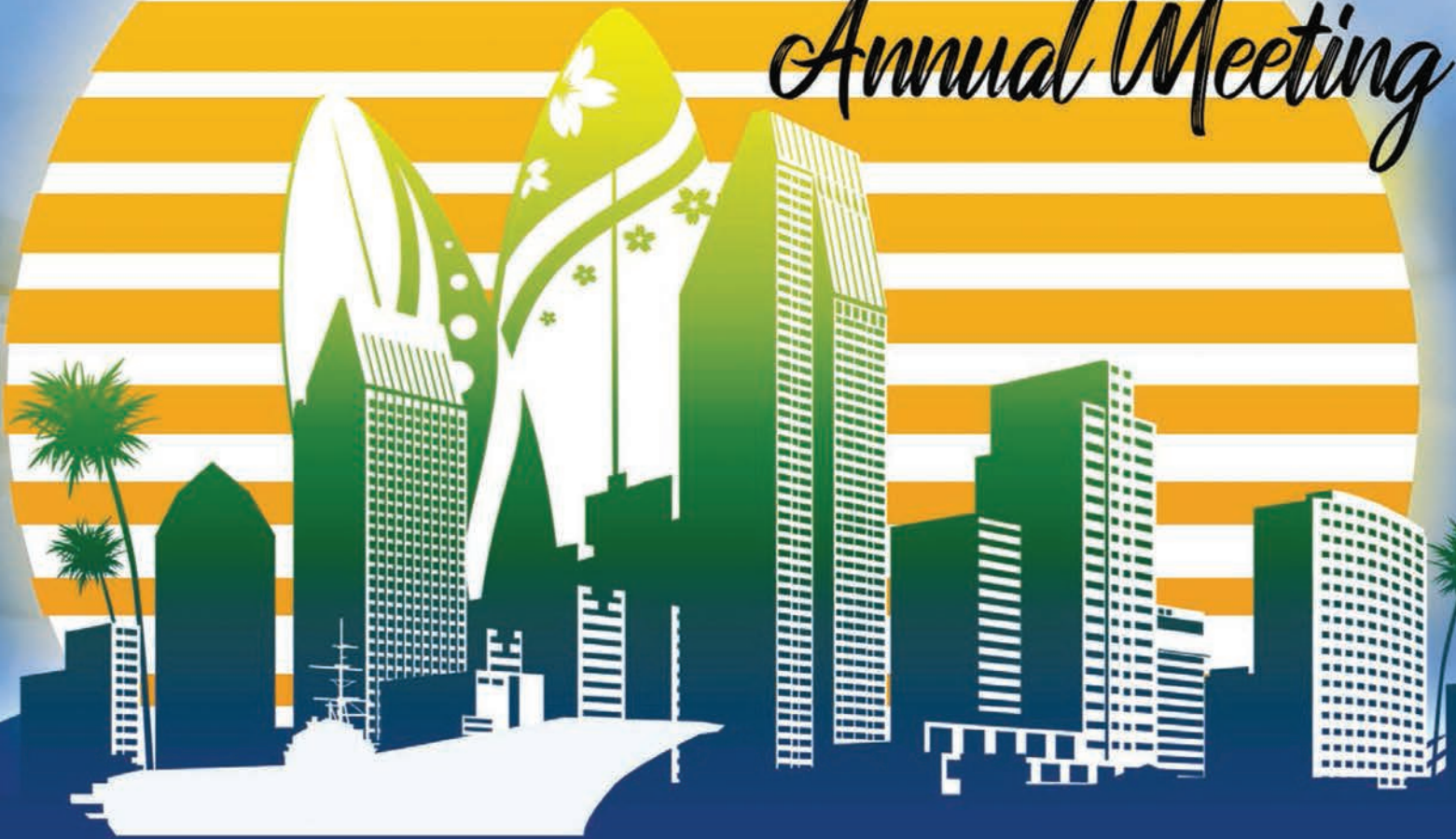
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	Hyabell Ultra	Non-animal Hyaluronic Acid	24 mg/mL; very deep wrinkles, face contouring, volumizing.	Contact mfr.	CE marked, marketed in Europe and other countries.
Allergan	CosmoDerm CosmoPlast	Purified Human-based Collagen + Lidocaine	Purified human-based 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.
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	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.
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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.	
Suneva Medical	Bellafill	Purified Bovine Collagen and PMMA	80% purified bovine collagen and 20% polymethyl-methacrylate (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.

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
Collagen P.I.N. / Induction Therapies	•	•	•	•	•	•	•	•	•	•	www.collagenpin.com / www.inductiontherapies.com
COSMED Dermaceuticals	•	•	•	•	•	•		•	•	•	www.cosmedderm.com
DefenAge Skincare		•	•	•		•				•	www.DefenAge.com
Eclipse MedCorp						•					www.Eclipsemed.com
Envy Medical		•	•	•		•	•	•		•	www.envymedical.com
Epionce	•	•	•	•	•	•		•	•	•	www.epionce.com
LIFTLAB Skin Regeneration		•	•	•		•				•	www.liftlabskincare.com
Oxygenetix	•	•		•		•	•		•	•	www.oxygenetix.com
SkinCeuticals, LLC	•		•	•	•	•		•	•	•	www.skinceuticals.com
SkinMedica, an Allergan Company	•	•	•	•	•	•	•	•	•	•	www.skinmedica.com
TOPIX Pharmaceuticals	•	•	•	•	•	•		•	•	•	www.topixpharm.com

Note: Data subject to change; please refer to Company Directory for supplier contact information.

EMERGING AESTHETIC TECHNOLOGIES COMPARISON CHART

Supplier	Product	Technology	Applications	Price
Aesthetics Biomedical	The Vivace Experience	Microneedling with RF	Fine lines and wrinkles.	Contact mfr.
Bellus Medical	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
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
Cutera	truSculpt iD enlighten Juliet Secret RF	Monopolar RF Laser 532 nm, 670 nm, 1064 nm; 750 ps and 2 ns Er:YAG Laser Fractional Radiofrequency Microneedling	Body sculpting. Tattoos and pigmentation. Women's health and skin resurfacing. Scars.	Contact mfr. Contact mfr. Contact mfr. Contact mfr.
Envy Medical	Dermalinfusion	Advanced, Non-Invasive Skin Exfoliation for Face and Body	Patented 3-in-1 technology simultaneously exfoliates using diamond tips, extracts and infuses skin with condition-specific serums.	Contact mfr.
Fotona	StarWalker MaQX	Q-Switched Pico/Nano (523 nm, 585 nm, 650 nm, 1064 nm)	StarWalker FracTAT Tx creates micro-size holes in skin over the tattoo area prior to the main laser procedure. This pretreatment avoids the 'frosting' effect and allows shorter time between multiple passes, reducing the number of Tx sessions.	Contact mfr.
InMode	FormaV FractoraV	Non-Ablative RF Fractional RF	Votiva with FormaV is registered as a therapeutic device for the treatment of sexual dysfunction or as an adjunct to Kegel exercises (tightening of the pelvic floor muscles to increase muscle tone), and FractoraV fractional coagulation of tissue.	Contact mfr.
Lasering USA	MiXto Pro / V-Lase	Non-Fractional, Non-Ablative CO ₂	Safe, painless, non-ablative CO ₂ soft tissue therapy for gynecology, ENT, dentistry and dermatology.	Contact mfr.
Merz Aesthetics	Ultherapy	Micro-Focused Ultrasound with Visualization	Lifts and tightens skin on the neck, chin and brow, and improves lines and wrinkles on the décolleté.	Contact mfr.
	Cellfina	Tissue Stabilized-Guided Subcision (TS-GS)	Treats the underlying structural cause of cellulite dimples on the buttocks and thighs. U.S. FDA-cleared and E.U. CE-marked with results that last at least three years.	Contact mfr.
	DESCRIBE PFD Patch	Perfluorodecalin-Infused Gel-Based Skin Barrier and Optical Clearing Device	An accessory to laser tattoo removal with the commonly used wavelengths in both Q-switched (QS) and picosecond lasers enabling multiple laser passes in a single treatment session.	Contact mfr.
miraDry, Inc.	miraDry	Microwave Energy	FDA-cleared solution to permanently reduce sweat, odor and hair in as little as one treatment in one hour – with immediate results.	Contact mfr.
Quanta System	Discovery Pico Discovery Pico Plus Discovery Pico Derm	Picosecond, Q-Switched (not for Discovery Pico Derm) and Photo-Thermal 1064 nm Nd:YAG, Picosecond, Q-Switched (not for Discovery Pico Start) 532 nm Nd:YAG and Q-Switched 694 nm Ruby (only for Discovery Pico Plus). Up to 1.8 GW peak power. Pico-Boost Technology. OptiBeam II for fractional, square and round spots.	Benign pigmented lesions, tattoo removal, wrinkles and acne scars.	Contact mfr.
	Thunder Series	Pulsed 1064 nm Nd:YAG and pulsed 755 nm Alexandrite series with up to three models. Super elliptical spot handpieces up to 24 mm; Performant scanner with rep. rates up to 15 Hz.	Dermatological vascular treatments, permanent hair reduction and wrinkles.	Contact mfr.
	DenaVe (manufactured for Cartessa Aesthetics)	Solid State 585 nm Laser with no consumables. Scanner controlled by a touchscreen. Optional spot sizes: 0.5, 1, 1.5, 3 mm.	Benign vascular lesions and benign pigmented lesions.	Contact mfr.
Rohrer Aesthetics	Spectrum	Multi-Platform Laser/IPL	Hair removal, tattoo removal, skin resurfacing, vascular reduction and pigment reduction.	\$57,495
	Phoenix CO ₂	CO ₂ Laser	FDA approved for dermatological, gynecological and general surgery procedures.	\$47,495
	PiXel8-RF	Fractional RF Microneedling	With a single treatment skin will become smoother, tighter and more vital.	No cost (call for details)
Thermi, an Almirall Company	ThermiVa Thermi250 ARVAT1	Temperature Controlled RF Temperature Controlled RF Temperature Controlled RF	Heats tissue in the vulvovaginal area. Temporary reduction in the appearance of cellulite. ThermiTight, ThermiRase, ThermiSmooth Face, ThermiVa.	Contact mfr. Contact mfr. Contact mfr.
Wontech Co., Ltd.	PICOCARE	Picosecond Nd:YAG laser (1064 nm, 532 nm); Collimated, Dye (595 nm, 660 nm) and HEXA MLA (size 3 to 10 mm) handpieces.	Multi-colored tattoos, benign pigmented lesions, enlarged pores, uneven skin texture, dull skin tone, fine lines and acne scars.	Contact mfr.
Zimmer MedizinSystems	Z Wave ZCryo	Ballistic Radial Pulse Cold Air (up to -30° C)	Temporary reduction in the appearance of cellulite. Skin cooling pre, intra and post laser treatments without interfering with the laser beam. Minimizes pain and thermal injury during laser and dermatological treatments. Temporary topical anesthetic relief for injections. Can be used for hair removal, tattoo removal and skin rejuvenation procedures.	Contact mfr. Contact mfr.

Note: Data subject to change; please refer to Company Directory for supplier contact information.

BODY SHAPING TECHNOLOGIES COMPARISON CHART

Supplier	Device	Energy Source	Mechanism of Action	Regulatory Status (Europe and USA)	Price
Candela	UltraShape Power	Non-Thermal, Pulsed Ultrasound Waves	Ultrasound energy is focused at the subcutaneous fat layer beneath skin surface. Oscillating high pressure induces selective destruction of mechanically fragile cell membranes resulting in fat cell destruction.	CE cleared. FDA cleared.	Contact mfr.
	VelaShape III	Bipolar RF, IR and Mechanical Tissue Manipulation with Pulsed Vacuum	The combination of IR and vacuum-coupled RF technologies effectively causes deep heating of the fat cells (adipocytes), surrounding connective fibrous septae, and the underlying dermal collagen fibers.	CE cleared. FDA cleared for temporary reduction in circumference of the abdomen and thighs, and the appearance of cellulite.	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.
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	Nd:YAG 1064 nm, Er:YAG 2940 nm	Same as above.	CE cleared. FDA cleared.	Contact mfr.
InMode Aesthetic Solutions	BodyFX and MiniFX / Contoura Workstation	Bipolar RF, Negative Pressure, Mechanical Massage, Ace Technology	Targets fatty tissue for body and cellulite Tx. RF provides precise, optimal heating of skin for contraction and body shaping using A.C.E. (Acquire, Control, Extend) technology to optimize maximal energy. Vacuum massage with gentle pressure allows maximum depth. Tissue temperature and impedance monitoring achieves and maintains optimal Tx temperature endpoints for enhanced safety and reduced risk of thermal injury. No consumables.	CE cleared. FDA cleared.	Contact mfr.
	BodyTite, FaceTite & EmbraceRF	RF	RF-assisted lipolysis. Dual electrode configuration allows both internal coagulation (fat) and external skin contraction. ACE technology prevents overheating.	CE cleared. FDA cleared.	Contact mfr.
Lumenis	NuEra	Temperature Controlled RF	Temperature controlled RF provides a temporary reduction in the appearance of cellulite.	FDA cleared.	Contact mfr.
Solta Medical, a division of Bausch Health Companies	Thermage FLX	RF	Patented RF energy penetrates deep into the dermis and subcutaneous tissue to tighten skin.	CE cleared. FDA cleared for non-invasive Tx of wrinkles and rhytides; incl. upper / lower eyelids; temporary improvement in appearance of cellulite (with vibration).	Contact mfr.
	Liposonix	High-Intensity Focused Ultrasound (HIFU)	Non-invasive fat reduction system utilizing state-of-the-art HIFU to permanently destroy subcutaneous adipose tissue and provide Custom Contouring capabilities. Intended use and indications for use: The Liposonix system delivers HIFU energy that can disrupt subcutaneous adipose tissue (SAT) to provide a non-invasive approach to body contouring to achieve a desired aesthetic effect.	CE cleared. FDA cleared. U.S.: Indicated for non-invasive waist circumference reduction (i.e., abdomen and flanks). E.U.: Indicated for trunk and lower extremities excluding the lower leg (i.e., abdomen, flanks, hips, thighs and buttocks). Canada: Indicated for abdomen, flanks, hips, thighs and buttocks.	Contact mfr.
	VASERlipo	Ultrasound	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.	CE cleared. FDA cleared.	Contact mfr.
	VASERshape	Non-Invasive Ultrasound and Massage	Small vacuum-assisted massage handpiece coupled with an ultrasound transducer directs a double beam of 1 MHz ultrasound energy to shape the body by temporarily reducing the appearance of cellulite.	CE cleared. FDA cleared.	Contact mfr.
	PowerX	Power-Assisted Liposuction	A powered handpiece on the VASERlipo system rotates the attached cannula based on predetermined angle and speed settings, allowing physicians to quickly debulk large areas of fat and reduce physician fatigue.	CE cleared. FDA cleared.	Contact mfr.
Syneron Candela	UltraShape Power	Non-Thermal, Pulsed Ultrasound Waves	Ultrasound energy is focused at the subcutaneous fat layer beneath skin surface. Oscillating high pressure induces selective destruction of mechanically fragile cell membranes resulting in fat cell destruction.	CE cleared. FDA cleared.	Contact mfr.
	VelaShape III	Bipolar RF, IR and Mechanical Tissue Manipulation with Pulsed Vacuum	The combination of IR and vacuum-coupled RF technologies effectively causes deep heating of the fat cells (adipocytes), surrounding connective fibrous septae, and the underlying dermal collagen fibers.	CE cleared. FDA cleared for temporary reduction in circumference of the abdomen and thighs, and the appearance of cellulite.	Contact mfr.
Thermi, an Almirall Company	Thermi250	Temperature Controlled RF	Temperature Controlled RF to provide temporary reduction in the appearance of cellulite.	FDA cleared.	Contact mfr.
	ARVATI	Temperature Controlled RF	Versatile modalities and safe delivery of rapid results through controlled heating using RF to initiate positive tissue change and naturally stimulate collagen. Address common signs of aging and/or weight loss (fine lines, post-baby body, cellulite, loose skin and intimate tissue laxity).	FDA cleared.	Contact supplier
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.

HAIR REMOVAL COMPARISON CHART

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Aerolase						
Neo	650 ms Nd:YAG	1064 nm	Up to 1272 J/cm ²	650 µs – 1.5 ms	Contact mfr.	30+ applications with single handpiece. No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No routine maintenance. Portable (25 lbs.). All laser accessories, training and marketing package included.
Candela						
GentleMax Pro	Dual Wavelength Alexandrite / Nd:YAG	755 nm / 1064 nm	Up to 400 J/cm ² / up to 520 J/cm ²	0.250 – 100 ms	Contact mfr.	Standard Tx spot sizes from 6-18 mm; large spot delivery system handpiece provides 20, 22 and 24 mm Tx spots; finger and foot switch pulse control; patented Dynamic Cooling Device (DCD) providing consistent epidermal protection and patient comfort.
GentleLase Pro-U	Alexandrite	755 nm	Up to 400 J/cm ²	0.250 – 100 ms	Contact mfr.	Same as above. Nd:YAG system upgrade to GentleMax Pro available.
GentleYAG Pro-U	Nd:YAG	1064 nm	Up to 520 J/cm ²	0.250 – 100 ms	Contact mfr.	Same as above. Alexandrite system upgrade to GentleMax Pro available.
elös Plus with Motif LHR Applicator	Multi-Application Platform: Optical Energy (IR) / RF (elös)	810 nm	Light Fluence: up to 50 J/cm ² , RF: up to 50 J/cm ³	3 Hz	Contact mfr.	Spot size: 12 x 12 mm; tip cooling temp: 5° C.
elös Plus with Motif HR Plus Applicator	Multi-Application Platform: Optical Energy (IR) / RF (elös)	680 – 980 nm	Light Fluence: up to 35 J/cm ² , RF: up to 25 J/cm ³	Up to 3 Hz	Contact mfr.	Spot size: 35 x 14 mm; tip cooling temp: 5° C.
elös Plus with Motif HR Applicator	Multi-Application Platform: Optical Energy (IR) / RF (elös)	680 – 980 nm	Light Fluence: up to 45 J/cm ² , RF: up to 25 J/cm ³	1 Hz	Contact mfr.	Spot size: 25 x 12 mm; tip cooling temp: 5° C.
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.	
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.
InMode						
Diolaze XL / Optimas Workstation	Diode	810 nm	40 J/cm ² (short), 60 J/cm ² (long)	Single and 1 pps auto repeat	Contact mfr.	Gold standard wavelength with ultra-fast speed / pulsing to tissue and large spot size. No compromising power for pulsing. Virtually painless due to strong built-in cooling (3PC - Pre, Parallel, Post). No consumables.
Triton DuoLight / Triton Workstation	Alexandrite / Diode	755 nm / 810 nm	5 – 40 J/cm ²	Short and Long	Contact mfr.	
Triton DuoDark / Triton Workstation	Diode / Nd:YAG	810 nm / 1064 nm	5 – 40 J/cm ²	Short and Long	Contact mfr.	
Quanta System						
Q-Plus - EVO Series	Multi-Application Platform: Pulsed Nd:YAG / Pulsed Alexandrite	1064 nm / 755 nm	Up to 300 J/cm ² / up to 60 J/cm ²	0.3 – 300 ms / 0.3 – 300 ms	Contact mfr.	Rep. rates for Q-switched sources up to 10 Hz and OptiBeam II handpieces for square and round flat-top spots. Spot sizes for nano and microsecond modes: 3, 4.5, 6, 7.5, 9, 10.5 mm round; 2x2, 3x3, 4x4, 5x5 square. Pulsed sources with contact skin cooling or Skin Cryo air adaptor, rep. rates up to 10 Hz. Spot sizes available for pulsed Alexandrite 755 nm from 6-16 mm / 20 mm (only for Domino; pulsed Nd:YAG 1064 nm from 2-16 mm. Q-Plus-Evo Series models: MDK 3 (Q-switched 532 nm / 1064 nm and pulsed 532 nm / 1064 nm); MDK 1 (Q-switched 532 nm / 1064 nm and pulsed 1064 nm / 1320 nm [optional]); MDK 2 (Q-switched 532 nm / 1064 nm and pulsed 755 nm).
Domino - EVO Series	Alexandrite	755 nm	Up to 60 J/cm ²	0.3 – 300 ms	Contact mfr.	Light-EVO Series models: Light A (pulsed 755 nm); Light B (pulsed 1064 nm/1320 nm [optional]); Light A Star (pulsed 1064 nm/1320 nm [optional]; pulsed 755 nm); Light C (pulsed 1064 nm/1320 nm [optional] / 532 nm); Light 4V (pulsed 1064 nm / 1320 nm [optional] / 532 nm, pulsed 755 nm).
Light - Evo Series	Multi-Application Platform: Pulsed Alexandrite / Pulsed Nd:YAG	755 nm / 1064 nm	Up to 60 J/cm ² / up to 300 J/cm ²	0.3 – 300 ms / 0.3 – 300 ms	Contact mfr.	
Thunder Series	Pulsed Alexandrite / Pulsed Nd:YAG	755 nm / 1064 nm	Up to 60 J/cm ² / up to 300 J/cm ²	0.3 – 300 ms / 0.3 – 300 ms	Contact mfr.	Skin Cryo air adaptor integrated with laser handpiece and software integrated cooling system. Optional powerful available scanner with a maximum of 29 cm ² scanning area, multiple fill modes and shapes. Thunder Series models: Thunder HR (pulsed 755 nm), Thunder VT (pulsed 1064 nm), Thunder (pulsed 755 nm/1064 nm). Multiple handpieces; spot sizes up to 24 mm; rep. rate for both wavelengths up to 10 Hz with handpieces and 15 Hz with scanner.

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
Quanta System - continued						
Twain IPL	Pulsed Light	650 nm – 1200 nm / 625 nm – 1200 nm / 590 nm – 1200 nm	Up to 25 J/cm ²	5 ms – 40 ms (pulses train duration up to 240 ms)	Contact mfr.	Optional handpieces for the EVO Series and Discovery Pico/Pico Plus. Optional skin cooling integrated. Spot sizes: 48x13 mm ² or 25x13 mm ²
Quanta Forte	Multi-Application Platform: IPL / Diode 808	HR635: 635 – 950 nm / HR580: 580 – 950 nm / Diode 808: 808 nm	Up to 25 J/cm ² / up to 25 J/cm ² / up to 90 J/cm ²	15 – 100 ms / 15 – 100 ms / up to 200 ms	Contact mfr.	Portable, upgradable with up to eight modules; five IPL handpieces, high speed diode, Er:YAG and Nd:YAG. Advanced contact cooling with sapphire waveguide, which cools to 12°C. Adaptive Pulse Control (APC) adjusts pulse sequence and energy.
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.
Solta Medical, a division of Bausch Health Companies						
Clear + Brilliant pélo	Diode	808 nm	Up to 750 J/cm ²	4 – 400 ms	\$74,999	Linear scanning technology maximizes efficacy, speed and patient comfort. Large spot size and scan area. Integrated contact cooling.

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.

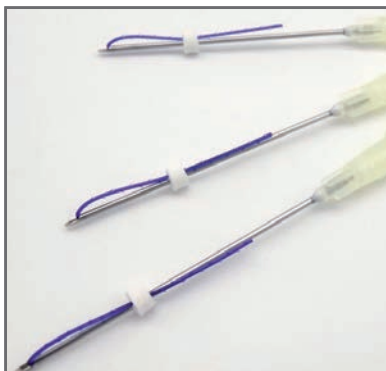
PRODUCT PROFILES



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



Discovery Pico Series

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

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

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 μ s	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						
The Vivace Experience	Microneedling with RF	1 MHz and 2 MHz	70 W	100 – 800 ms	Contact mfr.	
Candela						
Profound	Bipolar RF – 460, 5 kHz	N/A	Max. output voltage – 84 VRMS	N/A	Contact mfr.	Single-use, sterile Tx cartridge with either five (dermal) or seven (subQ) independently controlled bipolar microneedle pairs.
eMatrix Sublative Rejuvenation	Fractional Bipolar RF	N/A	Up to 62 mJ/pin	N/A	Contact mfr.	Standard 64: 12 x 12 mm, Focal 44: 11 x 3 mm.
elösPlus Sublative Applicator	Multi-Application Platform: Optical Energy (IR) / Fractional RF (elös)	N/A	RF: up to 100 mJ/pin	1 Hz	Contact mfr.	Standard 64: 12 x 12 mm, Focal 44: 11 x 3 mm.
eTwo Sublative Applicator	Multi-Application Platform: Optical Energy (IR) / Fractional RF (elös)	N/A	RF: up to 100 mJ/pin	Up to 200 pulses	Contact mfr.	Sublime energy: up to 100 J/cm ³ .
CO ₂ RE	CO ₂ Resurfacing System	10,600 nm	Up to 396 J/cm ²	20 – 3,000 μ s	Contact mfr.	Exclusive Fusion Tx mode to treat superficial and deep skin layers simultaneously. Multi-use featherweight delivery system, multiple treatment spots, full length fractional, short fractional and tapered surgical handpieces, 10.4" high-resolution color LCD, touchscreen user interface, footswitch.
PicoWay Resolve	Picosecond Laser with 101 Uniform Microbeams	532 nm / 1064 nm	Up to 1.5 mJ/ μ beam / up to 3.0 mJ/ μ beam	375 ps / 450 ps	Contact mfr.	101 μ beams, 6 x 6 mm array per Tx area.
Cutera						
xeo pearl	YSGG	2940 nm	Up to 3.5 J/cm ²	\leq 1000 μ s	Contact mfr.	
xeo pearl fractional	YSGG	2940 nm	<400 mJ	\leq 1000 μ s	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 μ m 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, R58S, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.
InMode						
Fractora	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.
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	Contact mfr.	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	Contact mfr.	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.
Quanta System						
Discovery Pico Derm	Picosecond FD Nd:YAG / Picosecond Nd:YAG	532 nm / 1064 nm	0.3 J (ps) / 0.6 J (ps); 2 J (μ s)	400 ps / 450 ps; 250 μ s	Contact mfr.	Peak power up to 0.8 GW at 532 nm and 1.8 GW at 1064 nm. Exclusive PicoBoost technology to allow emissions in pico, nano (not for Discovery Pico Derm) or microseconds. OptiBeam II technology for flat-top round, square and fractional spots. Spot sizes available: 3, 4.5, 6, 7.5, 9, 10.5 mm round; 2x2, 3x3, 4x4, 5x5, 7x7 (only for Discovery Pico Derm) square; fractional round 8 mm. Q-switched Ruby laser source available only with Discovery Pico Plus. Twain IPL and Twain 2940 options for Discovery Pico and Discovery Pico Plus.
Discovery Pico / Discovery Pico Plus	Picosecond Nd:YAG / Picosecond FD Nd:YAG	532 nm / 1064 nm	0.3 J (ps); 0.4 J (ns) / 0.8 J (ps/ns); 2 J (μ s)	400 ps; 6 ns; 12 ns / 450 ps; 6 ns; 12 ns; 250 μ s	Contact mfr.	Scanner area 1.8x1.8 cm (max.), micro-spot of 300 μ m (10,600 nm). Stacking Pulse technologies deliver very short and repeated shots. Various surgical handpieces available.
Youlaser CO ₂	CO ₂	10,600 nm	Up to 60 mJ	0.25 – 20 ms	Contact mfr.	Optional handpiece for the EVO Series, Discovery Pico/Pico Plus. Spot sizes available: 2, 4, 9, 9 dots array.
Twain 2940	Er:YAG	2940 nm	Up to 10 J/cm ² (non microbeam mode); up to 121 J/cm ² (microbeam mode)	0.3 – 1 ms	Contact mfr.	
Quanta Forte	Multi-Application Platform: Er:YAG	2940 nm	Up to 95 J/cm ² (non microbeam mode)	1 – 1.5 ms	Contact mfr.	Portable, upgradable with up to eight modules; five IPL handpieces, high speed diode, Er:YAG and Nd:YAG. Advanced contact cooling with sapphire waveguide, which cools to 12° C. Adaptive Pulse Control (APC) adjusts pulse sequence and energy.

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.
Solta Medical, a division of Bausch Health Companies						
Fraxel DUAL 1550/1927 Laser System	Fractional Laser with Zimmer Cryo 6 Skin Cooling System	1550 nm / 1927 nm	Up to 70 mJ/MTZ (1550 nm) / 20 mJ/MTZ (1927 nm)	N/A	\$129,000	Intelligent Optical Tracking System (IOTS); single operator cooling.
Fraxel re:pair Laser System	CO ₂ Fractional Laser	10,600 nm	Up to 70 mJ/MTZ	N/A	\$139,000	FMDA: 600 micron (superficial treatments); FDDA: 135 micron (deep treatments); 0.2 mm surgical incisional handpiece; 2.0 mm surgical ablative handpiece.
Wontech Co., Ltd.						
PICOCARE	Picosecond Nd:YAG	1064 nm / 532 nm	600 mJ / 300 mJ	370 ps / 450 ps	Contact mfr.	Zoom (2 – 10 mm), collimated (7 mm), dye (595 nm, 660 nm / 3 mm) and HEXA MLA (3-5 mm, 6-10 mm) handpieces; and footswitch.
Lavieen	Thulium Fractional Laser	1927 nm	10 W	0.1 – 10 ms	Contact mfr.	Separately adjustable energy and pulse duration; adjustable shape and size of the laser beam. Tips: 10 mm, 20 mm, 30 mm. No consumables.

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



SkinPen

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

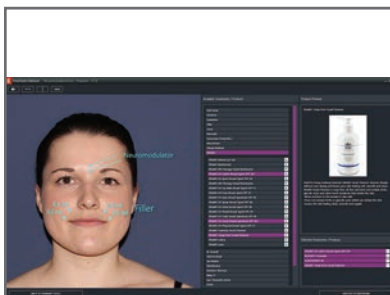
Bellus Medical: 888-372-3982 or visit www.bellusmedical.com



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

Episciences, Inc.: 866-374-6623
or visit www.epionce.com



FotoFinder Proposer

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

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

SKIN REJUVENATION COMPARISON CHART

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Aerolase						
Neo	650 ms Nd:YAG	1064 nm	Up to 1272 J/cm ²	650 µs – 1.5 ms	Contact mfr.	30+ applications with single handpiece. No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No routine maintenance. Portable (25 lbs.). All laser accessories, training and marketing package included.
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						
The Vivace Experience	Microneedling with RF	1 MHz and 2 MHz	70 W	100 – 800 ms	Contact mfr.	
Cutera						
xeo	Laser	1064 nm	Up to 300 J/cm ²	Up to 300 ms	Contact mfr.	Optional IPL handpieces.
excel V	Laser	532 nm, 1064 nm	Up to 300 J/cm ²	Up to 60 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.
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	Contact mfr.	R28, R29, R58, R585, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.
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: 3,000 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 and Morpheus8 / EmbraceRF Workstation	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.
Lasering USA						
SLIM E30 MiXto SX	CO ₂	10,600 nm	0.5 – 30 W	2.5 – 16 ms	Contact mfr.	Patented chopped CW fractional scanner system; 20 x 20 mm, 180 micron scanning handpiece; 300 micron scanning handpiece; full range of cutting handpieces, micromanipulator and GYN handpiece for vaginal therapy. No disposables.
SLIM EVOLUTION II MiXto PRO	CO ₂	10,600 nm	0.5 – 30 W	2.5 – 16 ms	Contact mfr.	Same as above.
Velure S5 MiXto VX	LBO Diode	532 nm	0.1 – 5 W	10 – 1,000 ms	Contact mfr.	MiXto VX Fractional scanner for non-ablative skin rejuvenation. Focusing handpieces with spot sizes of 0.3 mm, 0.5 mm, 1.0 mm, 1.5 mm. No disposables.
Lumenis						
M22	Multi-Application, Multi-Technology Modular Platform	IPL: 515 – 1200 nm / Nd:YAG: 1064 nm	10 – 35 J/cm ² / 20 – 225 J/cm ²	4 – 20 ms / 2 – 20 ms	Contact mfr.	Universal IPL module treats 24 applications, Universal IPL handpiece has two light guides (15 x 35 mm and 8 x 15 mm), with six exchangeable ExpertFilters: 515, 560, 590, 615, 640, 695 nm. Nd:YAG module treats five applications, MultiSpot Nd:YAG handpiece has 2 x 4 mm and 6 mm light guides. Optimal Pulse Technology (OPT) and Multiple-Sequential-Pulsing. Continuous contact cooling with SapphireCool light guides. Optimized presets.
M22 ResurfX	1565 nm Erbium Fiber Laser	1565 nm	10 – 70 mJ per microbeam	N/A	Contact mfr.	Single pass CoolScan scanner for non-sequential scanning, continuous contact cooling for increased patient comfort and protection of epidermis. No disposables; 600 combinations of shape, size and density.

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SKIN REJUVENATION COMPARISON CHART

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Lumenis - continued						
M22 Q-Switched Nd:YAG	Q-Switched Nd:YAG	N/A	1.6 – 14 J/cm ²	6 – 8 ns	Contact mfr.	Homogenous "Top-Hat" beam profile. Multiple disposable and non-disposable tips, multiple spot sizes: 2, 2.5, 3.5, 5 and 6 mm
UltraPulse (with ActiveFX, DeepFX, TotalFX and SCAAR FX)	Fractional and Full Ablative CO ₂	10,600 nm	Proprietary, unique UltraPulse technology: Up to 225 mJ per single pulse (short pulse duration). Avg. power up to 60 W, peak power up to 240 W	Unique 225 mJ in less than 2 ms	Contact mfr.	Two scanners: CoolScan (CPG) delivers UltraPulse telecentric, collimated scanning with 1.3 mm spot size. DeepFX micro-scanner delivers energy with 0.12 mm spot size, up to 4 mm penetration depth. Collimated single spot energy delivery and focused incisional handpieces. SCAAR FX fractional mode delivers 150 mJ per pulse, deep treatment up to 4 mm in a single pulse and optimal ablation/coagulation ratio. 34 FDA cleared aesthetic indications.
AcuPulse MultiMode	Fractional and Full Ablative CO ₂	10,600 nm	Average power up to 40 W, peak power up to 200 W	SuperPulse pulses less than 0.3 ms	Contact mfr.	Ten modes: FeatherTouch, SilkTouch, FineTouch, ToeTouch, Paint, Superficial, Deep, Combo, StretchTouch and Bleph. Two scanners: AcuScan120 for fractional resurfacing and SurgiTouch for full resurfacing. Three handpieces for use with SurgiTouch scanner and one incisional handpiece. 34 FDA cleared indications.
Quanta System						
Discovery Pico Derm	Picosecond FD Nd:YAG / Picosecond Nd:YAG	532 nm / 1064 nm	0.3 J (ps) / 0.6 J (ps); 2 J (μs)	400 ps / 450 ps; 250 μs	Contact mfr.	Peak power up to 0.8 GW at 532 nm and 1.8 GW at 1064 nm. Exclusive Pico-Boost technology allows emissions in pico, nano (not for Discovery Pico Derm) or microsecond. OptiBeam II technology for flat-top round, square and fractional spots. Spot sizes available: 3, 4.5, 6, 7.5, 9, 10.5 mm round; 2x2, 3x3, 4x4, 5x5, 7x7 (only for Discovery Pico Start) square; fractional round 8 mm; Twain IPL and Twain 2940 options for Discovery Pico and Discovery Pico Plus.
Discovery Pico / Discovery Pico Plus	Picosecond FD Nd:YAG / Picosecond Nd:YAG / Ruby Q-Switched (only for Discovery Pico Plus)	532 nm / 1064 nm / 694 nm	0.3 J (ps); 0.4 J (ns) / 0.8 J (ps/ns); 2 J (μs) / 1.2 J (ns); 2 J (ms)	400 ps; 6 ns; 12 ns / 450 ps; 6 ns; 12 ns; 250 μs / 30 ns; 2 ms	Contact mfr.	Rep. rates for Q-switched sources up to 10 Hz, 3 Hz for Ruby, and OptiBeam II handpieces for square and round flat-top spots. Spot sizes for nano and microsecond modes: 3, 4.5, 6, 7.5, 9, 10.5 mm round; 2x2, 3x3, 4x4, 5x5 square. Pulsed sources with contact skin cooling or Skin Cryo air adaptor; rep. rates up to 10 Hz. Spot sizes available for pulsed 755 nm from 6-16 mm; pulsed 532 nm from 2-6 mm; pulsed 1064 nm from 2-16 mm; pulsed 1320 nm (optional) from 6-10 mm. Twain IPL and Twain 2940 are optional.
Q-Plus - EVO Series	Multi-Application Platform: Q-Switched Nd:YAG / Q-Switched Ruby / Pulsed Nd:YAG / Pulsed FD Nd:YAG / Pulsed Nd:YAG (optional) Pulsed Alexandrite	1064 nm / 532 nm / 694 nm / 1064 nm / 532 nm / 1320 nm (optional) / 755 nm	Up to 37.5 J/cm ² (ns); 50 J/cm ² (μs) / up to 15 J/cm ² / up to 30 J/cm ² (ns); 25 J/cm ² (ms) / up to 300 J/cm ² / up to 95 J/cm ² / up to 35 J/cm ² / up to 60 J/cm ²	6 ns; 12 ns; 250 μs / 6 ns; 12 ns / 30 ns; 2 ms / 0.3 – 300 ms / 2 – 25 ms / 5 – 10 ms / 0.3 – 300 ms	Contact mfr.	Q-Plus-Evo Series models: Q-Plus A (Q-switched 532 nm / 1064 nm); Q-Plus C (Q-switched 532 nm / 1064 nm and 694 nm); Q-Plus R (Q-switched 694 nm); MDK3 (Q-switched 532 nm / 1064 nm and pulsed 532 nm / 1064 nm); MDK 1 (Q-switched 532 nm / 1064 nm and pulsed 1064 nm / 1320 nm (optional)); MDK 2 (Q-switched 532 nm / 1064 nm and pulsed 755 nm). Light-EVO Series models: Light B (pulsed 1064 nm / 1320 nm); Light A Star (pulsed Nd:YAG 1064 nm / 1320 nm; pulsed 755 nm); Light C (pulsed 1064 nm / 1320 nm / 532 nm); Light 4V (pulsed 1064 nm / 1320 nm / 532 nm, pulsed 755 nm).
Light - Evo Series	Multi-Application Platform: Pulsed Alexandrite / Pulsed FD Nd:YAG / Pulsed Nd:YAG / Pulsed Nd:YAG (optional)	755 nm / 532 nm / 1064 nm / 1320 nm (optional)	Up to 60 J/cm ² / Up to 95 J/cm ² / Up to 300 J/cm ² / Up to 35 J/cm ²	0.3 – 300 ms / 2 – 25 ms / 0.3 – 300 ms / 5 – 10 ms	Contact mfr.	Skin Cryo air adaptor integrated into laser handpiece and software integrated cooling system. Optional powerful scanner available with a maximum of 29 cm ² scanning area, multiple fill modes and shapes. Thunder Series models: Thunder HR (pulsed 755 nm), Thunder VT (pulsed 1064 nm), Thunder (pulsed 755 nm / 1064 nm). Handpiece spot sizes up to 24 mm; rep. rate for both wavelengths up to 10 Hz with handpiece and 15 Hz with scanner.
Thunder Series	Pulsed Alexandrite / Pulsed Nd:YAG	755 nm / 1064 nm	Up to 60 J/cm ² / up to 300 J/cm ²	0.3 – 300 ms / 0.3 – 300 ms	Contact mfr.	Optional handpieces for the EVO Series and Discovery PICO / Pico Plus. Optional skin cooling integrated. Spot sizes: 48x13 mm ² or 25x13 mm ²
Twain IPL	Pulsed Light	570 nm – 1200 nm / 550 nm – 1200 nm	Up to 25 J/cm ²	5 – 40 ms (pulse train duration up to 240 ms)	Contact mfr.	Optional handpiece for the EVO Series, Discovery Pico / Pico Plus. Spot sizes available: 2, 4, 9, 9 dots array.
Twain 2940	Er:YAG	2940 nm	Up to 10 J/cm ² (non microbeam mode) / up to 121 J/cm ² (microbeam mode)	0.3 ms – 1ms	Contact mfr.	
Quanta Forte	Multi-Application Platform: IPL / Er:YAG / Diode 808	HR635: 635 – 950 nm / SR580: 580 – 950 nm / VL-PL 535: 535 – 950 nm / AC415: 415 – 950 nm / Er:YAG: 2940 nm / Diode 808: 808 nm	Up to 25 J/cm ² / up to 25 J/cm ² / up to 25 J/cm ² / up to 25 J/cm ² / up to 15 J/cm ² / up to 95 J/cm ² (non microbeam mode) / up to 90 J/cm ²	15 – 100 ms / 15 – 100 ms / 10 – 25 ms / 10 – 25 ms / 15 – 100 ms / 1 – 1.5 ms / up to 200 ms	Contact mfr.	Portable, upgradable with up to eight modules; five IPL handpieces, high speed diode, Er:YAG and Nd:YAG. Advanced contact cooling with sapphire waveguide, which cools to 12° C. Adaptive Pulse Control (APC) adjusts pulse sequence and energy.
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.

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
Solta Medical, a division of Bausch Health Companies						
Fraxel re:pair SST	CO ₂ Laser	10,600 nm	Up to 70 mJ/MTZ	N/A	Contact mfr.	Four plug-and-play handpieces with fractional and surgical applications. Built-in smokeless evacuation system. Intelligent Optical Tracking system (IOTS) with roller tip. Over 240 pre-programmed Tx settings for targeted indications.
Fraxel DUAL 1550 / 1927	1550 nm Erbium Fiber / 1927 nm Thulium Fiber Laser	1550 nm / 1927 nm	Up to 70 mJ/MTZ / up to 20 mJ/MTZ	N/A	Contact mfr.	Two non-ablative lasers. IOTS adjusts to hand speed and ensures uniform Tx. Maximized lesion depth for chosen pulse energy. Variable optical spot size with telescope. Zimmer cooling integrated into handpiece.
Fraxel 1550	1550 nm Erbium Fiber Laser	1550 nm	Up to 70 mJ/MTZ	N/A	Contact mfr.	IOTS adjusts to hand speed and ensures uniform Tx. Variable optical spot size using telescope. Zimmer cooling integrated into handpiece. Precise dosimetry increases patient comfort for targeted indications.
Clear+Brilliant	Diode Laser	1440 nm	Up to 9 mJ/MTZ	N/A	Contact mfr.	Desktop system with ergonomic handpiece and roller tip. IOTS adjusts to hand speed and ensures uniform Tx.
Clear+Brilliant Perm�a Thermage FLX / Thermage CPT	Fractional Diode Laser RF	1927 nm N/A	5 mJ 6 – 32 J/cm (average) dependent on impedance and body tissue thickness	N/A N/A	Contact mfr. Contact mfr.	Same as above. Single ergonomic handpiece for face and body. Face Tip for upper and lower face (excluding eyelids); Eye Tip for treatment of periorbital area and eyelids; Total Tip for face and body (including smaller areas of abdomen, neck, arms, thighs, buttocks and knees). Body Tip for larger body areas of the abdomen, arms thighs, buttocks and knees.
Wontech Co., Ltd.						
PICOCARE	Picosecond Nd:YAG	1064 nm / 532 nm	600 mJ / 300 mJ	450 ps	Contact mfr.	Zoom (2 – 10 mm), collimated (7 mm), dye(595 nm, 660 nm / 3 mm) and HEXA MLA (3-5 mm, 6-10 mm) handpieces; and footswitch.
PASTELLE	Q-Switched Nd:YAG Laser	532 nm, 1064 nm	532 nm: 500 mJ, 1064 nm: 1,300 mJ, PTP Mode: 1,600 mJ, Genesis mode: 3,500 mJ	4 – 48 ns (QS mode) / 80 – 480 �s (Genesis mode)	Contact mfr.	Zoom (2-10 mm), collimated (7 mm) and dye (595 nm, 660 nm / 3 mm) handpieces; and footswitch.
COSJET SR	Long Pulsed Nd:YAG Laser	1064 nm, 1320 nm	50 J (1064 nm), 15 J (1320 nm)	0.3 – 1 ms (short) / 1 – 100 ms (long)	Contact mfr.	Handpiece cooling systems: skin cooling system and sapphire window contact cooling; foot switch spot size from 2-10 mm.
Ultraskin II	HIFU	N/A	3.0 J/cm�	N/A	Contact mfr.	Standard cartridges: 4.5 mm, 3.0 mm. Optional cartridges: 1.5 mm, 13 mm, 10,000 shots.
V-laser	Long-Pulsed KTP / Nd:YAG Laser	532 nm / 1064 nm	1 J / 50 J	1 – 40 ms / 5 – 60 ms / Genesis: 0.3 ms	Contact mfr.	Spot size: 2, 3, 4, 5, 6, 8, 10, 12 mm; Sapphire window contact cooling.
Sandro Dual	Long-Pulsed Alexandrite / Nd:YAG Laser	755 nm / 1064 nm / Hybrid mode (755 – 1064 nm, 1064 – 755 nm)	50 J / 80 J / 60 J	0.2 – 300 ms / 0.2 – 300 ms / 5 – 50 ms	Contact mfr.	Spot size: 2, 3, 5, 7, 10, 12, 15, 18, 20 mm; Skin Cooling Spray (SCS).

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

NeoClear®
Acne free. NeoClear.

NeoClear

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

Aerolase: 914-345-8300
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VECTRA H2

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

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



Lavieen

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

Wontech Co., Ltd.: 267-803-6880 or visit www.wtlaser.com

ACNE Tx DEVICE COMPARISON CHART

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Aerolase						
Neo	650 ms Nd:YAG	1064 nm	Up to 1272 J/cm ²	650 µs – 1.5 ms	Contact mfr.	30+ applications with single handpiece. No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No routine maintenance. Portable (25 lbs.). All laser accessories, training and marketing package included.
Cutera						
excel V	Laser	532 nm / 1064 nm	Up to 300 J/cm ²	Up to 60 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 N/A
SP Spectro	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-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.
Quanta System						
Discovery Pico Derm	Picosecond Nd:YAG	1064 nm	0.6 J (ps); 2 J (µs)	450 ps; 250 µs	Contact mfr.	Peak power up to 0.8 GW at 532 nm and 1.8 GW at 1064 nm. Exclusive PicoBoost technology to allow emissions in pico, nano (not for Discovery Pico Derm) or microseconds. OptiBeam II technology for flat-top round, square and fractional spots. Spot sizes available: 3, 4.5, 6, 7.5, 9, 10.5 mm round; 2x2, 3x3, 4x4, 5x5, 7x7 (only for Discovery Pico Derm) square; fractional round 8 mm. Q-switched Ruby laser source available only with Discovery Pico Plus. Nd:YAG FD 532 nm is available for all the Pico lasers. Twain IPL and Twain 2940 options for Discovery Pico and Discovery Pico Plus.
Discovery Pico / Discovery Pico Plus	Picosecond Nd:YAG	1064 nm	0.8 J (ps/ns); 2 J (µs)	450 ps; 6 ns; 12 ns; 250 µs	Contact mfr.	Rep. rates for Q-switched sources up to 10 Hz and OptiBeam II handpieces for square and round flat-top spots. Spot sizes for nano and microsecond modes: 3, 4.5, 6, 7.5, 9, 10.5 mm round; 2x2, 3x3, 4x4, 5x5 square. Pulsed sources with contact skin cooling or Skin Cryo air adaptor, rep. rates up to 10 Hz. Spot sizes available for pulsed 1320 nm (optional) from 6-10 mm.
Q-Plus - EVO Series	Multi-Application Platform: Q-Switched Nd:YAG / Pulsed Nd:YAG (optional)	1064 nm / 1320 nm (optional)	Up to 37.5 J/cm ² (ns); 50 J/cm ² (µs) / up to 35 J/cm ²	6 ns; 12 ns; 250 µs / 5 – 10 ms	Contact mfr.	Q-Plus - Evo Series models: Q-Plus A (Q-switched 532 nm / 1064 nm); Q-Plus C (Q-switched 532 nm / 1064 nm and 694 nm); MDK 3 (Q-switched 532 nm / 1064 nm and pulsed 532 nm / 1064 nm); MDK 1 (Q-switched 532 nm / 1064 nm and pulsed Nd:YAG 1064 nm / 1320 nm [optional]); MDK 2 (Q-switched 532 nm / 1064 nm and pulsed 755 nm).
Light - Evo Series	Multi-Application Platform: Pulsed Nd:YAG (optional)	1320 nm (optional)	Up to 35 J/cm ²	5 – 10 ms	Contact mfr.	Light - Evo Series models: Light B (pulsed 1064 nm / 1320 nm [optional]); Light A Star (pulsed 1064 nm / 1320 nm [optional]; pulsed 755 nm); Light C (pulsed 1064 nm / 1320 nm [optional] / 532 nm); Light 4V (pulsed 1064 nm / 1320 nm [optional] / 532 nm, pulsed 755 nm).
Twain IPL	Pulsed Light	400 – 1200 nm	Up to 25 J/cm ²	5 ms – 40 ms (pulses train duration up to 240 ms)	Contact mfr.	Optional handpieces for the EVO Series and Discovery PICO/Pico Plus. Optional skin cooling integrated. Spot sizes: 48x13 mm ² or 25x13 mm ² .
Twain 2940 (only acne scars)	Er:YAG	2940 nm	Up to 10 J/cm ² (non microbeam mode) Up to 121 J/cm ² (microbeam mode)	0.3 ms – 1 ms	Contact mfr.	Optional handpiece for the EVO Series, Discovery Pico/Pico Plus. Spot sizes available: 2, 4, 9, 9 dots array.
Quanta Forte	Multi-Application Platform: IPL / Er:YAG (only for acne scars)	AC415: 415 – 950 nm / Er:YAG: 2940 nm	Up to 15 J/cm ² / up to 95 J/cm ² (non microbeam mode)	15 – 100 ms / 1 – 1.5 ms	Contact mfr.	Portable, upgradable with up to eight modules; five IPL handpieces, high speed diode, Er:YAG and Nd:YAG. Advanced contact cooling with sapphire waveguide which cools to 12° C. Adaptive Pulse Control (APC) adjusts pulse sequence and energy.
Solta Medical, a division of Bausch Health Companies						
Isolaz 2 Acne Therapy	Photopneumatic: Vacuum and Broadband Light	400 – 1200 nm	Up to 60 J/cm ²	Up to 25 ms	Contact mfr.	Protective eyewear for patient and physician. Small and large tips available to access different areas with ease. 400 or 580 nm options based on skin type; safe for all skin types.
Wontech Co., Ltd.						
PICOCARE	Picosecond Nd:YAG	1064 nm / 532 nm	600 mJ / 300 mJ	370 ps / 450 ps	Contact mfr.	Zoom (2 – 10 mm), collimated (7 mm), dye (595 nm, 660 nm / 3 mm) and HEXA MLA (3-5 mm, 6-10 mm) handpieces; and footswitch.
Cosjet SR	Long Pulsed Nd:YAG Laser	1064 nm, 1320 nm	50 J (1064 nm), 15 J (1320 nm)	0.3 – 1 ms (short) / 1 – 100 ms (long)	Contact mfr.	Handpiece cooling systems: skin cooling system and sapphire window contact cooling; foot switch spot size from 2 to 10 mm.
V-laser	Long-Pulsed KTP / Nd:YAG Laser	532 nm / 1064 nm	1 J / 50 J	1 – 40 ms / 5 – 60 ms / Genesis: 0.3 ms	Contact mfr.	Spot size: 2, 3, 4, 5, 6, 8, 10, 12 mm; Sapphire window contact cooling.

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VASCULAR TECHNOLOGY COMPARISON CHART

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Aerolase						
Neo	650 ms Nd:YAG	1064 nm	Up to 1272 J/cm ²	650 μs – 1.5 ms	Contact mfr.	30+ applications with single handpiece. No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No routine maintenance. Portable (25 lbs.). All laser accessories, training and marketing package included. No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No service contracts. 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.	
Cutera						
excel V xco	Laser Laser / Limelight	532 nm, 1064 nm 1064 nm / 520 – 1100 nm	Up to 300 J/cm ² 300 J/cm ² / ≤30 J/cm ²	Up to 60 ms Up to 300 ms / Automatic	Contact mfr. 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. 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. 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. S-11 Nd:YAG scanner: 42 cm ² Tx area. Nd:YAG handpieces: 2 - 20 mm spot sizes. 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. 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.
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.	
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.	
SP Spectro	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm ²	N/A	Contact mfr.	
XP Spectro	Nd:YAG / Long Pulse	1064 nm	Up to 600 J/cm ²	0.1 – 50 ms	Contact mfr.	
XS Dynamis	Er:YAG	2940 nm	Up to 500 J/cm ²	0.1 – 1.5 ms	Contact mfr.	
XP Focus	Nd:YAG / Long Pulse	1064 nm	Up to 600 J/cm ²	0.1 – 50 ms	Contact mfr.	
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.	
InMode Aesthetic Solutions						
Vasculaze	Diode	1064 nm	40 – 300 J/cm ²	5 – 100 ms	Contact mfr.	
Lasering USA						
Velure S5 MiXto VX	LBO Diode	532 nm	0.1 – 5 W	10 – 1,000 ms	Contact mfr.	MiXto VX fractional scanner for non-ablative skin rejuvenation. Focusing handpieces with spot sizes of 0.3 mm, 0.5 mm, 1.0 mm, 1.5 mm. No disposables. Focusing handpieces with spot sizes of 0.3 mm, 0.5 mm, 1.0 mm, 1.5 mm. No disposables.
Velure S5	LBO Diode	532 nm	0.1 – 5 W	10 – 1,000 ms	Contact mfr.	
Lumenis						
M22	Multi-Application, Multi-Technology Modular Platform	IPL: 515 – 1200 nm, Nd:YAG: 1064 nm	10 – 35 J/cm ² , 20 – 225 J/cm ²	4 – 20 ms, 2 – 20 ms	Contact mfr.	Universal IPL module treats 24 applications, Universal IPL handpiece has two light guides (15 x 35 mm and 8 x 15 mm) with six exchangeable ExpertFilters: 515, 560, 590, 615, 640, 695 nm. Nd:YAG module treats five applications, MultiSpot Nd:YAG handpiece has 2 x 4 mm and 6 mm light guides. Optimal Pulse Technology (OPT) and Multiple-Sequential-Pulsing. Continuous contact cooling with SapphireCool light guides. Optimized presets.
Quanta System						
DenaVe (manufactured for Cartessa Aesthetics)	Solid State Laser	585 nm	Up to 63 J/cm ²	0.25 – 8000 ms	Contact mfr.	Solid state laser with no consumables. Spot sizes: 0.5, 1, 1.5, 3 mm. Optional scanner with max. scanning area of 1.8x1.8 cm. Rep. rates for Q-switched sources up to 10 Hz and OptiBeam II handpieces for square and round flat-top spots. Spot sizes for nano and microsecond modes: 3, 4.5, 6, 7.5, 9, 10.5 mm round; 2x2, 3x3, 4x4, 5x5 square. Pulsed sources with contact skin cooling or Skin Cryo air adaptor; rep. rates up to 10 Hz. Spot sizes available for pulsed 532 nm Nd:YAG from 2-6 mm; pulsed 1064 nm Nd:YAG from 2-16 mm. Q-Plus - Evo Series models: MDK 3 (Q-switched 532 nm / 1064 nm and pulsed 532 nm / 1064 nm); MDK 1 (Q-switched 532 nm / 1064 nm and pulsed 1064 nm / 1320 nm [optional]); MDK 2 (Q-switched 532 nm / 1064 nm and pulsed 755 nm). Light - Evo Series models: Light B (pulsed 1064 nm / 1320 nm [optional]); Light A Star (pulsed 1064 nm / 1320 nm [optional]; pulsed 755 nm); Light C (pulsed 1064 nm / 1320 nm [optional] / 532 nm); Light 4V (pulsed 1064 nm / 1320 nm [optional] / 532 nm, pulsed 755 nm).
Q-Plus - EVO Series	Multi-Application Platform: Pulsed Nd:YAG / Pulsed FD Nd:YAG	1064 nm / 532 nm	Up to 300 J/cm ² / up to 95 J/cm ²	0.3 – 300 ms / 2 – 25 ms	Contact mfr.	
Light - Evo Series	Multi-Application Platform: Pulsed FD Nd:YAG / Pulsed Nd:YAG	532 nm / 1064 nm	Up to 95 J/cm ² / up to 300 J/cm ²	2 – 25 ms / 0.3 – 300 ms	Contact mfr.	

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VASCULAR TECHNOLOGY COMPARISON CHART

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Quanta System - continued						
Thunder Series	Multi-Application Platform: Pulsed Nd:YAG	1064 nm	Up to 300 J/cm ²	0.3 – 300 ms	Contact mfr.	Skin Cryo air adaptor integrated into laser handpiece and software integrated cooling system. Optional powerful scanner available with a maximum of 29 cm ² scanning area, multiple fill modes and shapes. Thunder Series models: Thunder HR (pulsed 755 nm), Thunder VT (1064 nm), Thunder (pulsed 755 nm / 1064 nm). Multiple handpieces with spot sizes up to 24 mm; rep. rate for both wavelengths up to 10 Hz with handpieces and 15 Hz with scanner.
Twain IPL	Pulsed Light	570 – 1200 nm / 550 – 1200 nm	Up to 25 J/cm ²	5 – 40 ms (pulses train duration up to 240 ms)	Contact mfr.	Optional handpieces for the EVO Series and Discovery PICO/Pico Plus. Optional skin cooling integrated. Spot sizes: 48x13 mm ² or 25x13 mm ² .
Quanta Forte	Multi-Application Platform: IPL	VL-PL 535: 535 – 950 nm	Up to 25 J/cm ²	10 – 25 ms	Contact mfr.	Portable, upgradable with up to eight modules; five IPL handpieces, high speed diode, Er:YAG and Nd:YAG. Advanced contact cooling with sapphire waveguide, which cools to 12° C. Adaptive Pulse Control (APC) adjusts pulse sequence and energy.
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.
Wontech Co., Ltd.						
COSJET SR	Long Pulsed Nd:YAG Laser	1064 nm, 1320 nm	50 J (1064 nm), 15 J (1320 nm)	0.3 – 1 ms (short) / 1 – 100 ms (long)	Contact mfr.	Handpiece cooling systems: skin cooling system and sapphire window contact cooling; foot switch spot size from 2 to 10 mm.
V-laser	Long-Pulsed KTP / Nd:YAG Laser	532 nm / 1064 nm	1 J / 50 J	1 – 40 ms / 5 – 60 ms / Genesis: 0.3 ms	Contact mfr.	Spot size: 2, 3, 4, 5, 6, 8, 10, 12 mm; Sapphire window contact cooling.
Sandro Dual	Long-Pulsed Alexandrite / Nd:YAG Laser	755 nm / 1064 nm / Hybrid mode (755 – 1064 nm, 1064 – 755 nm)	50 J / 80 J / 60 J	0.2 – 300 ms / 0.2 – 300 ms / 5 – 50 ms	Contact mfr.	Spot size: 2, 3, 5, 7, 10, 12, 15, 18, 20 mm; Skin Cooling Spray (SCS).

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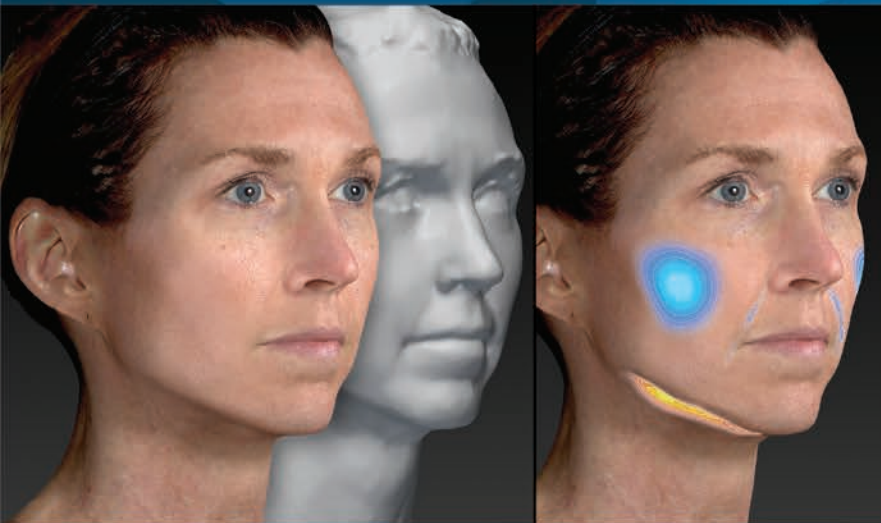
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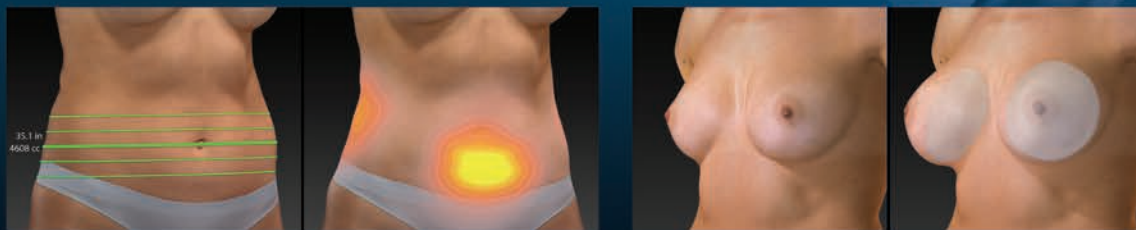
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