



T H E  
AESTHETIC GUIDE

Hands-Free Wrappable  
Deep Tissue RF  
Heating Technology  
pg. 3

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# Cynosure Expands Capabilities of TempSure with First-Ever Hands-Free Wrappable RF Technology

By Kevin A. Wilson, Contributing Editor

Expanding the capabilities of the TempSure RF platform with a totally novel approach to body contouring, FlexSure from Cynosure, LLC (Westford, Mass.) is the world's first wrappable radiofrequency (RF) applicator, a truly landmark innovation designed to provide deep-tissue heating for a uniform deposition of energy safely, rapidly and consistently. Conforming to the topography of the treatment area, the flexible six-segment pad can wrap around limbs or flanks. Realtime feedback automatically prevents overtreatment to ensure safety, maximizing energy delivery to achieve dramatic results with virtually no pain, in a quick 15-minute treatment. Once applied, the device does the rest and staff can leave the room – an obvious benefit in the COVID-19 era.

“Simply put, FlexSure is an automated touchless applicator that expands the already versatile 300 W, 4 MHz TempSure platform,” said plastic and reconstructive surgeon Regina Fearmonti, MD, of Alon Aesthetics Plastic Surgery and SKIN (San Antonio, Texas).

“TempSure itself offers safe, consistent and reliable treatments,” she continued. The TempSure platform features Therapeutic Logic Control (TLC) to effectively manage RF delivery, and best-in-class temperature sensing with feedback-driven control to ensure the safe, predictable and consistent deposition of energy in each of the variety of applications.

“And as an extension of the TempSure device, FlexSure is safe for all Fitzpatrick skin types, safe for use even in sunny summer months, and there is no weight restriction,” Dr. Fearmonti continued. “We can treat almost all individuals with this technology, all patients can benefit

year-round. As a medspa owner, that is maximum bang for my buck when it comes to purchasing a device.”

“Unlike other devices, this applicator conforms to the patient,” said ophthalmologist and fellowship-trained dermatologic cosmetic surgeon Raminder Saluja, MD, director of Saluja Cosmetic and Laser Center (Huntersville, N.C.). “With competitor devices, the applicator is rigid, so the tissue must conform to the applicator.”

FlexSure increases the utility of the already versatile TempSure platform, which features four other specialized applicators. TempSure Surgical RF for simultaneous cutting and coagulation focuses energy for cleaner incisions, reduced bleeding and bruising, and faster post-procedure healing. TempSure Envi features three handpieces for remodeling collagen to reduce the appearance of wrinkles and lines. The gentle TempSure Vitalia applicator for feminine wellness increases local circulation and decreases pain and muscle spasms, featuring dual thermistors coupled with impedance monitoring to prevent arcing. TempSure Firm is designed for even, thorough heating via continuous monopolar RF, making it an ideal cellulite treatment. Each has additional capabilities and treatment indications as well. FlexSure rounds out the spectrum of offerings.

“Another way of looking at FlexSure,” according to Bruce Katz, MD, director of JUVA Skin & Laser Center (New York, N.Y.), “is considering it to be the natural evolution of TempSure Firm.” However, the applicator for TempSure Firm is not ideal for many applications because of its size. The wrappable, six-segment FlexSure applicator can treat limbs, flanks and other areas (CONTINUED ON PAGE 6)



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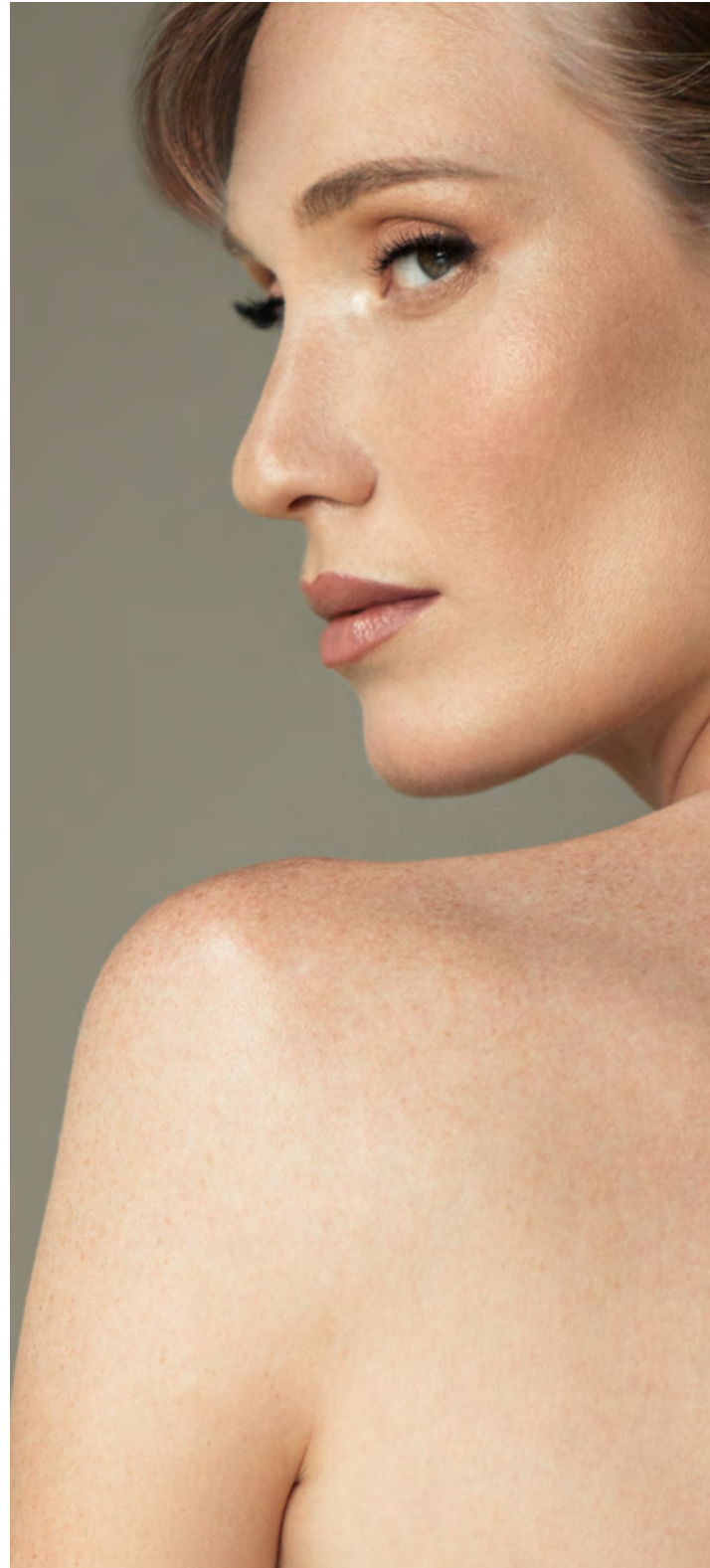
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that may not be suitable for TempSure Firm. “With FlexSure, you are not just treating a flat surface in one dimension, you can treat in three dimensions because it wraps around or follows the contours of the surface.

“And what you needed a technician with a handpiece to do with TempSure, you can do hands-free in only 15-minutes with FlexSure, because once the applicator is properly placed, the technician doesn’t have to move a handpiece or babysit the device so you can leave the patient alone,” Dr. Katz added. “This is totally safe to do.”

FlexSure is a novel solution to an old problem: maximum safe delivery of energy through deep-tissue heating to get the best result, every time. “RF technology was a boom to the industry because of its ability to penetrate and heat safely with minimal side effects, while maintaining dermal barrier function and avoiding damage to surrounding tissue as well as underlying musculature,” Dr. Saluja explained. “Its ability to heat tissue in bulk and increase local circulation make it ideal for body applications. All of these characteristics are well-documented in the literature. FlexSure allows for the optimum placement directly on the treatment area, conforming to the patient’s anatomy for consistent delivery that is eminently predictable and reproducible.”

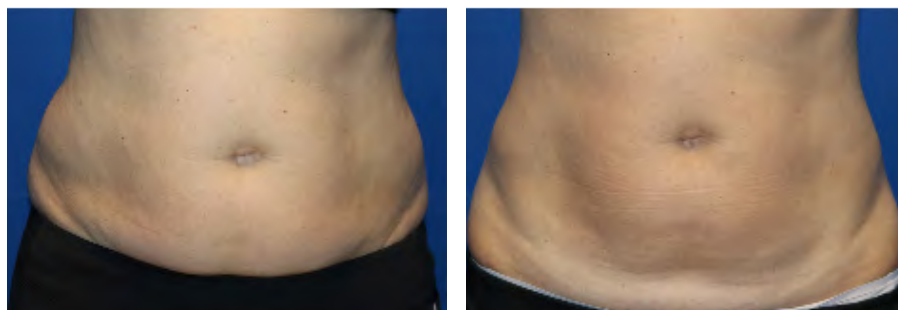
Two FlexSure applicator sizes are available: 250 cm<sup>2</sup> and 360 cm<sup>2</sup>. RF energy with FlexSure is not emitted through all six mini-applicator segments, or ‘applicator zones,’ simultaneously. Instead, high-energy RF

emission oscillates in sequence between the six applicator zones in a manner that uniformly heats the tissue to a depth of 15 mm rapidly, and maintains the temperature safely above the approximate 40° C therapeutic threshold for the 15-minute treatment. “This is where the power of the device comes in handy,” Dr. Katz said. “With 300 W you have enough power to produce high energy from these six applicators.”

“In a way, the sequential activation of the applicator zones every two seconds around the grid pattern mimics the in-motion technique of a clinician using an RF handpiece,” Dr. Saluja observed. “The difference is that the latter will always be operator-dependent and less consistent. Having a fixed applicator like FlexSure eliminates that entirely, to provide the most uniform heating possible.”

The safety and comfort afforded by the feedback-driven temperature control also plays a key role ensuring optimum delivery of therapeutic energy. “With FlexSure we can provide as much energy as possible to raise and maintain tissue temperature, confident that we won’t cause injury or undue discomfort,” Dr. Fearmonti noted. “This means we get the best treatment every time; you can’t overtreat, you can’t undertreat. It is why RF can be comfortably delegated to your aestheticians and team members in most, if not all states.”

Additionally, emission can be adjusted for each applicator zone independently, according to Dr. Fearmonti, and can even be turned off completely. “Though the FlexSure applicator reduces operator



Before and after five treatments with FlexSure  
Photos courtesy of Raminder Saluja, MD



Before and after five treatments with FlexSure  
Photos courtesy of Raminder Saluja, MD

dependence ensuring standardized treatments among providers, it also allows customization of each zone to patient comfort and needs. It offers Standard and Advanced modes.

“Advanced mode allows me to adjust each of the six applicator zones to a specific temperature based on patient comfort, needs, or underlying anatomy,” Dr. Fearmonti continued. “This makes each treatment reproducible over multiple sessions, yet completely customizable for the patient. It is ideal for the periumbilical donut, lower back, medial and lateral thighs, the hooded skin above the knees and arms.” FlexSure is not used directly over the umbilicus. “Other sensitive areas include the axilla and upper medial thigh. In those cases, I can tune down the energy for those applicators and tune other applicators up, ensuring an optimal treatment experience.”

“Scar tissue in the treatment area tends to heat up more rapidly than surrounding tissue,” Dr. Saluja noted, “which can cause an uncomfortable hot spot for the patient. We can minimize this by adjusting the emission for that particular applicator zone.

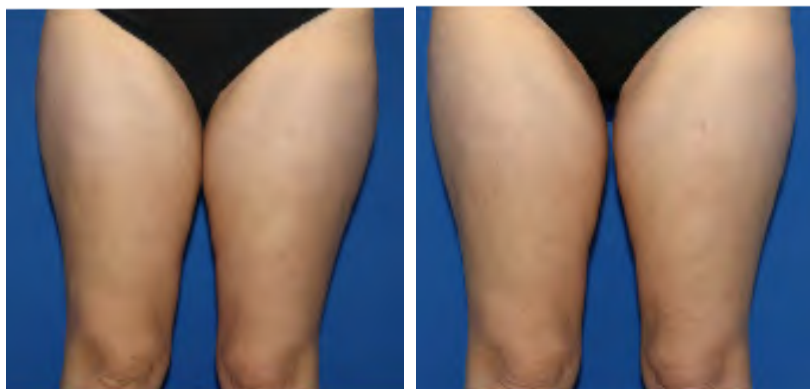
“FlexSure’s treatment capabilities do not render TempSure Firm obsolete,” she added. “For sensitive areas one would avoid with FlexSure, or maximizing surface area coverage in an area such as the anterior thighs, I rely on TempSure Firm which also features a massage component to the handpiece that is FDA cleared for the temporary reduction in the appearance of cellulite.”

As Dr. Fearmonti pointed out, one advantage to FlexSure is that anyone can benefit from treatment. “A running joke in the industry is that the ideal patient is the one who needs treatment the least,” she quipped.

The device is also valuable in combination with other modalities. “I use it as an adjunct in between SculpSure (Cynosure) treatments and after tumescent liposuction,” Dr. Fearmonti said. “With liposuction we will wait until the cannula insertion sites have closed and stopped draining, then use FlexSure to facilitate tissue contraction.”

Technically, FlexSure could be performed the same day on a SculpSure patient, though Dr. Fearmonti avoids this. “In my experience, the subcutaneous heat effect of SculpSure may linger and make the patient more sensitive to heat from a subsequent RF treatment like FlexSure in the same area directly afterward, the same day, but it isn’t unsafe and others may do that,” she stated. “What I really like to do is alternate between SculpSure and FlexSure or TempSure Firm every three weeks. This gives ample time for tissue recovery and gets the patient into my office more often, where I have additional opportunities to talk about their treatment goals and suggest additional options that might appeal to them.”

A significant benefit of hands-free operation allows practitioners to get more accomplished per unit of chair time, Dr. Saluja suggested. “While I have FlexSure treating the body safely and effectively, without intervention, other treatments such as facials or injectables can be performed



Before and after five treatments with FlexSure  
Photos courtesy of Raminder Saluja, MD



Before and after three treatments with FlexSure  
Photos courtesy of Bruce Katz, MD

simultaneously. Patients love this, especially now because they want to maximize what they get done in a single session and have fewer sessions, but for the physician it means more revenue in that session.” One key to making that concept a success is to work with patients on pricing of related packages. “The patient is making you more money by allowing you to treat more in one visit, and it is nice to pass some of this onto the patient. It also provides incentive for patients to accept the idea. So it’s a win-win.”

Both veteran and new-to-practice physicians can creatively and profitably harness the capabilities of TempSure with FlexSure, Dr. Saluja pointed out. “Established physicians will find additional utility in adding FlexSure, and TempSure, to take their body contouring outcomes to the next level in an adjunctive role. And because it is so safe and easy to use, new practitioners can utilize all these capabilities to increase the diversity of their armamentarium confidently, as they learn to maximize chair time and profits while taking on new staff.”

The 2020 intervention of COVID-19 has had a massive impact on life in general, let alone the practice of medicine. Social distancing and masks aren’t enough when you have a practitioner hovering over the patient for any length of time; dental hygienists, for example, make their living doing just that, with open-mouthed patients, thus their risk of contracting COVID-19 is among the highest in the medical industry.

And within cities, where the bulk of aesthetic practices are based, the risk of a COVID-19 spike is high. “Patients are extremely sensitive to this,” said Dr. Fearmonti, “and they’re watching us. We’ve always been transparent about washing and sanitizing behaviors, we open things in front of them, and medical practice sterilization procedures have been honed over many decades, but nowadays this is even more important. It impacts patient confidence and the patient experience.”

All this makes the introduction of new technologies a dicey proposition – unless the treatment is inherently optimized for use in such circumstances, such as with FlexSure.



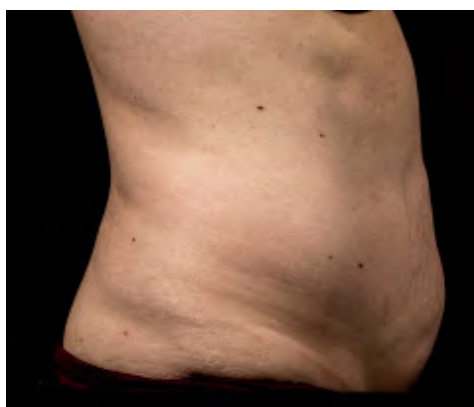
“Once the setup is complete, staff members need not be present. Patients can keep their masks on if they like. And instead of having an aesthetician or doctor hovering over you for 30 to 60 minutes, you have only as much contact as is required to begin therapy and once the 15-minute treatment is complete, to remove the applicator,” said Dr. Saluja.

In this simple process, the practitioner peels a protective covering from the body-side of the applicator and presses it into place, where it will stick securely throughout the session. “After that you just press start.” Early in the COVID-19 crisis, Dr. Saluja was able to continue IRB trials with the device because it was inherently easy to manage the patient load and minimize risk of infection.

For Dr. Fearmonti, whose Texas-based practice reopened mid-May, there hasn’t been much slowdown, so being able to keep up the pace has been essential in the face of standing guidelines for safety. “We can’t have patients waiting so we are constantly turning treatment rooms around, sanitizing and minimizing unnecessary contact. The additional protocols involved with many aesthetic offerings, such as topical anesthesia, make things problematic. With FlexSure, staff members can bring the patient in and get them going with minimal hassle, then leave them alone safely. When they are done, they leave, and we can quickly turn the room over for the next patient. This has been a highlight of our busy practice.”

“Remember that patient safety is always a top priority, reliable results always bring patients back and the demand for non-invasive body contouring is at an all-time high,” Dr. Saluja emphasized. “Despite COVID-19 we expect this demand to go up, but even with hassle-free, non-invasive solutions the industry is still results-driven. FlexSure, with the TempSure platform, is not only versatile and easy to use, it can provide those results and enhance your other body contouring treatments because tissue contraction is an important aspect of body shaping outcomes. Novel, powerful, safe and effective body shaping technologies like FlexSure are the thing to have, especially if you want to involve ancillary staff.”

Where is FlexSure going next? “Physicians are going to experiment to find out just where they can put the FlexSure applicator, for one thing,” Dr. Saluja speculated. “Also, I’m curious to find



Before and after two treatments with FlexSure  
Photos courtesy of Bruce Katz, MD

out if we can safely use more than one applicator at a time in a single session, which would be a real benefit.

“Having an extremely reliable device with multiple uses makes sense for an aesthetic practitioner or spa owner in these challenging economic times,” Dr. Fearmonti said. “That’s what initially drew me to the TempSure platform. I also believe disposable applicators and hands-free treatments are the direction we are moving in to ensure the safest environment for our patients and staff.”

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The Potenza radiofrequency microneedling device is intended for electrocoagulation and hemostasis of soft tissue for dermatologic conditions. Potential side effects include temporary redness, temporary tingling, and burning sensation while receiving treatment. Like all medical procedures, not all patients are suitable for the treatment. A qualified practitioner is solely responsible for evaluating each subject's suitability to undergo treatment and for informing those being treated about any risks involved with the treatment, pre- and postoperative care, and any other relevant information. Individual results may vary and are not guaranteed. PRD\_3475 PRD\_3535

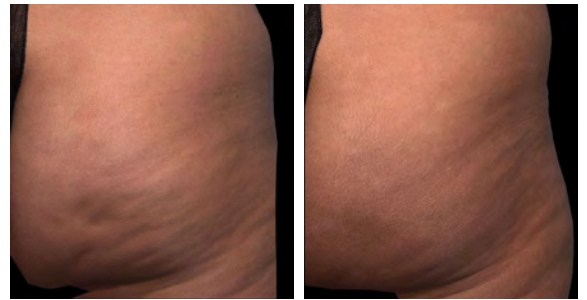
# Endo Aesthetics to Launch QWO (collagenase clostridium histolyticum-aaes) in Spring 2021

Endo Aesthetics is embarking on a mission devoted to pushing the boundaries of aesthetic artistry. Driven by world-class research and development, the company is advancing solutions to address unmet needs beginning with the launch of Qwo™ (collagenase clostridium histolyticum-aaes), the first and only FDA-approved injectable for the treatment of moderate to severe cellulite in the buttocks of adult women.<sup>1</sup>

Cellulite is a localized alteration in the contour of the skin that has been reported in approximately 90% of adult women of all races and ethnicities.<sup>2,3</sup> While cellulite is known to be a multifactorial condition, a primary contributing factor is the fibrous connective tissue, called the “fibrous septae,” which connects the skin perpendicularly to the fascia below.<sup>4,5</sup> These fibrous septae tether the skin, drawing it downward and leading to a mattress-like appearance, commonly referred to as “dimpling.”<sup>6,7</sup>

When QWO is injected into the treatment area, Enzymatic Subcision and Remodeling™ (ESR™) begins. There are three components of ESR: enzymatic lysing of mature, collagen-rich septae, stimulation of neocollagenesis and fat lobule reorganization.<sup>8</sup> ESR is believed to initiate as the enzyme works on the collagen in the fibrous septae to release the cellulite dimple.<sup>8</sup> With the fibrous septae detached, the fat lobules begin to reorganize and spread out more evenly. This enzymatic activity induces or stimulates neocollagenesis, the building of new collagen.<sup>8</sup> From within, this collagen support network rebuilds itself in the extracellular matrix with thinner, smaller septae.<sup>8</sup> These subdermal changes reduce the tension and help thicken the dermis, yielding a smoother appearance.<sup>1,8</sup>

“I think there is currently a significant unmet need for an effective and non-invasive treatment option for cellulite, so I am excited that QWO will soon be available. This FDA-approved, injectable treatment will



Before and day 71 (28 days after final injection of QWO). Individual results may vary.

Photos courtesy of Endo Aesthetics

be a welcomed addition for those of us in medical aesthetics,” said Steven Dayan, MD, a QWO clinical investigator based in Chicago, Ill.

In clinical trials, the most commonly reported adverse reactions in patients treated with QWO, with an incidence of  $\geq 10\%$ , were at the injection site: bruising, pain, nodule and pruritus. Please see the QWO advertisement on page 14 in this publication for Important Safety Information.

**Editor’s Note:** QWO is expected to be available throughout the U.S. at aesthetic healthcare practitioners’ offices in spring 2021. Physicians and consumers are encouraged to visit [www.QWO.com](http://www.QWO.com) and sign up for updates on product availability.

#### References:

1. QWO™ package insert. Malvern, PA: Endo Aesthetics LLC
2. Hexsel DM, et al. Side-by-side comparison of areas with and without cellulite depressions using magnetic resonance imaging. *Dermatol Surg*. 2009;35(10):1471-7.
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8. Endo Pharmaceuticals data on file 2020.



Steven Dayan, MD  
Facial Plastic Surgeon  
Chicago, IL

**Qwo™**  
collagenase clostridium  
histolyticum-aaes injection  
0.92mg

# Now Approved

Finally, a cellulite treatment you can get behind.

Introducing Qwo™, the first and only FDA-approved injectable for moderate to severe cellulite in the buttocks of adult women.<sup>1</sup>

Available Spring 2021

To learn more and sign up for product updates, visit **QWO.com**

**INDICATION AND IMPORTANT SAFETY INFORMATION FOR QWO™**  
(collagenase clostridium histolyticum-aaes)

**INDICATION**

QWO is indicated for the treatment of moderate to severe cellulite in the buttocks of adult women.

**IMPORTANT SAFETY INFORMATION FOR QWO**

**CONTRAINDICATIONS**

QWO is contraindicated in patients with a history of hypersensitivity to collagenase or to any of the excipients or the presence of infection at the injection sites.

**WARNINGS AND PRECAUTIONS**

**Hypersensitivity Reactions**

Serious hypersensitivity reactions including anaphylaxis have been reported with the use of collagenase clostridium histolyticum. If such a reaction occurs, further injection of QWO should be discontinued and appropriate medical therapy immediately instituted. Advise patients to seek immediate medical attention if they experience any symptoms of serious hypersensitivity reactions.

**Injection Site Bruising**

In clinical trials, 84% of subjects treated with QWO experienced injection site bruising. Subjects with coagulation disorders or using anticoagulant or antiplatelet medications (except those taking  $\leq 150$  mg aspirin daily) were excluded from participating in Trials 1 and 2.

QWO should be used with caution in patients with bleeding abnormalities or who are currently being treated with antiplatelet (except those taking  $\leq 150$  mg aspirin daily) or anticoagulant therapy.

**Substitution of Collagenase Products**

QWO must not be substituted with other injectable collagenase products. QWO is not intended for the treatment of Peyronie's Disease or Dupuytren's Contracture.

**ADVERSE REACTIONS**

In clinical trials, the most commonly reported adverse reactions in patients treated with QWO incidence  $\geq 10\%$  were at the injection site: bruising, pain, nodule and pruritus.

Please see Brief Summary of full Prescribing Information on the following page.

**Reference:** 1. QWO [prescribing information]. Malvern, PA: Endo Aesthetics LLC.

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EA-QW-05015/August 2020

## QWO™ (collagenase clostridium histolyticum-aes) for injection, for subcutaneous use

### Brief Summary

For complete information, see the full Prescribing Information

### INDICATIONS AND USAGE

QWO is indicated for the treatment of moderate to severe cellulite in the buttocks of adult women.

### CONTRAINDICATIONS

QWO is contraindicated in:

- patients with a history of hypersensitivity to collagenase or to any of the excipients [see *Warnings and Precautions*].
- the presence of infection at the injection sites.

### WARNINGS AND PRECAUTIONS

#### Hypersensitivity Reactions

Serious hypersensitivity reactions including anaphylaxis have been reported with the use of collagenase clostridium histolyticum. If such a reaction occurs, further injection of QWO should be discontinued and appropriate medical therapy immediately instituted.

#### Injection Site Bruising

In clinical trials, 84% of subjects treated with QWO experienced injection site bruising [see *Adverse Reactions*]. Subjects with coagulation disorders or using anticoagulant or antiplatelet medications (except those taking  $\leq 150$  mg aspirin daily) were excluded from participating in Trials 1 and 2. QWO should be used with caution in patients with bleeding abnormalities or who are currently being treated with antiplatelet (except those taking  $\leq 150$  mg aspirin daily) or anticoagulant therapy.

#### Substitution of Collagenase Products

QWO must not be substituted with other injectable collagenase products. QWO is not intended for the treatment of Peyronie's Disease or Dupuytren's Contracture

### ADVERSE REACTIONS

The following adverse reactions to QWO for injection are discussed in greater detail in other sections of the labeling:

- Hypersensitivity [see *Contraindications and Warnings and Precautions*].
- Injection Site Bruising [see *Warnings and Precautions*].

#### Clinical Trials Experience

Because clinical trials are conducted under widely varying conditions, the adverse reaction rates observed in the clinical trials of a drug cannot be directly compared to rates in the clinical trials of another drug and may not reflect the rates observed in clinical practice.

In two double-blind, placebo-controlled clinical trials (Trials 1 and 2) of identical design, 424 female subjects with cellulite in the buttocks received QWO and 419 female subjects with cellulite received placebo. Enrolled subjects were adults age 18 to 78 years with moderate to severe cellulite (graded as 3 or 4 on a 0 to 4 scale) and without excessive skin laxity. The majority were White (78%) or African American (18%). Subjects completed up to 3 treatment visits separated by 21 days and were followed for up to 6 months after the last treatment visit in a separate open-label extension trial (Trial 3).

The following table shows the incidence of adverse reactions that were reported in  $\geq 1\%$  of subjects who received QWO and at a frequency greater than subjects who received placebo in Trials 1 and 2 through Day 71. Generally, adverse reactions had a duration of less than 21 days.

**Adverse Reactions Occurring in  $\geq 1\%$  of Subjects in Trials 1 and 2 Through Day 71**

Adverse Reactions at Injection Site	QWO N=424 %	Placebo N=419 %
Bruising	84	21
Pain	48	10
Nodule	33	1
Pruritus	15	1
Erythema	9	5
Discoloration	8	1
Swelling	8	1
Warmth	3	0

Pooled terms:

- Bruising - injection site bruising, injection site hematoma, and injection site hemorrhage (refers to verbatim term injection site ecchymosis)
- Pain - injection site pain, injection site discomfort, and injection site dysesthesia
- Swelling - injection site swelling, injection site edema, injection site induration
- Discoloration - injection site discoloration
- Nodule - injection site mass and injection site nodule

Four hundred seventy-nine (479) subjects from Trials 1 and 2 completed a 6-month observation phase in the ongoing open-label safety extension (Trial 3). No long-term safety signals have been identified.

### Immunogenicity

As with all therapeutic proteins, there is potential for immunogenicity. The detection of antibody formation is highly dependent on the sensitivity and specificity of the assay. Additionally, the observed incidence of antibody (including neutralizing antibody) positivity in an assay may be influenced by several factors including assay methodology, sample handling, timing of sample collection, concomitant medications, and underlying disease. For these reasons, comparison of the incidence of antibodies in the studies described below with the incidence of antibodies in other studies or to other products, including other collagenase clostridium histolyticum products, may be misleading.

By Day 22, approximately 53% (203/383) and 26% (101/383) of subjects who completed the first treatment visit of QWO at the recommended dose in Trials 1 and 2 developed anti-AUX-I and anti-AUX-II antibodies, respectively. The majority ( $> 96\%$ ) of subjects developed antibodies for AUX-I and AUX-II after second and third treatment visits. Antibody titers suggested that antibodies were retained for up to 360 days after receiving the first recommended dose. By Day 71, approximately 68% and 83% of subjects developed antibodies to AUX-I and AUX-II which were classified as neutralizing, respectively.

Antibodies to AUX-I and AUX-II including those classified as neutralizing were not associated with changes in clinical response or adverse reactions at injection site.

#### Postmarketing Experience

Because adverse reactions are reported voluntarily from a population of uncertain size, it is not always possible to reliably estimate their frequency or establish a causal relationship to drug exposure. The following adverse reaction was reported during post approval use of a collagenase product:

Immune system disorders: serious hypersensitivity reactions including anaphylaxis [see *Warnings and Precautions*].

### USE IN SPECIFIC POPULATIONS

#### Pregnancy

##### Risk Summary

There are no available data on collagenase clostridium histolyticum use in pregnant women to evaluate for a drug-associated risk of major birth defects, miscarriage or adverse maternal or fetal outcomes. Following subcutaneous injection, the systemic concentrations for QWO were below the bioanalytical assay limit of quantification [see *Clinical Pharmacology in the full Prescribing Information*].

In animal reproduction studies, intravenous administration of collagenase clostridium histolyticum to pregnant rats during organogenesis at doses up to 0.13 mg/rat (43  $\times$  human equivalent dose [HED] on a mg/kg basis) revealed no evidence of harm to the fetus.

The estimated background risk of major birth defects and miscarriage for the indicated population is unknown. All pregnancies have a background risk of birth defect, loss, or other adverse outcomes. In the US general population, the estimated background risk of major birth defects and miscarriage in clinically recognized pregnancies is 2-4% and 15-20%, respectively.

#### Lactation

##### Risk Summary

There are no data on the presence of collagenase clostridium histolyticum in human milk, the effects of collagenase clostridium histolyticum on the breastfed child or on milk production. Following subcutaneous injection, the systemic concentrations for QWO were below the bioanalytical assay limit of quantification [see *Clinical Pharmacology in the full Prescribing Information*]. The developmental and health benefits of breastfeeding should be considered along with the mother's clinical need for collagenase clostridium histolyticum and any potential adverse effects on the breastfed child from collagenase clostridium histolyticum, or from the underlying maternal condition.

#### Pediatric Use

The safety and effectiveness of QWO have not been established in pediatric patients.

#### Geriatric Use

In two double-blind, placebo-controlled, clinical trials in subjects with cellulite (Trials 1 and 2), 24 (5.7%) of the 424 subjects who received QWO were 65 years of age or older. No overall differences in safety of QWO were observed between these patients and younger patients.

### PATIENT COUNSELING INFORMATION

Advise the patient to read the FDA-approved patient labeling (Patient Information).

#### Hypersensitivity

Advise patients to seek immediate medical attention if they experience any symptoms of serious hypersensitivity reactions [see *Warnings and Precautions*].

#### Injection Site Bruising

Advise patients that injection site bruising may occur with administration of QWO [see *Warnings and Precautions*].

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Based on the Prescribing Information revised 07/2020.

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EA-QW-05002/August 2020

# AMWC 2021

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AMS



# Micro Peel At-Home Kit Connects Patients and Physicians

By Cindy J. Papp, Contributing Editor

The recent pandemic has changed the way patients and aesthetic physicians interact. Currently, some practices remain closed and others are in the process of re-opening, creating a backlog of patients waiting for treatments. PCA SKIN® (Scottsdale, Ariz.) has stepped in to fill the void and keep patients and doctors connected with the Micro Peel At-Home Kit.

PCA SKIN has been an innovator and leader in professional skincare treatments for over 30 years. Their innovative Micro Peel At-Home Kit offers a solution for patients who want to maintain healthy skin as they wait for an in-office visit, while physicians have the opportunity to introduce their patients to the results that professional-grade treatments can provide.

Suneel Chilukuri, MD, of Refresh Dermatology (Houston, Texas) sees the benefits for both his practice and his patients. “This kit is a great option for our patients who are visiting less due to social distancing, who live far away, or simply are not able to get in for an appointment as soon as they would like. Not only does it help patients maintain their results in between office visits, but is a great way to introduce patients to peels who have been too shy to try a professional grade peel in the past. This treatment helps ease them into the idea of a peel and gives them a glimpse into the real results they can achieve.”

The Micro Peel At-Home Kit offers a professional treatment protocol that patients can safely do from the comfort of home. Currently only available through PCA SKIN’s network of licensed professionals, the kit features PCA SKIN’s signature Enzymatic Treatment formulation that includes a combination of enzymes and alpha hydroxy acids (AHAs) to exfoliate the skin as it improves the appearance of aging, blemishes and discoloration.

Dr. Chilukuri explained the product lineup. “A gentle facial wash is included for cleansing, followed by a hydrating toner and then the Detoxifying Mask to prepare the skin for the professional grade Enzymatic Treatment. Next, the client will apply the enzyme treatment with the included pro-series brush and massage it into the skin. This step helps remove dead skin cells and



Before and after treatment with the Micro Peel At-Home Kit

Photos courtesy of PCA SKIN

provides an immediate glow, and over the following week there is improvement of fine lines and discoloration. Included in the kit is PCA SKIN’s Rejuvenating Serum and ReBalance, for continued improvement of skin texture and a hydrating sunscreen for outdoor use.”

While the pandemic has been challenging, PCA SKIN’s innovative kit provides a solution for patients of all skin types to receive a professional-grade skincare experience at home. And since this product is only available to consumers through professionals, it is the perfect kit to help professionals promote or continue their business in the current environment.

“In my opinion, the Micro Peel At-Home Kit comes at the perfect time, when COVID-19 has either shut down practices, or created a backlog of patients waiting to get in to see their skincare professional,” Dr. Chilukuri added. “Unlike most over the counter products, the Micro Peel At-Home Kit provides professional grade treatment to revitalize the skin and reveal an immediate brightening result, and delivers everything a patient needs for a true at-home skincare experience.”



**Suneel Chilukuri, MD**  
Dermatologic Surgeon  
Refresh Dermatology  
Houston, TX



# bring your corrective care into your patient's home

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Detoxify and revitalize  
skin for enhanced  
patient results



This pandemic has challenged us in many ways. One of the biggest being limiting your patients from visiting your clinic at all or as often. As your trusted partner for over 30 years, we deeply understand and want to support you and your patients alike.

Introducing **PCA SKIN's Micro Peel At-Home Kit** to help bring your corrective care into your patients' homes. This exclusive kit is designed to help your patients maintain their skin's health in between their office visits. It's also an excellent way to introduce new patients to professional-grade treatments. This unique kit features **PCA SKIN's Enzymatic Treatment** and a custom protocol developed by skincare professionals. It can deliver up to three treatments for a truly personalized experience.

Help your patients achieve dramatically brighter, more rejuvenated skin with **PCA SKIN®**.

View the **Micro Peel At-Home Kit**  
how-to video at [pcaskinpro.com/micropeel](http://pcaskinpro.com/micropeel)

Join our Official **PCA SKIN® Certified Professionals**  
Facebook Group and follow us @pcaskin on Instagram



# E-Commerce Platform Tailor-Made for Aesthetics

By John Jesitus, Contributing Editor

Whether your aesthetics practice is just starting online sales or managing multitudinous memberships or VIP clubs, having a platform built specifically for aesthetic medicine streamlines e-commerce and maximizes results. That is the approach taken by DermPRO® from Derm Resource Group in Dallas, Texas.

As the only dedicated provider of e-commerce and online marketing solutions to the aesthetic industry, DermPRO helps practices engage and retain patients while growing cosmetic and retail revenues.

For Anne Schmid, an administrator and marketing director at the Institute of Aesthetic Plastic & Reconstructive Surgery, LLC (Longmont, Colo.), when her practice added DermPRO, she was leery of choosing web designers who might not make the online store consistent with her practice's existing brand. "DermPRO did a fantastic job making it look and feel like our website, and it was seamless."

Sherry Holmes, a practice manager at Blackledge Face Center in Jackson, Miss., who was seeking an online gift-card provider, found much more. "What I love about DermPRO is that it is a very easy, turnkey process."

Starting an online store with six product lines would have been cumbersome and costly for Ms. Holmes to accomplish on her own, but with DermPRO, setup was simple. "You don't have to sit down and figure it out alone. They take you through, question by question," she noted. This allows DermPRO to configure everything – from automatic birthday emails to promotion limitations and exclusions – upfront.

Users also appreciate the effectiveness of DermPRO's email campaigns. "They create emails with all of our specials, and they link to the store," Ms. Holmes shared. "I never envisioned how successful it would be, especially this year, with COVID-19. We closed our doors for six to eight weeks, but we had sales the entire time because of our online store."

Eugene Nowak, MD, a dermatologist based in Chula Vista, Calif., chose DermPRO to manage monthly memberships. Managing neuromodulator, filler and energy-based treatment memberships manually had

become a chore. However, since switching to DermPRO in 2018, his memberships have nearly tripled.

Dr. Nowak added that as his patients have grown comfortable with the platform, per-sale revenue has doubled. "DermPRO confirms beyond a doubt that the memberships work, and that their process is working for us."

DermPRO also enables Dr. Nowak to run events such as Black Friday, which has resulted in more than \$50,000 worth of services without having anyone on-site.

Conversely, Dr. Nowak's open houses often got so busy that staff members could not answer phones or interact with off-site patients. "With an online store, we are able to put our specials and promotions out there. Patients who know what they want can go ahead and purchase."

Along with easing office traffic, DermPRO enables his practice to generate up to 40% of event revenues during presale, and another 20% post-party.

Because DermPRO was designed for aesthetic medical practices, it provides the only Health Insurance Portability and Accountability Act (HIPAA)-compliant e-commerce platform available, Dr. Nowak added. "Other vendors offer membership capabilities," he said, "but this was a blend of something that could manage our memberships and provide us with a HIPAA-compliant shopping-cart option. That is something other systems didn't offer."



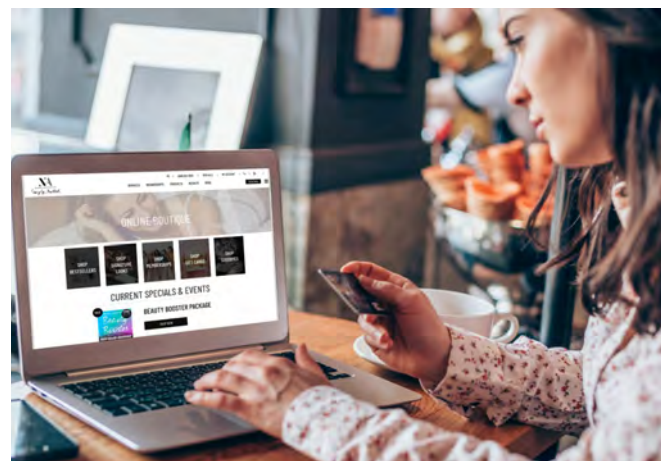
**Anne Schmid**  
Administrator and  
Marketing Director  
Institute of Aesthetic  
Plastic & Reconstructive  
Surgery, LLC  
Longmont, CO



**Sherry Holmes**  
Practice Manager  
Blackledge Face Center  
Jackson, MS



**Eugene Nowak, MD**  
Dermatologist  
Chula Vista, CA



DermPRO helps practices engage and retain patients while growing cosmetic and retail revenues

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# Vivace and Combination Treatments Move the Needle for Your Practice

By Cindy J. Papp, Contributing Editor

The drive for minimally invasive, yet effective skin rejuvenation procedures has encouraged physicians to utilize combination treatments to achieve desired outcomes. With the ability to provide multiple procedures safely and effectively in one appointment, physicians can realize an increase in profitability with minimal additional staff resources, while patients reap the benefits.

The Vivace® radiofrequency (RF) microneedling device by Aesthetics Biomedical®, or ABM (Phoenix, Ariz.), takes advantage of combination strategies to maximize the benefits of collagen induction therapy with the skin tightening effects of RF energy in one treatment. Using the Vivace Experience® to improve skin tone and texture with immediate results allows the physician to combine it with other treatments, expanding Vivace's use and subsequently increasing their revenue.

Emil A. Tanghetti, MD, a renowned dermatologist at the Center for Dermatology and Laser Surgery in Sacramento, Calif., finds that patients with multiple problems that cannot be addressed using a single device benefit from the application of a combination approach without significantly changing the recovery profile. As he shared with us, "By combining treatments, we are able to treat a broader array of conditions and enhance our results. We have seen results after three to four combination treatments that are comparable to one to two treatments of aggressive fractional CO<sub>2</sub> without the downtime and discomfort. Our patients appreciate the multiple session approach when compared to more aggressive treatments."

To further improve the post-treatment experience and results, ABM announced a partnership between Vivace with the innovative skincare technology brand, SkinCeuticals. Ashley Magovern, MD, founder of Manhattan Dermatology in Manhattan Beach, Calif., shared the benefits of the C E Ferulic serum. "When added post Vivace microneedling, this serum can absolutely enhance results," she stated. "Topical vitamin C boosts collagen production and protects the skin from sun, pollution and free radical damage. Adding vitamin E and Ferulic acid increases its efficacy even more."

Dr. Magovern shared that building a skincare regimen for patients within the practice is a benefit for both the patient and the physician.

She explained, "Skincare regimens allow patients to see a greater benefit from the procedures that we do in office. Using a dedicated consultant to review their skincare routine, more time can be spent with patients to learn about their skincare needs. A few extra minutes can lead to a long-term plan that may include lasers, lights and injectables."

Jennifer Stieber, founder of SLK Clinic in Nashville, Tenn., has been successfully using SkinCeuticals in combination with Vivace. As she shared with us, "I recommend patients begin daily use of SkinCeuticals C E Ferulic following their Vivace RF treatment because this increases the resulting collagen production by several fold."

Recently, ABM announced their endowment of National Microneedling Day to honor the Vivace Experience, the leading RF microneedling treatment in the country. "National Microneedling Day is an opportunity to enhance awareness of the power of RF microneedling," Mrs. Stieber explained. "The Vivace device was built with such a wide array of settings that it can be tailored to benefit a wide population of patients ranging from the young adult with acne, to the older adult with more rhytides and laxity."

The Vivace is a versatile device that can be combined with many different energy-based treatments within an aesthetic practice. Physicians can teach patients about the benefits of skincare at home, while providing the exciting benefits that combination treatments have to offer in-office. As Dr. Tanghetti noted, "Our patients' satisfaction speaks to the success of this approach."



**Emil A. Tanghetti, MD**  
Dermatologist  
Center for Dermatology  
and Laser Surgery  
Sacramento, CA



**Ashley Magovern, MD**  
Dermatologist  
Founder  
Manhattan Dermatology  
Manhattan Beach, CA



**Jennifer Stieber**  
Founder  
SLK Clinic  
Nashville, TN



Before and after three Vivace treatments for skin rejuvenation  
Photos courtesy of Jennifer Stieber

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THE PERPETUAL PURSUIT OF PERFECTION  
AESTHETICS BIOMEDICAL

# Light EVO: Versatility, Utility, Expandability and Profitability

By Kevin A. Wilson, Contributing Editor

The Light EVO laser plus IPL platform from Quanta System (Milan, Italy) puts potential into the hands of practitioners eager to provide a plethora of comfortable, customizable, commonly-sought dermatologic and aesthetic therapies. Users can harness the convenience and versatility of Light EVO to craft their own proprietary therapies, or start with the unique ELLUMINATE treatment to give patients results that keep them coming back for more – without costly consumables.

Featuring a spectrum of laser wavelengths (532 nm, 755 nm and 1064 nm Nd:YAG with optional 1320 nm and 2940 nm), plus optional IPL capability in a single, reliable, high performance system, Light EVO can do it all. Laser hair removal, benign pigmented and vascular lesions, wrinkles and resurfacing, acne, scar revision and more, are all available at the fingertips of professionals looking to provide the best results safely.

“This will address all the bread-and-butter therapies in your aesthetic practice without compromising on quality,” said dermatologist Jordana Herschthal, MD of The Herschthal Practice Aesthetic Dermatology (Boca Raton, Fla.). “It is a slam dunk for virtually anyone whether you are a veteran streamlining multiple practice locations, or trying to establish yourself and looking to maximize your capabilities with minimal overhead, because the quality is there without the need for consumables.”

While the wide range of capabilities available in Light EVO can be the nexus around which proprietary treatment combinations are built, the ELLUMINATE protocol is a winner, according to Dr. Herschthal. “Branded treatments are becoming popular because effective ones are a win-win. It gives you something to offer that patients love, which they will easily remember and eagerly spread the word about,” she explained. “You can use all four wavelengths in one day, which is exciting as well as convenient.”

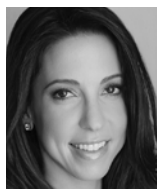
Even using four lasers, ELLUMINATE is fairly straightforward. “After a single pass with the Nd:YAG laser to stimulate and remodel collagen, a second pass with the 755 nm can address pigment. Vascularity is attacked using the 532 nm laser, with a final pass

using the Er:YAG laser for tone and texture, all performed in one day,” Dr. Herschthal shared. “Downtime is minimal. The patient will be pinkish-red for about two days, which is completely acceptable to them. All you need for maintenance are occasional Nd:YAG sessions. This is easy for everyone, and without consumables you can manage the cost to suit your market.”

“Virtually any patient can benefit from ELLUMINATE,” she continued. “Brown spots, some redness, telangiectasias, wrinkles and fine lines, individually or in the usual combination of sun damage, all can be treated in a single session. And you can modify the protocol for darker skin types. You probably wouldn’t use the erbium on Type V skin, for example, but you could focus on the Nd:YAG for collagen remodeling.”

The many treatment parameters can be easily adjusted to suit the indication and unique individual. Comfort is also easy to manage using either contact cooling – with a removable sapphire window – or fittings for Zimmer air cooling on all handpieces.

“Management of cooling options allows comfort to be front and center, but you can be more aggressive by removing the sapphire window if that is warranted,” Dr. Herschthal stated.



Jordana Herschthal, MD  
Dermatologist  
The Herschthal Practice  
Aesthetic Dermatology  
Boca Raton, FL



Before and after treatment with Light EVO using the ELLUMINATE protocol

Photos courtesy of Jordana Herschthal, MD

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# Advanced Dual Wavelength Technology Proves Impressive for Aging Skin

By Lisette Hilton, Contributing Editor

Jason Emer, MD, a Beverly Hills, Calif.-based board certified dermatologist loves the versatility of the HALO's laser technology from Sciton (Palo Alto, Calif.). Considered a game-changer in the resurfacing category when it came out in 2014, Dr. Emer continues to be impressed with the consistent results delivered by this highly in-demand treatment. "HALO is probably the most advanced resurfacing device on the market now," he said.

"The thing about HALO is it is a very unique device," Dr. Emer noted. "It is one of the only devices that has a hybrid fusion technology capable of delivering two synergistic wavelengths. You can go deeper or treat more superficially to specifically address each patient's skin concern from wrinkles and fine lines to acne scars, sun damage, pore size reduction and discoloration in one to two treatments."

Sciton's HALO uses 2940 nm Er:YAG to deliver pure ablation between 20 to 100 microns into the epidermis and a 1470 nm diode to deliver coagulation tunable between 250 and 700 microns into the dermis. As a result, aesthetic practitioners like Dr. Emer enjoy the flexibility that HALO offers. Both the ablative and non-ablative laser wavelengths can be delivered in the same pass, and many permutations of depths and density coverage are possible. The clinical effect is ablative-like results with close to non-ablative-like healing.

That is what patients, especially those in the mid-30s and older who are witnessing signs of aging from sun damage to wrinkling, want: impressive results without the downtime of traditional, more aggressive laser treatments.

"You can pretty much treat all skin types too," Dr. Emer added. "Because HALO has two wavelengths you can customize the energies, making each wavelength less energy but cumulative to treat a darker skin type and get a nice result."

Dr. Emer uses HALO mainly for resurfacing of areas on the face, neck, back, chest and

hands. He said it is extremely effective in treating acne scars, fine lines and wrinkles, reducing the appearance of enlarged pores, general discoloration from sun damage, and for overall facial revitalization.

In most cases, patients have three or four days of downtime post-treatment and a pre- and post-treatment skincare regimen can help skin healing and preserve the longevity of results. In his practice, Dr. Emer uses his Aerify Complexion Revival Peeling Kit, which helps reduce uneven skin tone, dark spots, acne scars and sun damage, which further improves the results from laser and light treatments.

HALO is part of Sciton's JOULE platform, which allows Dr. Emer to combine HALO treatments with options such as BroadBand Light (BBL) and SkinTyte.

"If you are going to invest in a technology, you want it to be able to do a diverse number of things. If you have the JOULE you are basically able to treat everything," he said. "You can treat blood vessels, you can treat sun damage, you can do resurfacing."

"You also want a company that is supportive and Sciton is extremely supportive," he continued. "They host user summits, trainings and webinars all the time. It is a complex device with updated technologies and Sciton is there to support you, where a lot of companies are not."



Jason Emer, MD  
Board Certified  
Dermatologist  
Beverly Hills, CA



Before and after treatment with the HALO profractional laser combined with peels, skincare, microneedling and PRP  
Photos courtesy of Jason Emer, MD



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MODEL FOR ILLUSTRATIVE PURPOSES ONLY

# Beyond the Mommy Makeover with truSculpt Technologies

By Cindy J. Papp, Contributing Editor

Today, major surgical procedures dominate the popular mommy makeover market – in-demand treatments designed to restore or improve the appearance of a woman's body to pre-pregnancy. Cutera has disrupted this trend with their revolutionary pairing of truSculpt® iD and truSculpt® flex, also known as truBody®; a non-invasive body contouring treatment pairing that goes beyond the mommy makeover to restore shape, symmetry and strength.

truSculpt iD is an innovative RF technology that provides customized treatments to permanently eliminate up to 24% of fat cells. In as little as 15 minutes, the truSculpt iD can penetrate deep to heat adipose tissue >45° C for permanent destruction of fat cells, while the skin surface temperature remains a comfortable average of 44° C.

According to Mira Kaga, MD, of the Kaga Institute in Township, N.J., the treatment is highly individualized and works in areas that are resistant to diet and exercise. As she shared with us, “I like the truSculpt iD because we can tailor the therapy to the patient's needs. I use it on the C-section pouch that is nearly impossible to work out because that muscle often becomes separated.”

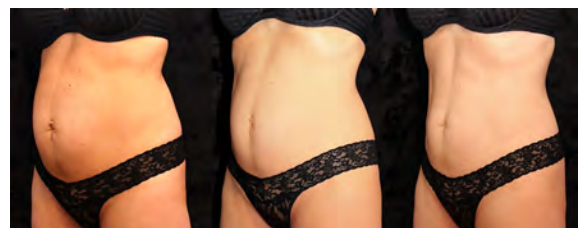
The truSculpt flex device uses Multi-Directional Stimulation (MDS) to sculpt and tone muscles, resulting in improved strength, tone and firmness. Using electric current to induce muscle contractions, this device offers three treatment modes, allowing physicians to treat up to eight areas at once.

With the higher demand for less invasive procedures, truSculpt steps up by helping patients achieve a lower body fat ratio and increased muscle mass. Physicians and their practices benefit as they are able to increase patient throughput as well as enjoy an impressive ROI.

Roberta Del Campo, MD, of Del Campo Dermatology and Laser Institute in Miami, Fla., uses the combination in her practice. “I am a proponent of combining both treatment platforms for best results. This was a game changer for me!” And her patients

recognize results in a relatively short time. “The truSculpt iD takes approximately three months for final results but they can see and feel a difference after just one truSculpt Flex treatment.”

Benefits go beyond appearance. “These technologies are effective for body sculpting and building muscle strength, which makes us healthier,” Dr. Del Campo explained. “I am most happy when my patients come back to my clinic excited about the results they are seeing, and this is a consistent theme with truSculpt.”



Before and after treatment with truSculpt iD and truSculpt flex. From left to right: Before Tx; after one truSculpt iD Tx; after four truSculpt flex treatments.

Photos courtesy of Tahl Humes, DO

Tahl Humes, DO, medical director of Vitahl Medical Aesthetics (Denver, Colo.) uses a specific protocol for her mommy makeover. “I prefer to do one truSculpt iD session followed by a truSculpt flex session, then another flex session two days later, and two flex sessions the following week for best results.”

In Dr. Humes experience, the benefits are far reaching. “It is a treatment that my patients don't mind paying money for because they see results and we get a good return on investment. I have multiple technologies in my practice for body fat reduction and contouring, and this is one of my most used and easiest preferred treatments.”

Revolutionary body sculpting technology with truSculpt allows physicians to achieve surgery-like results with a technique that requires no downtime. As Dr. Kaga perfectly summed it up, “The truSculpt iD and truSculpt flex have truly revolutionized how we think about mommy makeovers.”



Mira Kaga, MD  
Kaga Institute  
Township, NJ



Roberta Del Campo, MD  
Del Campo  
Dermatology and  
Laser Institute  
Miami, FL



Tahl Humes, DO  
Medical Director  
Vitahl Medical Aesthetics  
Denver, CO



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1 Through deep dermal heating 2 Amy Taub Study ASDS 2017 Poster 3 truSculpt flex whitepaper by Stephen Ronan, MD

## Microneedling Updates and Trends

By Cindy J. Papp, Contributing Editor

Microneedling, also known as collagen induction therapy, has emerged as a top, minimally invasive treatment for aesthetic skin rejuvenation, and there appears to be no letup in demand. According to leading market research agency Data Bridge Market Research, the current microneedling growth rate is forecast at 10.5%, thanks to the increased acceptance of routine aesthetic treatments among a broader market of consumers. As more patients flock to microneedling for effective and lasting results, physicians are adding it to their armamentarium of aesthetic procedures to meet this rising demand.







**Jennifer Holman, MD**  
Dermatologist  
Tyler, TX



**Elika Hoss, MD**  
Assistant Professor of Dermatology  
Mayo Clinic  
Scottsdale, AZ



**Tina Alster, MD**  
Director  
Washington Institute of  
Dermatologic Laser Surgery  
Washington, DC



**H. William Song, MD**  
Founder and CEO  
Omni Aesthetics  
Oakland, NJ



**JD McCoy, NMD**  
Medical Director  
Contour Medical  
Gilbert, AZ



**Manu Aggarwal, MD**  
Vein Care Center Laser Specialist  
Lima, OH

As the name implies, collagen induction therapy increases circulation and stimulates the body's production of collagen and elastin for healthy and more youthful skin. Creating pin-point injuries to the skin, microneedling stimulates cytokines and other growth factors, causing the skin to create fresh, collagen-rich tissue. The latest automated microneedling pens offer quick and more cost-effective alternatives to fractional lasers that can treat an array of skin concerns including acne scars, sun damage, stretch marks and aging skin.

SkinPen® Precision from Crown Aesthetics (Dallas, Texas), helps practices around the world grow their businesses with microneedling. Jennifer Holman, MD, a dermatologist based in Tyler, Texas shared the many benefits of this technology with us. "It provides excellent results for acne scarring and is a great tool for drug delivery to treat melasma and actinic keratosis," she stated. "The SkinPen treatment is reliable, delegable, and produces real results. The cost to bring this service into an office and disposable costs are excellent as compared to laser and light-based devices."

SkinPen procedures are short and work for all skin types. Elika Hoss, MD, assistant professor of dermatology at the Mayo Clinic (Scottsdale, Ariz.) also uses it in her practice and told us, "This FDA cleared device has 14 stainless steel medical grade needles that create 1600 micro-injuries per second, and can treat as deep as 2.5 mm into the skin." The result is a treatment that is customizable and requires little to no downtime.

Tina Alster, MD, director of the Washington Institute of Dermatologic Laser Surgery in Washington, D.C., believes there is a place for microneedling in every aesthetic practice. "My microneedling device of choice is Collagen P.I.N.," she shared. "It is always in my pocket and I use it to treat everything from wrinkles to scarring. I often microneedle scars and rhytides in localized areas, (e.g., cheeks and perioral region) at the same time as full face non-ablative fractionated laser resurfacing."

The Collagen P.I.N™ from Collagen P.I.N. (Louisville, Ky.) offers a choice of 12- or 36-needle cartridges. The 36-needle option allows rapid results by creating more microchannels for natural collagen synthesis. The device can be used with the battery or optional cord with speed adapter, allowing users to penetrate



Before and 30 days after six procedures using SkinPen from Crown Aesthetics

Photos courtesy of Cathy A. Presnick

scar tissue more effectively. It can be used alone or in conjunction with other treatments including laser therapy and dermabrasion.

The Rejuvapen NXT® by Refine USA (Jacksonville Beach, Fla.) incorporates a uniquely beveled tip, designed with a medical grade HEPA filter to eliminate suction and clogging while blocking airborne blood pathogens. According to H. William Song, MD, founder and CEO of Omni Aesthetics (Oakland, N.J.), the ergonomic design minimizes operator fatigue, "which is important for our busy practice because we have multiple providers using the device throughout the day."

The Rejuvapen NXT highlights the latest trend in microneedling with customizable treatments, device performance consistency and optimized results. Features include 9-speed settings, a precise infinite dial, patent-pending ISO seal and a digital brushless motor. "This medical grade microneedling device delivers safe and reliable results for patients of all skin types and severity of aging," Dr. Song added. "The motor is hard wired, instead of battery operated, so the power is substantial and consistent. The fact that Rejuvapen NXT is FDA cleared gives us added confidence that our clients are receiving a treatment that has been clinically proven to deliver safe and effective results."

JD McCoy, NMD, medical director of Contour Medical in Gilbert, Ariz., finds that microneedling with radiofrequency (RF) is his patient's preferred treatment. "We rarely do standard microneedling anymore. RF microneedling yields faster and more significant results. My estimation is that eight to ten standard microneedling sessions are equivalent to one RF

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— Jenni Holman, Dermatologist, U.S. Dermatology Partners

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SkinPen Precision is the first FDA-cleared Microneedling device. <sup>1</sup>SkinPen U.S. intended use: The SkinPen Precision System is a microneedling device and accessories intended to be used as a treatment to improve the appearance of facial acne scars in adults aged 22 years and older. Rx only. <sup>2</sup>Bellus Customer Satisfaction Survey March 2019 (data on file).

\*US national avg. cost  
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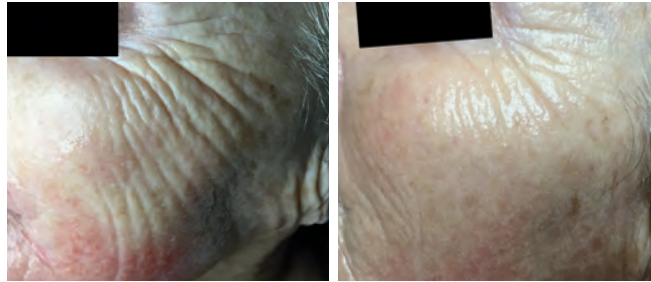
microneedling treatment. Improved results have been achieved by thinking about multiple depths/planes for treatment, delivering energy in a multi-level approach, longer pulse widths of energy (300-500 ms) and moderate to high fluence.”

As Dr. McCoy explained, he incorporates a specific protocol. “Most patients do best with two treatment sessions two to three months apart. Patient comfort with higher energy RF microneedling treatments helps with the entire experience – topical anesthetic, nitrous (if available), local anesthetic and patient hydration (the more hydrated the tissue is, the more comfortable the treatment experience will be and potentially the result will be improved).”

Microneedling RF devices are versatile in the way they use “injectable” energy. Targeted RF devices provide precise, high-focused energy, while other devices are utilized to cover larger areas. Dr. McCoy uses this combination strategy to offer his patients customized treatments. “Areas to be contoured are treated with the targeted RF device first, followed by treatment over the entire region. This helps address areas that historically have been difficult to treat such as under eye bags, jowl, buccal cheek heaviness, chin and jawline. I have patients dressed with Duoderm in the areas we treat with targeted energy and use a 24-ppm silver gel to assist with healing.”

Devices such as the Secret™ RF by Cutera (Brisbane, Calif.) utilize bipolar RF energy with microneedling technology to address skin concerns for a wider demographic. According to Manu Aggarwal, MD, of the Vein Care Center Laser Specialist in Lima, Ohio, “Traditional microneedling without RF has limitations for darker skin types and cannot heat tissue for optimal results without downtime. But Secret RF allows us to take care of all skin types and colors without the risks of hyper- or hypopigmentation while addressing multiple concerns.”

Both non-insulated and semi-insulated microneedles treat a wide range of indications, while application of precisely controlled RF energy in depths of 0.5 to 3.5 mm induces Secret RF dermal remodeling. The choice of 25- and 64-pin handpiece tips allows physicians to treat both the face and body in under 20 minutes. “I feel the technology gives me the best tools to treat my patients’ concerns from skin texture, photo-aging and more. I love showing them their results, even over a year later,” Dr. Aggarwal shared.



Before and 60 days after two treatments using Collagen P.I.N.  
Photos courtesy of Collagen P.I.N.

## Versatility with Combination Treatments

Minimal downtime is a theme that remains consistent with physicians when it comes to microneedling, but some doctors have found ways to deliver even more benefits. As Dr. Hoss told us, “I often combine microneedling with platelet-rich plasma (PRP). This improves results for quicker healing, and a shorter duration of post-procedure erythema. Patients appreciate that their own PRP and collagen production provides long-lasting and natural results.”

With Dr. Hoss’s technique, “After cleaning and numbing cream, PRP is applied to the skin. We then do microneedling with multiple passes in different directions, to create micro-injuries in the skin. The goal is to have redness and pinpoint bleeding as your end result. After the treatment, the remainder of the PRP is applied to the skin. Once this has dried, patients are asked to allow it to remain on the skin for several hours to maximize results.”

Microneedling and lasers work very similarly; creating numerous, tiny skin injuries, which initiates production of new collagen and elastin. Some innovative physicians have found that these technologies also work well together for customized treatments with more effective results.

The Vivace Experience® from Aesthetics Biomedical in Phoenix, Ariz. boasts a precision robotic motor that creates a virtually pain-free experience compared to other devices in providers’ offices, quickly becoming a favorite among consumers and celebrities and accumulating several awards and titles.

David Vasily, MD, a dermatologist from Bethlehem, Pa. uses The Vivace® Microneedle RF device with other treatments and technologies like the Cool Peel, vascular lasers like the VBeam and resurfacing lasers. “The Vivace has been surprisingly effective for treating resistant rosacea vessels as well as scar



**David Vasily, MD**  
Dermatologist  
Bethlehem, PA



**Randy Waldman, MD**  
Facial Plastic and Reconstructive Surgeon  
Lexington, KY



**Shino Bay Aguilera, DO**  
Board Certified Dermatologist  
Dermatologic Surgeon  
Fort Lauderdale, FL



**Carl Thornfeldt, MD, FAAD**  
Founder and CEO  
Epionce  
Boise, ID



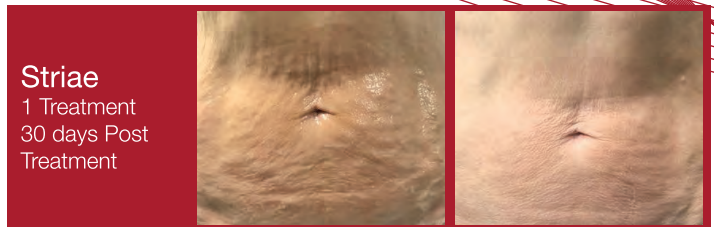
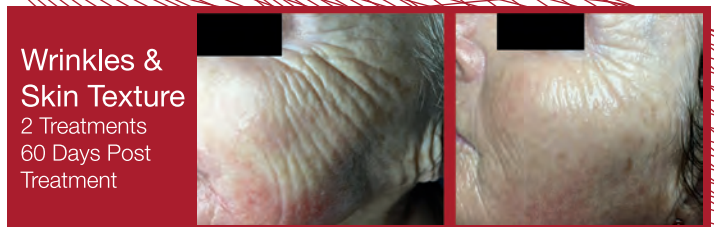
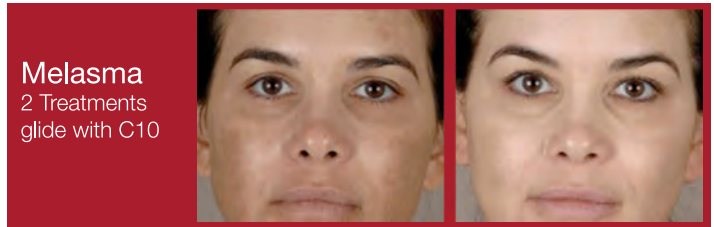


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Before and after treatment of the periorbital area with Rejuvapen NXT from Refine USA  
Photos courtesy of Cass Bosco



Before and after microneedling treatment to the lower face and neck  
Photos courtesy of JD McCoy, NMD



Before and after treatment with Vivace from Aesthetics Biomedical  
Photos courtesy of David Vasily, MD

neovascularization,” he reported. “We often use the Vivace in combo with lasers to address post Moh’s Surgery scars with good success.”

When paired with other procedures, microneedling treatments become more individualized and creative. Dr. Vasily emphasized, “They allow us to offer treatments that are a level of therapeutic intervention above and beyond facilities with only one or a few devices. The combo possibilities with Vivace are endless.”

For Randy Waldman, MD, a facial plastic and reconstructive surgeon in Lexington, Ky., his microneedling device of choice is the PiXel8-RF Micro Needling System from Rohrer Aesthetics (Homewood, Ala.), which he uses for fine lines and wrinkles, large pores and to improve elasticity. He explained how it works well with other treatments, “The PiXel8-RF is great for skin tightening, facial dyschromia and acne scars. I sometimes use it as a facelift follow-up treatment for continued improvement in the skin’s appearance, and for patients who are not ready for facelift surgery.”

The PiXel8-RF has a unique design for tissue coagulation and hemostasis, with adjustable energy and insulated or non-insulated microneedles that can be adjusted from .5 mm up to 3.5 mm, for individualized treatment. As Dr. Waldman shared, “I think every aesthetic practice will benefit from having this device as part of their toolkit. I use it as a complement to injectable fillers and lasers, but mainly as a standalone procedure, incorporating three treatments, spaced one month apart. Many patients continue monthly treatments because they see great results.”

### The Addition of Skincare for Improved Results

Microneedling works as an effective transdermal delivery system, creating microchannels that physicians use for the application of specialized formulas. Shino Bay Aguilera, DO, a board certified dermatologist and dermatologic surgeon in Fort Lauderdale, Fla. takes advantage of this benefit with the MG Collection™ by Dp Dermaceuticals (Miami, Fla.). He explained that their formulations use HylaFuse™ Complex, a triple-weight hyaluronic complex designed to deliver treatment actives deeper into the skin. “Hyaluronic acid holds 1,000 times its weight, so it is



*"We love using the Rejuvapen NXT® for microneedling!*

*Its ability to be dialed to precisely the depth we need as well as the option to adjust the speed at which the needles penetrate the skin, make it easy to use. We've seen great results, especially in the reduction of fine lines and wrinkles. Our patients are thrilled to see their skin improve with each treatment."*

Robert J. Allen, MD,  
Arizona Wellness  
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great for hydration,” he reported. “Their standout products include MG-HA35 and MG-HA35+, which feature 35 mg per mL of this complex, a higher concentration than most products on the market today.”

Dr. Aguilera pointed out that the MG-HA35+ formula also includes Geranylgeranylisopropanol (GGP), a revolutionary telomeres technology that helps prolong the life of a cell. But he has other favorites in the collection, too. “I also like the MG-BL, a brightening serum that treats inflammation and hyperpigmentation. The bioactives prevent melanin overproduction from injury and sun damage. Also, the MG-R.A.S. products are incredible for reverse aging by improving laxity. It also promotes collagen production and wound healing using antioxidants, vitamins, peptides and botanical extracts.”

Microneedling gives practitioners the opportunity to treat patients of all skin types for a variety of concerns comfortably and quickly with little downtime. And now, breakthroughs in skincare technology allow continued treatment by supplying healing products and botanicals to speed recovery at home.

Epionce Essential Recovery Kit® is an all-in-one take-home kit for post-procedure barrier repair. It is clinically proven to reduce erythema and TEWL post-treatment, and to reduce 95.5% of *Malassezia* yeast in 30 seconds. Carl Thornfeldt, MD, founder and CEO of Epionce in Boise, Idaho uses microneedling to treat scars, comedonal acne and sebaceous hyperplasia as a solitary therapy, combined with superficial chemical peels, RF or LED for anti-aging to reverse photodamage in the skin and for acne.

When it comes to post treatment, Dr. Thornfeldt explained the importance of taking part in the patient’s healing with the all-in-one approach of the Epionce kit, “The Epionce Essential Recovery Kit provides all of the key functions for proper healing: semi-occlusion, hydration, accelerating epidermal and barrier repair and preventing microbial infection, and it is the only post-procedure kit documented to statistically significantly improve signs of photo-aging four weeks after the procedure compared to standard acetic acid soaks and a lanolin-based ointment regimen.”

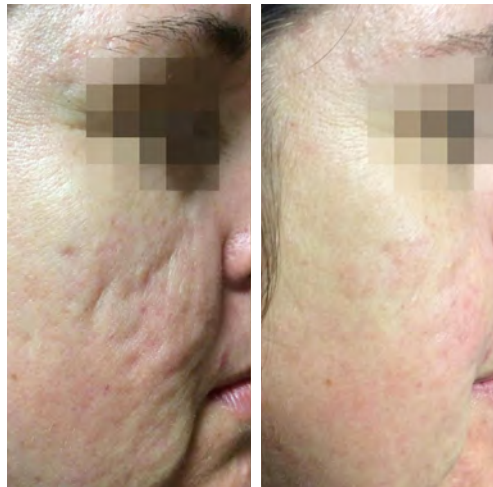
With technology that allows physicians the opportunity to treat more patients, treatment versatility and proven results, it is easy to see why microneedling is quickly

rising in the field of aesthetic dermatology. As well, patients benefit from an array of customized, minimally invasive procedures, making microneedling a trending treatment that is a win for all.



Before and after six treatments of MG-CLR that was used for acne and MG-R.A.S for scarring from the MG Collection by Dp Dermaceuticals

Photos courtesy of Beauty Project



Before and after one treatment with Secret RF from Cutera

Photos courtesy of Manu Aggarwal, MD



The Essential Recovery Kit from Epionce

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# Aspiration Ring Maximizes Filler Injection Safety

By John Jesitus, Contributing Editor

Made of durable jewelry-grade sterling silver with a customizable grip, miRing from miRing USA (Atlanta, Ga.) facilitates one-handed aspiration that helps maximize the safety of filler and neurotoxin injections. With the flexibility to fit virtually any syringe, miRing provides a reusable solution to the challenges of two-handed aspiration.

“Many times, when you are trying to aspirate with two hands, by the time you have checked your needle placement, you have moved that needle around so many times that you are not even in the spot where you were initially injecting,” said Denise Merdich, MS, APRN, a master injector for 24 years, and CEO of Aestra Institute, LLC, in St. Petersburg, Fla.

Similarly, aesthetic injector, Kat Lofley, APRN, CNM, WHNP-BC, owner of Renewal Aesthetics and Sexual Wellness in Cottonwood Heights, Utah, added that when needle movement occurs with two-handed aspiration, injection accuracy decreases and patient discomfort increases.

With miRing, one simply pulls back with the injection-hand thumb to aspirate, while the needle stays put. “You don’t have to move at all,” Ms. Merdich emphasized. “It allows us to have that security when injecting.”

Fitting a syringe with miRing involves sliding the plunger flange into a grooved slot on the miRing, then sliding the miRing and syringe onto a gloved thumb. Pushing the device tightly onto the thumb secures the plunger head to the back of the slotted groove. Small disc-shaped inserts allow the ring to fit even small syringes – like neurotoxin syringes – ensuring a tight fit with even the thinnest flange.

Ms. Merdich injects approximately 30 patients daily, six days a week, and has taught thousands of injectors to use the device. More than 90% of new injectors quickly order miRing, she said. Conversely, experienced injectors may balk at adding an unfamiliar variable to their technique. miRing’s safety factor outweighs this concern, she stated. “Once you get used to it, it is second nature, like a glove.”

“There is a learning curve,” Dr. Lofley pointed out. “When I first got the miRing, I wasn’t sure that I liked it. But, I just had to rework my

technique a bit, and now it would be really hard to inject without it.”

Some experts advise against aspiration, saying that it lacks evidentiary support and is no guarantee of safety. “While the latter is true,” Dr. Lofley began, “aspiration is one of the best tools available to improve dermal injection safety.”

“Anatomy tells us that there should not be vessels down on bone; however, we have seen enough observational data of people who have aspirated blood when they feel they are absolutely on bone,” Dr. Lofley expressed. She surmises that in those situations the needle may have pierced a vessel and pinned it onto the bone. “So, while the injector may still feel the tip of the needle on bone, they may still be in that vessel.”

Furthermore, aspiration causes no harm, she added. “Many people feel that they have been able to avoid a vascular occlusion by aspirating. So even though there is not an abundance of data on it yet, I have seen enough anecdotal data that I feel a little better aspirating when I inject.”



According to Virginia S. Keating, founder and CEO of miRing, the miRing device is made of durable jewelry-grade sterling silver with a customizable grip, facilitating one-handed aspiration that helps maximize the safety of filler and neurotoxin injections.



Denise Merdich, MS, APRN  
CEO  
Aestra Institute, LLC  
St. Petersburg, FL



Kat Lofley, APRN, CNM, WHNP-BC  
Owner  
Renewal Aesthetics and Sexual Wellness  
Cottonwood Heights, UT



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# Vaginal Treatment via Non-Ablative CO<sub>2</sub> Laser

Arturo Menchaca, MD, FACS, FACOG

Non-invasive vaginal therapy involves the nonsurgical treatment of vaginal indications using different energy-based modalities, most commonly lasers (CO<sub>2</sub> 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 CO<sub>2</sub> 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 CO<sub>2</sub> 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.

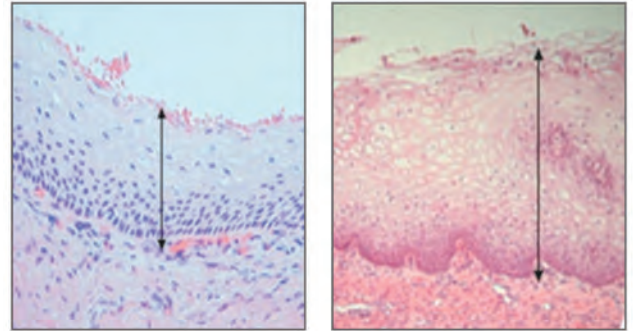
Conversely, non-ablative modalities do not have any of these problems.

For these reasons, I decided that the CO<sub>2</sub> 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

Figure 1



Vaginal mucosa before and after treatment with Lasering's V-Lase  
Histology courtesy of Arturo Menchaca, MD, FACS, FACOG

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.

My primary objective was to show that when used for vaginal treatment, Lasering USA's CO<sub>2</sub> laser (V-Lase®) would have the same histologic effects that have been shown by ablative CO<sub>2</sub>, 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 CO<sub>2</sub> vaginal laser treatment has the same effect as ablative laser and RF treatments.

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														



Arturo Menchaca, MD, FACS, FACOG

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 CO<sub>2</sub> 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 Smart Business Rationale for Fotona4D

By Kevin A. Wilson, Contributing Editor

Regardless of economic and social forces, a quality aesthetic practice is safe, friendly and oriented to promote patient confidence, in addition to providing standout results. Most practices start by focusing their array of therapeutic options and then expanding as appropriate. The Fotona4D® treatment protocol from Fotona (Farmers Branch, Texas) is ideal for practices at any point in the development timeline because return on investment (ROI) is high, it can be used for a variety of applications (including adjunctively with other therapies) and the learning curve for performance is manageable. Most of all, safety and quality of results are excellent.

Fotona4D utilizes four specialized modes of delivery and two laser wavelengths for a facial revitalization therapy that treats inside and out. This four-stage protocol starts with gently treating the mucosal surface inside the mouth behind the cheek, followed by pseudo-fractional resurfacing, more generalized deep bulk heating to induce collagen remodeling, and a light laser peel-like final step where aggressiveness can be tuned to patient preference and tolerance. Fotona4D can be performed on the company's versatile flagship SP Dynamis™ platform as well as the new TimeWalker™ system, which features a more focused array of offerings.

John W. Stevens, DNP, founded deNovo Health & Aesthetics (Dallas, Texas) in 1997. He recently used Fotona4D to drive demand and pay for his new SP Dynamis platform within 11 months. "Our corporate philosophy is to ensure patient satisfaction, create loyalty, show appreciation and request participation," he explained. "It cannot be overstated how our integration of the SP Dynamis and Fotona4D built patient relationships that were the springboard. We created an extensive survey for our patient base to determine the level of interest in specific treatments, their perceived likelihood to buy, and how much they thought such services should cost."

Dr. Stevens added that while they didn't clue participants into exactly what they were getting at, they did let them know that this involved patients in the choice of a new technology for the practice, generating excitement with a sense of inclusion and

importance. "Our response rate was about 12%, which is well above what one might expect," he reported.

Based on the responses, "It quickly became clear that SP Dynamis was a perfect fit, offering the full range of what we needed in one system," Dr. Stevens expressed. "Fotona's reliable, easy-to-use, versatile platforms will have that kind of effect on decision makers once one fully examines their capabilities."

"We rewarded survey participation with a thank-you letter, and once we had the new treatment in place, we provided participants with special limited-time deals, which were not promised in advance," Dr. Stevens added.

Creating a calendar of promotions and packages was the next step. "We designed monthly specials, some including maintenance packages or bundles with other therapies to push for 5,000 patients treated," said Dr. Stevens. "These specials were available for everyone. We concentrated the generated revenue to pay off the device in less than a year."

"Bear in mind that this was using the higher-priced SP Dynamis. A practice choosing the TimeWalker system could either pay off the device more rapidly, or in a similar time-frame with a smaller patient base to draw from," Dr. Stevens pointed out.



**John W. Stevens, DNP**  
Founder  
deNovo Health & Aesthetics  
Dallas, TX



Before and after treatment with Fotona4D  
Photos courtesy of Melissa Haloosim, NP

## Aesthetic Medicine in 2020: A Year in Review

By Lisette Hilton, Contributing Editor

COVID-19 shook the foundation of cosmetic practices worldwide in 2020. In the span of eight months, the pandemic forced aesthetic medicine offices to close, stay afloat, then rev up to accommodate pent-up demand for injectable treatments and more.

With one swift viral kick, aesthetic practices are looking through a different lens at 2021, according to Chicago-based facial plastic surgeon Steven Dayan, MD. But it is not with trepidation that experts are looking toward the future. Rather, Dr. Dayan calls this the Roaring '20s.









**Steven Dayan, MD**  
Facial Plastic Surgeon  
Chicago, IL



**Lori Robertson, MSN, FNP-C**  
Clinical Director  
Skin Perfect  
Brea, CA



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



**Sachin M. Shridharani, MD**  
Plastic Surgeon  
LUXURGERY  
New York City, NY



**Mark J. Tager, MD**  
CEO  
ChangeWell  
Rancho Santa Fe, CA

“There is going to be an explosion in aesthetics,” said Dr. Dayan, who launched the educational series “Thriving in Aesthetics” with Sabrina Fabi, MD, in October. “I think we will come back stronger.”

In support of this theory, despite the pandemic, there were advances and launches in technology in 2020, including QWO, from Endo Pharmaceuticals, the first FDA-approved injectable treatment for cellulite, Galderma’s hyaluronic acid filler Restylane Kysse and Revance launched its RHA dermal filler line.

More important than the products and devices, however, are the strides aesthetic medicine clinicians are making to adapt and thrive in the new environment, according to Dr. Dayan.

### Get Ready for an Influx of Patients

Aesthetic physicians might expect an increase in business in 2021. People are spending more time looking at themselves in virtual meetings and less money on travel and entertainment. This, according to Dr. Dayan, explained the big demand for nonsurgical procedures when practices first reopened. “But now that consumers have settled into their lives and realize they can recover at home, they are booking more and more cosmetic surgeries,” he said.

“That’s the biggest story in aesthetic medicine this year. Nobody predicted that. We all thought there would be a huge dearth, and everything would drop off, but it has been the opposite,” he expressed.

### Injectable Update

In 2020, Teoxane Laboratories (Geneva, Switzerland) received FDA approval of its RHA-based dermal fillers and announced a partnership with Revance Therapeutics (Newark, Calif.), giving the company exclusive U.S. distribution rights of the product line, which includes RHA 2, RHA 3 and RHA 4. Indications for RHA 2 and RHA 3 are for injection into the mid-to-deep dermis for correction of moderate to severe dynamic facial wrinkles and folds, while RHA 4 is for injection into the deep dermis to superficial subcutaneous tissue for correction of moderate to severe dynamic facial wrinkles and folds.

Lori Robertson, MSN, FNP-C, clinical director of Skin Perfect in Brea, Calif., has been using RHA 2, 3 and 4 samples and said these fillers are much-needed competitors in the limited U.S. injectables market.

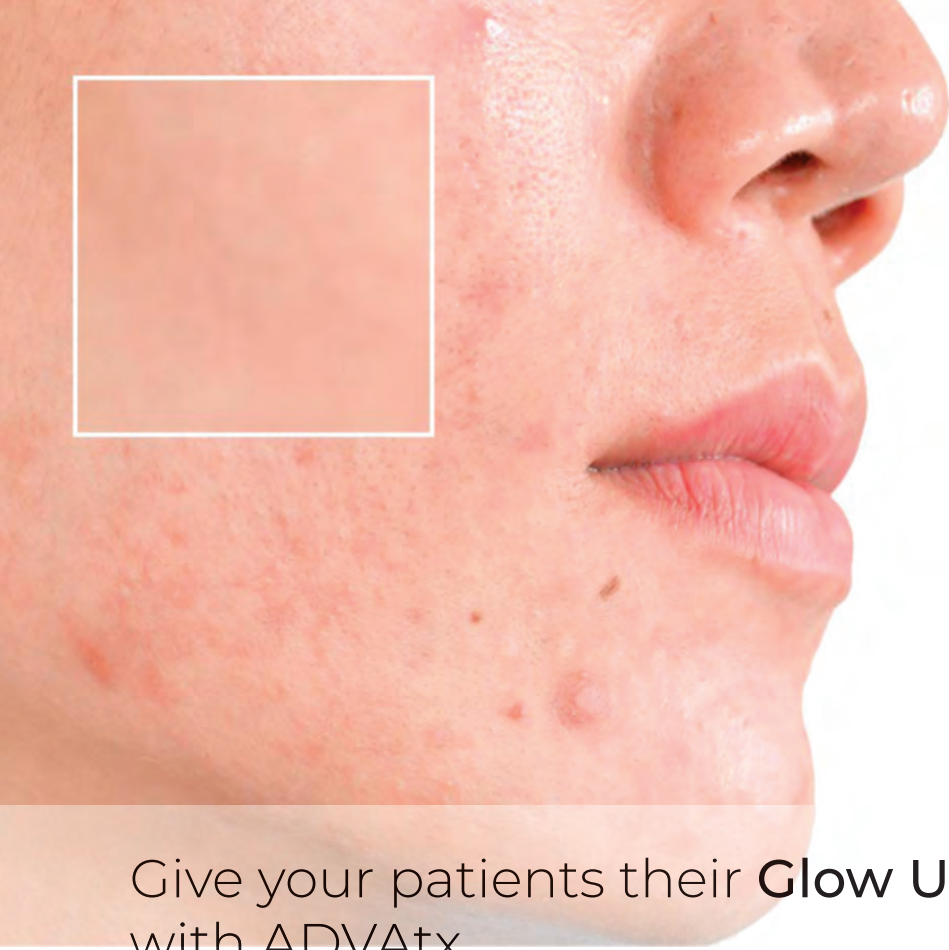
“These products are very easy to work with,” said Ms. Robertson. “RHA 2 is similar to the Refyne line from Galderma (Fort Worth, Texas). It is soft and very stretchy. It integrates very easily into the tissue and is very user friendly. It is hard to make a mistake with it. If you get a lump, you just press on it and it flattens right out.”



Before and after Restylane Kysse in the lips  
Photos courtesy of Lori Robertson, MSN, FNP-C



Before and after Restylane Kysse in the lips and perioral rhytides  
Photos courtesy of Lori Robertson, MSN, FNP-C



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BEFORE

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According to Ms. Robertson, RHA 4, which is not nearly as firm of a filler as Lyft (Galderma), but more like the Defyne (Galderma) or Voluma from Allergan (Irvine, Calif.) lines, may be ideal for hands.

Another entry into the market is Restylane Kysse from Galderma. Having received approval for lips and perioral lines, it is making a big splash, according to Ms. Robertson.

“Kysse is a stretchy filler,” Ms. Robertson noted. “You have Refyne that is the softest filler out there, next to Belotero from Merz (Raleigh, N.C.). Then you have Kysse that does not stretch quite as much, but is still very soft. Then you have Defyne in that same line which is firmer,” Ms. Robertson expressed. “Kysse has been a true game changer in lips. Those of us who have tried it have been obsessed with it. We can achieve a simple lip that is plumper in size and hydration with a naturally augmented look.”

In other filler news, this year Allergan announced that it entered into an agreement with Israel-based Luminera, a company with an extensive filler portfolio, including HArmonyCa, a dermal filler combining hyaluronic acid (HA) and calcium hydroxyapatite (CaHA). Allergan will acquire Luminera’s fillers and filler pipeline.

Off-the-face use of fillers exploded in 2020, according to Dr. Dayan, with hyper-dilute calcium hydroxyapatite and hyper-dilute poly-L-lactic acid being used with success in thighs, the chest, buttocks and arms. “Expect to see more of that,” he said.

Ms. Robertson agreed, and said hyper-dilute Radiesse (Merz) has been a gamechanger this year. “Providers in Brazil have been using hyper-dilute Radiesse for quite some time and have had beautiful results with it. Here in America, we have only had Sculptra poly-L-lactic acid (Galderma) to use as a bio-stimulant. Sculptra causes an immune response, and we have not been able to use that in people who have autoimmune disorders. Hyper-dilute Radiesse works in a similar way, but has a fibroblastic reaction rather than immune reaction,” Ms. Robertson explained.

Ms. Robertson has been using hyper-dilute Radiesse in the face, neck, décolleté, arms

and knees to create volume and rejuvenate skin. She administers it in the same way as Sculptra, using a 22-gauge cannula in the subdermal plane, superficially, where there are no big arteries to cause concern. She dilutes it with normal saline and lidocaine to a 1:2, 1:3 or 1:4 dilution.

However, in Ms. Robertson’s opinion, not everything was a homerun in 2020. Approved in 2019, the “newtox” botulinum toxin type A Jeuveau from Evolus (Irvine, Calif.) has not wowed her.

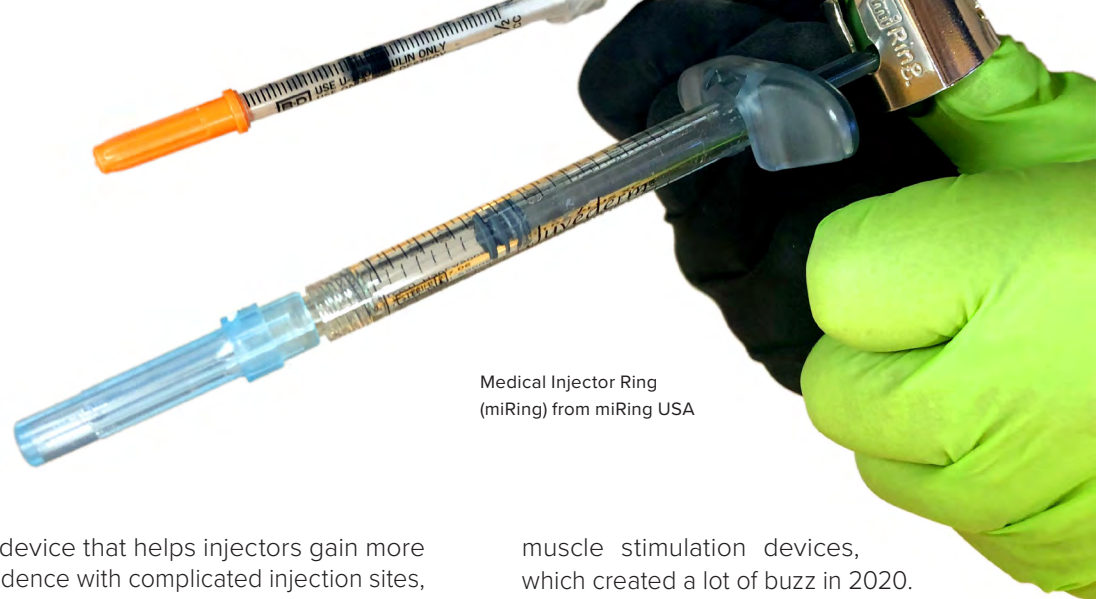
“At first, I noticed it kicked in really soon like Dysport abobotulinumtoxinA (Galderma) does. But then my patients came back and said it wore off too fast,” she reported. “I tried injecting more units and results still lasted from 2.5 to 3 months, while the cost of the procedure went up.”

With this in mind, improved longevity of outcomes is the future of neurotoxins. Examples of this include DAXI (Daxibotulinum toxin) from Revance, which seeks the FDA’s nod as a longer lasting toxin, and is already causing a stir, according to Dr. Dayan.

Another case in point, as Michael H. Gold, MD, recently presented at the *American Society of Dermatologic Surgery (ASDS) 2020 annual meeting* in October, Xeomin incobotulinumtoxinA from Merz demonstrated safety and prolonged duration of effect in a dose-ranging study for glabellar lines. “According to the data also published in the October issue of the *Journal of Drugs and Dermatology*<sup>1</sup>, these results demonstrate a dose effect of at least six months duration with higher doses in the majority of [glabellar frown lines] subjects,” Dr. Gold reported.

Ms. Robertson pointed out the good and bad of a neurotoxin that lasts six months: Most patients will love not having to get injections as often, but those with neurotoxin-related blepharoptosis or an unsatisfactory outcome – not so much.

In regards to products that can improve the injector’s technique and treatment safety, the Medical Injector Ring (miRing) from miRing USA (Atlanta, Ga.), enables one-handed aspiration. This new device is an FDA registered, patent-pending, anti-microbial silver



Medical Injector Ring  
(miRing) from miRing USA

ring device that helps injectors gain more confidence with complicated injection sites, steady their patients with their free hand and have more control and precision with needle placement. miRing can be used with 99% of pre-packaged aesthetic syringes on the market and up to a 5 cc BD syringe.

### Body Treatments Come Full Circle

Body treatments are coming full circle, with treatments that not only remove fat, but also tighten skin, diminish cellulite and increase muscle definition.

Endo Pharmaceuticals (Irvine, Calif.) announced in early July 2020 that the FDA approved QWO (collagenase clostridium histolyticum-aaes) as the first and only FDA-approved injectable for moderate to severe cellulite in the buttocks of adult women. QWO is expected to be available at U.S. aesthetic practices in Spring 2021.

“Improving the appearance of cellulite has been a huge unmet need in aesthetic medicine,” said Manhattan-based plastic surgeon Sachin M. Shridharani, MD, who was involved in QWO clinical trials. “The news about QWO’s approval is exciting for patients and represents a whole new category that we can treat. Up to 90% of women in the U.S. are afflicted with cellulite, and there haven’t been great options to treat it. So, this is going to be a gamechanger.”

Nonetheless, there is still a lot to learn about how patients with mild cellulite respond to treatment, if it treats significant skin laxity and how best to use it in conjunction with other body shaping procedures for optimal outcomes, according to Dr. Shridharani.

Aesthetic physicians and surgeons are getting more experience using new magnetic

muscle stimulation devices, which created a lot of buzz in 2020.

Some of the leading non-invasive devices, like FDA-approved Emsculpt and Emtone from BTL (Marlborough, Mass.) and CoolTone (Allergan) are easy to perform and have created an opportunity for aesthetic practices that focus on the face to offer off-the-face treatments.

“I am a facial plastic surgeon, so these devices allow me to offer something that I have not offered in the past,” Dr. Dayan said.

There are two new options in this space. Cutera’s (Brisbane, Calif.) truBody is a complete body sculpting solution to remove fat, rebuild muscle and renew skin. By pairing the synergistic and complementary technology of truSculpt iD and truSculpt flex, truBody provides the benefits of 2 MHz monopolar RF with an average of 24% fat reduction and direct bio-electrical muscle stimulation with up to a 30% increase in muscle mass. Both technologies utilize truControl to maximize treatment outcomes and create long-lasting effects. Multiple handpieces simultaneously covering various areas combined with short treatment times, help to increase throughput and revenue.

Another newcomer, BodyTone from Rohrer Aesthetics (Homewood, Ala.) offers results comparable to the leading muscle stimulation devices on the market. BodyTone uses micro-energy pulses of “bio-electric” current to replicate the effects of normal exercise by flexing and contracting muscles. The Bioptic impulses are delivered through a series of different waveforms that stimulate and confuse the muscle, which helps to build mass. A BodyTone treatment takes 25 minutes, with no downtime.

Now, aesthetic clinicians are combining the spectrum of therapies with liposuction to transform bodies, Dr. Shridharani said.

“We have had great success combining liposuction with the Renuvion J-Plasma system from Apyx (Clearwater, Fla.), the helium plasma that tightens tissue. Combining that with muscle stimulation is also an advanced technique that gives us a harmonious outcome,” he said.

The new Ultracontour Ng from MedixSysteme AG (Ruggell, Liechtenstein), enables hands-free treatment of arms using three UMD belts applied to each arm. What makes Ultracontour unique is the final phase of the UMDs sonodynamic treatment which involves the application of six belts, each equipped with three UMD transducers in order to immediately drain the fat cells (triglycerides) that have been destroyed and liquefied by the intensive focused pulse. This accelerates the natural elimination process through the lymphatic and vascular system.

Another unique feature of the Ultracontour is the ability of the UMD system to create an internal cyclic massage. This action leaves the fat cells in passive sonification so that during the entire phase of the UMD massage the body does not reabsorb the fat that has been liquefied from the intensive ultrasound pulses. Instead, the body is forced to eliminate this fat through the lymphatic system. This is strategic to the success of the treatment, as without it, 80% of the liquids released after the intensive focused pulses would be reabsorbed.

### Threads, Microneedling and Energy-Based Rejuvenation

Threads have had a complicated and circuitous past in the U.S., but thread technology will see an uptick in 2021, according to Dr. Dayan.

“It is not a facelift or a replacement for a facelift. If the price point for threads is as high as a facelift, it is going to be met with dissatisfaction. But if the price is lower and threads are marketed as an alternative to fillers, it will find a nice place in our portfolios. One area where I am particularly interested in threads is for the nose. We know the risk with fillers in the nose is high,

so I expect to see interest in potential treatments in the nose,” he said.

Aesthetic practices will likely continue to offer microneedling in 2021, but to specific patients.

“I love microneedling for the right patient, who is willing to undergo several treatments to get results,” Ms. Robertson shared. “If a patient has large pores, acne scars, if they have dark skin and cannot have CO<sub>2</sub> laser, microneedling is phenomenal. I notice about a 30% reduction of acne scar pits after about six months with five treatments of microneedling,” she said.

Ms. Robertson used to combine microneedling with platelet-rich plasma (PRP) because, she said, it is like adding fertilizer. But for the last eight months, she has instead used exosomes via Benev’s (Mission Viejo, Calif.) Exosome Regenerative Complex, which are harvested from the stem cell and are part of the stem cell that helps to grow new tissue.

“I have the exosomes in my fridge, mix them up and put them on the skin after I do a treatment that opens the skin, like CO<sub>2</sub>, radiofrequency microneedling or regular microneedling,” she said. “It is like PRP amplified. It helps calm the skin. I use a little vial and send patients home with the vial and they keep using it for the next 24 hours to heal.”



PlasmaMD from Aesthetics Biomedical



Before and ten days after continuous use of The Amazing Peel Kit by Tina Alster, MD  
Photos courtesy of Tina Alster, MD



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Other skin rejuvenating technologies evolved in 2020. PlasmaMD from Aesthetics Biomedical (Phoenix, Ariz.) is among those. Plasma MD is a compact handheld device employing plasma technology for nonsurgical skin rejuvenation, using proprietary ARC Technology as the key differentiator. PlasmaMD and Plasma+ are FDA Class II cleared for soft tissue coagulation and lesion removal. The treatment takes less than an hour between numbing, treatment and the beginning of the post-treatment experience. The plasma energy reacts with the air between the skin and the device to combat visible signs of facial aging. It targets improvement in skin laxity, resurfacing texture and the appearance of fine lines with minimal downtime and maximum results, according to the company.

With COVID-19 concerns, demand for at-home treatments are likely to increase. For example, Tina Alster, MD, a dermatologist in Washington, D.C., has The A Method line of products and recently introduced The AMAZING Peel Kit, an at-home, self-neutralizing TCA peel system that is suitable for all skin types. It is a safe and effective solution to address uneven texture, tone, hyperpigmentation and blemish-prone skin. The comprehensive kit features five medical grade products designed to bring uneven pigment up and out of the skin, brighten dark spots and naturally stimulate collagen production to correct texture, fine lines and wrinkles. Consistent, monthly use of the AMAZING Peel Kit will also visibly tighten and firm skin to improve elasticity and reduce pore size.

Coming in 2021 is Quanta System's (Varese, Samarate, Italy) Chrome device, an expandable modular laser station based on a 1064 nm/532 nm Q-switched technology reinvented to outperform other skin treatments and focus on the patient's desired aesthetic goals. This station has a wide range of applications, such as a pulsed 1064 nm Nd:YAG source, microbeam handpieces, IPL and 2940 Twain handpieces. The device's exceptional expandability allows aesthetic clinicians to treat dermatological imperfections from pigmented lesions and tattoo removal to vascular lesions, wrinkles and fine lines, with a special focus on achieving glowing and radiant skin through non-invasive procedures, according to the company.

## Perfect the Virtual You

Aesthetic practices that become proficient at virtual consults and visits will benefit in 2021, according to Dr. Dayan.

"Virtual consults will allow us to see more people in a shorter period of time and will be a better screening method. It will be a time-saver if done well," Dr. Dayan said.

The virtual consult is here to stay, said Mark J. Tager, MD, a physician well versed in aesthetic, lifestyle, regenerative and integrative medicine, and CEO of ChangeWell (Rancho Santa Fe, Calif.), a company that helps healthcare professionals become both charismatic and powerful communicators on camera.

But like so much else, perfecting the virtual meeting is an art.

"In an ever-increasing virtual world, physicians must present themselves on-camera as caring, organized, engaging and thoughtful. This requires training and coaching for many doctors," Dr. Tager indicated.

To help turn these virtual consults to patients, QuotePRO from DermPRO (Dallas, Texas) is a cosmetic procedure quoting tool that incorporates powerful, automated lead nurturing to help you convert consults into patients. This solution addresses the challenges that practices face in converting patients after they have been quoted for a procedure. QuotePRO is built upon DermPRO's e-commerce expertise, incorporating digital remarketing best practices and online purchasing. After the provider creates a quote, QuotePRO's automated

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messages about the practice and procedure keep the practice and the quote easily accessible to the prospect. The prospect's engagement and interaction with emails and texts they receive trigger lead segmenting, ensuring they receive just the right messages and information they find valuable. Finally, QuotePRO's conversion sequence helps to close patients when their lead score surpasses certain thresholds. A dashboard keeps the provider informed of outstanding quotes along with the funnel of activity and stages.

### Consider Practicing More Holistically

The pandemic showed many aesthetic practices that having more than one income stream might help hedge against future problems, like pandemics.

"I think we all have to look to diversify," Dr. Dayan reflected.

The COVID era has placed a greater emphasis on selfcare and what one can do to prevent and optimize health and beauty, Dr. Tager pointed out.

"While aesthetic providers address patients' desires to look younger or more beautiful on the outside, they are in an ideal position to also help patients optimize results with supplements, dietary counseling and cosmeceuticals," he added.

The truth is that patients go to aesthetic practitioners not for procedures but rather for results, Dr. Tager emphasized. "If you are a practitioner who pays attention to the fact that your patients want results, the best way to get results is to combine health and beauty from the inside out and the outside in," Dr. Tager said.

Dr. Tager, who co-authored the book *Cash-Pay Healthcare: How to Start, Grow & Perfect Your Business* with Stewart Gandolf, MBA, explained that the fields of aesthetic and functional/integrative medicine have things in common starting with the fact that both are cash-pay healthcare disciplines.

Another commonality is that chances are good that patients who go to aesthetic practices also have an interest in supplements and cosmeceuticals.

"More than two-thirds of patients today take nutritional supplements. The nutritional supplement business is a \$50 billion

business, of which \$8 billion is purchased in physician offices. And it is growing rapidly," Dr. Tager said.

For example, given COVID concerns, today's patients are interested in what they can do for immune support.

"Healthcare professionals – no matter their discipline – are a knowledgeable source of information and guidance. I think there is an opportunity to forge a deeper, more compelling bond with the patient by meeting their needs around nutrition and wellbeing, immune support, wound healing, scar reduction and more," Dr. Tager articulated.

The motivations for aesthetic practices to sell supplements and cosmeceuticals should be the belief and desire that by doing so, patient outcomes will improve; followed by a desire to increase revenue, Dr. Tager added.

There is a lot that goes into standing behind wellness products.

"Everything within a brand has to be contextualized. That means a practitioner cannot just say, 'We're selling immune support products,'" Dr. Tager explained.

But, if a physician believes in a product, has seen its benefits both personally and anecdotally, and has examined some of the literature, the physician likely will successfully integrate it into his or her plan for holistic patient care. And patients notice when their aesthetic clinicians take an interest in optimizing overall health. It can set practices apart from the competition, Dr. Tager noted.

Doctors interested in supplement and other product sales should expand their knowledge of these products. They should also educate staff members, so they too can counsel patients. Other options are hiring a nutritional specialist or lifestyle expert or referring to a nearby expert.

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# 2020 Hot Products

If there's one thing the pandemic taught us, it is that even COVID-19 will not dampen consumer demand for aesthetic procedures. In this edition of Hot Products, you'll find everything you need to build a strong foundation for the coming year, including turn-key e-commerce solutions that drive business and retain patients, skin rejuvenation therapies that will help you increase revenue, and even product highlights from companies exhibiting at The Aesthetic Show Virtual (November 20-22, 2020). Some of the solutions are simple, such as a safer way to inject fillers. Others are practice-changing technology platforms, products and devices sure to "Wow!" patients, including a new option for non-invasive facial remodeling and contouring, as well as a newly approved filler for more natural lip augmentation outcomes. And, don't forget the power of images – see what's new in photo documentation solutions. Be in the know with new products and technologies that are taking aesthetic practices to the next level.

## The AMAZING Peel Kit by Tina Alster, MD



The A Method is proud to introduce The AMAZING Peel Kit by Tina Alster, MD. This at-home kit is a safe, self-neutralizing TCA peel system that is suitable for all skin types – a safe and effective solution to address uneven texture, tone, hyperpigmentation and blemish prone skin from the comfort and security of home. This comprehensive kit features five medical grade products designed to bring uneven pigment up and out of the skin, brighten dark spots and naturally stimulate collagen production to correct texture, fine lines and wrinkles. Consistent, monthly use of the AMAZING Peel Kit will also visibly tighten and firm skin to improve elasticity and reduce pore size.

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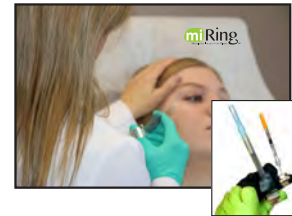
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**Indication:** *Restylane*<sup>®</sup> *Kysse* is indicated for injection into the lips for lip augmentation and for correction of upper perioral rhytids in patients over the age of 21.

*Restylane Kysse* contains traces of gram-positive bacterial protein and is contraindicated for patients with allergies to such material or for patients with severe allergies that have required in-hospital treatment. *Restylane Kysse* should not be used by patients with bleeding disorders, with hypersensitivity to amide-type local anesthetics, such as lidocaine, or by women who are pregnant or breastfeeding.

Use of *Restylane Kysse* at the site of skin sores, pimples, rashes, hives, cysts, or infection should be postponed until healing is complete. The most commonly observed side effects are swelling, tenderness, bruising, pain, and redness at the injection site. These are typically mild in severity and usually resolve within 7 days after treatment. Serious but rare side effects include delayed onset infections, recurrence of herpetic eruptions, and superficial necrosis and scarring at the injection site. Do not implant into blood vessels. Use with caution in patients recently treated with anticoagulant or platelet inhibitors to avoid bleeding and bruising.

Treatment volume should be limited to 1.5 mL per lip per treatment and 1.0 mL for upper perioral rhytid correction, as greater amounts significantly increase moderate and severe injection site reactions. The safety or effectiveness of treatment in areas other than lips and upper perioral rhytids has not been established in controlled clinical studies.

*Restylane Kysse* is only available through a licensed practitioner. Complete Instructions for Use are available at [www.RestylaneKysse.com](http://www.RestylaneKysse.com).

† In a phase IV clinical study, 59 subjects were treated with *Restylane Kysse* in the lips (n=19) or *Restylane Kysse* in the lips in combination with either *Restylane Refyne* (n=21) or *Restylane Defyne* (n=37) in the NLFs or MLs.

‡ FACE-Q satisfaction with the lips questionnaire

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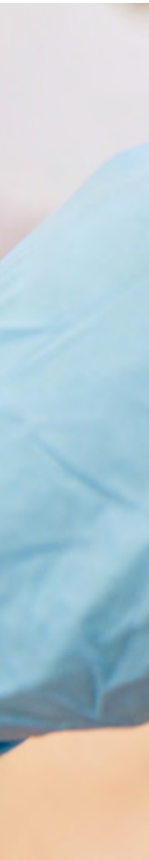
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# The Rise of Male Aesthetics: An Abundance of Potential or Unfounded Hype

By Kevin A. Wilson, Contributing Editor

Much ado has been made about the male patient in aesthetic medicine in recent years, and indeed, more men than ever are seeking cosmetic improvement of their face and form. While maybe not yet focused on designing therapies with men in mind, companies are beginning to frame their marketing that direction whenever feasible. And experts believe that the male market will continue to grow.







Words like ‘explosive’ and ‘exponential’ have been employed to depict the rise of male aesthetic medicine, but does this reflect reality? The fact is that while the male aesthetics market is experiencing noteworthy expansion, the industry as a whole is growing and women still represent a tenfold larger market share. This has been stable over the last several years, according to Terrence Keaney, MD, founder of SkinDC in the Washington, D.C. area. “Men still represent a minority, but growth within that demographic is keeping pace with growth in the female market.” Looking at the yearly reports from the *American Society of Plastic Surgeons* (ASPS)<sup>1-3</sup> from 2017 to 2019, out of approximately 16 million procedures each year, 8% were undergone by men.

Awareness may be the biggest impediment holding the male aesthetics market back. In the manner that women as a whole are only recently becoming more aware of feminine wellness therapies, men don’t have the grasp of aesthetic medicine as being ‘for them’ the way women do, according to Dr. Keaney. “When lecturing I like to say that men are about ten years behind women when it comes to awareness, and as they become more aware of the variety and quality of treatments available to them, they are more likely to consider them and be moved to action. Once they get into the office, we can educate them, but if they don’t consider those options in the first place they remain on the sidelines. The aesthetic medical market is still geared largely toward women.”

Also, there is a vast difference between what’s going on in a sprawling metropolis like New York or Los Angeles, and the nation as a whole. “You have to remember that many of us seeing a lot of male patients are practicing in areas where the average awareness, financial means and interest may not match up with the majority of the country,” said plastic surgeon Robert Singer, MD, director of PRIME Plastic Surgery (La Jolla, Calif.). “Trends toward a more active lifestyle, plus a higher concentration of business and professional types, play a major role. But this is being overcome to some extent due to the pervasive influence through

social and mainstream media exposure to aesthetic medicine, and the growth of male aesthetics since 2010 has been profound.”

While not exactly a Big Bang explosion, the market for male aesthetic treatments remains a viable, growing – and relatively untapped – segment of the patient population. RealSelf.com reported<sup>4</sup> increases of online research interest in surgical and nonsurgical cosmetic treatments for men of 4% and 6%, respectively. Among aesthetic therapies, research into injectables has grown the most, which might suggest a gathering storm.

“Injectables were the gateway to the realm of aesthetic medicine decades ago, it may be the same for men,” said Dr. Keaney. “Again, it is about awareness, and accessibility plays a part of that. The story may be more about the huge market potential rather than current growth, especially as we take note of how emerging technologies gain traction within the male population. This market is still in its infancy.”

Much of the impetus for growth in male aesthetics is the same as that which has driven overall market expansion, according to Dr. Singer. “Over the last decade the stigma associated with cosmetic procedures is dramatically reduced. Treatments are more accessible and affordable. There are more options, especially among less invasive procedures, with more natural-looking outcomes than we saw ten years ago.”

But what about men’s needs in particular? “Compared to women, men are more interested in health, wellness and strength than the details of their appearance, and for different reasons,” said urologist Judson Brandeis, MD, founder of Brandeis MD Male Rejuvenation Center (San Ramon, Calif.). Dr. Brandeis authored a forthcoming book on male health and wellness, due in mid-2021. “The concept of beauty in aesthetic medicine is about improving something to meet a subjective ideal that changes over the decades and across cultures. When you look at what we do for women, it is a more youthful look and secondary sexual characteristics



**Terrence Keaney, MD**  
Founder  
SkinDC  
Washington, DC



**Robert Singer, MD**  
Plastic Surgeon  
Director  
PRIME Plastic Surgery  
La Jolla, CA



**Judson Brandeis, MD**  
Urologist  
Founder  
Brandeis MD Male  
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such as softer facial appearance, feminine curves and larger breasts, indicative of fertility. The 'why' doesn't change, and it represents what matters globally to individuals of that gender. Men want to look younger, strong, capable, confident and vital because that's what attracts more ideal mates."

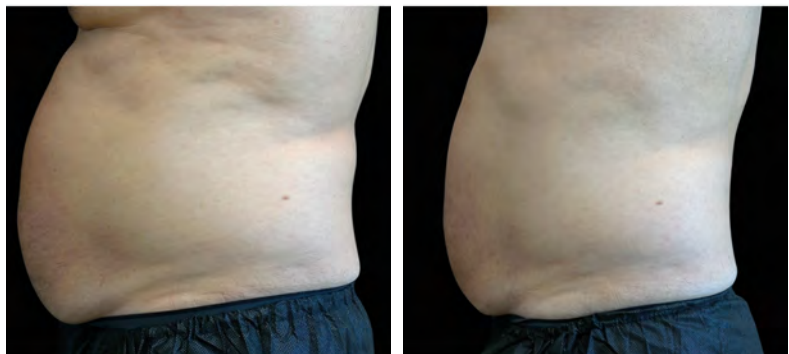
Confidence is boosted by improved overall self-image, according to Dr. Brandeis. "Look at some of the better actors out there who, taken at face value, aren't very attractive but have so much confidence and charisma that women are attracted to them. Think about the average man in sweat pants, then that same man in a tailored suit. A man who projects strength, security and prosperity is more attractive to potential mates."

"Increased awareness about health and wellness has led to a more aged workforce. Men want to ensure that they look like they feel as they contribute to the workforce. The media constantly displays this youthfulness and vitality as well, and there is so much information about rejuvenating procedures right at our fingertips," said plastic surgeon Sanjay Grover, MD, of Grover Aesthetics in Newport Beach, Calif.

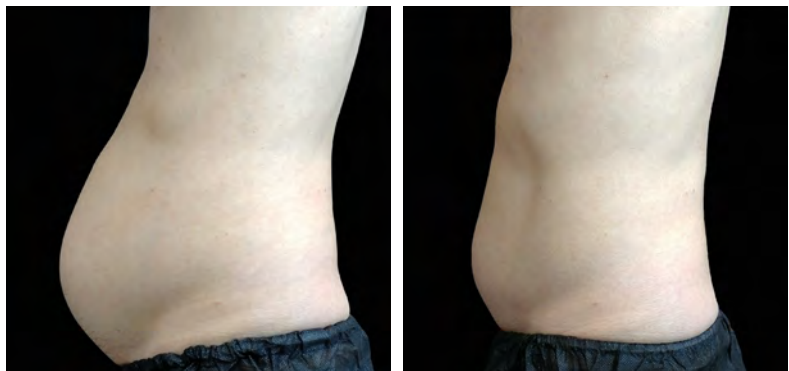
As such, social media pressure will continue to push growth in male aesthetics and aesthetic medicine in general. "The rise of the 'selfie' is an example of this," Dr. Singer explained. "Ten years ago social media was emerging; it has since driven average self-consciousness about appearance upward considerably. Moreover, since COVID-19 and the huge increase in online meetings, people have become even more critical of their facial appearance."

And in an increasingly competitive job market, men want every edge they can get. "It is tough out there, and men as well as women feel the need to stay at the top of their game," Dr. Singer continued. "They must compete with younger individuals, and in a leadership role they want to appear vital, confident, formidable and worthy of respect."

"The evolution of less invasive procedures, both in quality and quantity, has definitely played a role in attracting men as well," Dr. Grover added. "We are doing a lot of injectable neurotoxin and fillers because they



Before and one month after the third and final treatment of Emsculpt Neo  
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Before and three months after the third and final treatment of Emsculpt Neo  
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Before and after a septorhinoplasty  
Photos courtesy of Sanjay Grover, MD

can be done quickly, provide a subtle and natural-looking result, and have very little downtime. Standard facial treatments such as ultrasound- or radiofrequency-based skin tightening and intense pulsed light are also popular for the same reasons. Men are generally less tolerant of downtime; businessmen are not eager to take extra time from work to recover, so these therapies are appealing to them.”

According to Dr. Grover, men may seek treatment independently but are often referred by their significant other, who may be a patient already. “The partner may be the gateway to our practice, whether they are encouraging the men to seek treatment or simply sharing their positive experience. If accompanying their partner to our office, their curiosity may inspire them.”

Men are also more likely to ruminate about the prospect, whereas women will confide in friends. “A woman’s friends encourage her to act,” Dr. Keaney said. “But can you envision men, fishing or taking a rest from a pick-up basketball game, disclosing their interest in a laser treatment or facial injectables? They are more likely to discuss it with a significant other, which is a different dynamic.”

Also, men and women have differing aesthetic concerns. “With men we see three main areas of concern. Hair loss, the periocular area and the jawline,” Dr. Keaney explained. “Hair loss is, by far, the number one cosmetic concern in men. It isn’t lumped in with aesthetic medicine or offered in the average aesthetic practice as often because it is a niche male therapy, and many techniques require the acquisition of an entirely new skillset to perform. Surgical hair restoration

techniques such as follicular unit extraction (FUE), for example, are effective but not as easily adopted in the traditional aesthetic practice.”

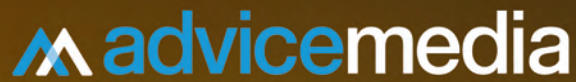
Nonsurgical techniques have emerged that help stave off hair loss. “Less invasive modalities are always of interest if effective, and easily combinable with other procedures with minimal inconvenience,” he added. “The emergence of platelet-rich plasma (PRP) is a good example because it is more within the skillset of aesthetic practitioners, and gives great results when combined with traditional medical therapies. Also, we still have room to refine and improve PRP protocols.”

“With injectables, we’ve been focused on the mid-face, but men generally want to avoid feminization so we focus around the eyes and the lower face,” Dr. Keaney noted.

“Periocular injections with neurotoxins and fillers can reduce the tired, aged appearance and are highly desired,” he continued. “For the lower face, reduction of the submentum with Kybella from Allergan Aesthetics (Irvine, Calif.) can expose the jawline, while injectable fillers can strengthen the jawline. And, with a new FDA-cleared indication for Voluma (Allergan) to augment the chin, these products and treatments have even more appeal to men. There’s no concern about feminization when building up the jawline, which is a very masculine feature,” Dr. Keaney added.

“FDA clearance means more direct-to-consumer marketing, which raises awareness. Off-label uses that may be beneficial to men don’t get the same exposure, and most physicians aren’t attending conferences to learn, then offer, these therapies,” Dr. Keaney said, “but regardless, the lack of marketing reduces public awareness. As more of these off-label indications are brought to the forefront with FDA clearance, this unshackles a company’s ability to raise public awareness. More physicians will have access to these techniques, and focused marketing will expose men to them.”

According to the 2019 ASPS report,<sup>3</sup> the most common surgical procedures for



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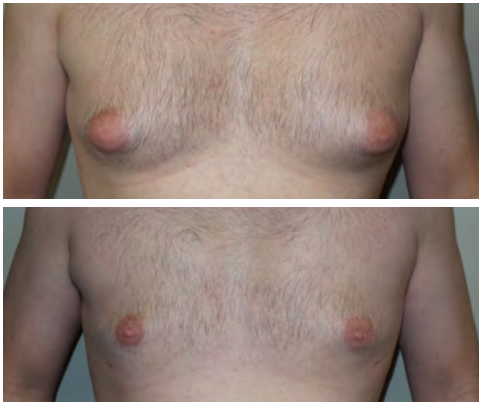


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Before and after a bilateral gynecomastia and liposuction to chest

Photos courtesy of Sanjay Grover, MD

men are liposuction, gynecomastia, blepharoplasty, tummy tucks and rhinoplasty. While among the more costly alternatives, high definition body sculpting using energy-assisted liposuction in combination with fat grafting and/or other body sculpting technologies is highly sought. “This isn’t as far out of reach cost-wise as one might think, depending on where you go or what region you live in,” Dr. Grover said. “The results are impressive, and with so many options available, men are being enticed to at least learn more.”

The advent of more powerful nonsurgical body contouring therapies may have a significant impact on the male aesthetic market in the years to come. “Regardless of gender, everyone wants to be slimmer or reduce stubborn pockets of fat,” stated Dr. Grover. “HIFEM treatment actually builds muscle, which certainly piques the interest of men. And, the leaders of this technology, BTL Aesthetics, (Marlborough, Mass.) just launched a new device – Emsculpt Neo – which has demonstrated significant results for reducing fat and building muscle. This will be huge for men. Other popular non-invasive technologies such as cryolipolysis are still viable and are ideal for localized adiposity.”

Dr. Brandeis agreed. “When you consider what drives men at the deepest level, HIFEM has obvious appeal. Most of my patients are over 50, so I’m more concerned about strength, long-term functionality and reducing injury. This is my favorite technology because the wellness benefits of HIFEM treating the

core musculature are physical as well as psychological. Beyond building muscle, it can improve posture, basal metabolic rate, balance and incontinence, among other things that will boost self-image, and subsequently, help project confidence as well as improve health and quality of life.”

“Non-invasive body contouring is one arena where there is more marketing toward men,” added Dr. Keaney. Effectively targeting the male market means focusing on the millennials and thinking long-term. “They are young, more image conscious, increasingly willing to engage in preventative care, and savvy with information technology. The older patient may have the most to gain from many procedures, but that generation is reluctant to take the step. Many of the social conventions holding the older generation back are blurred or erased in the younger, prospective patient.”

As with the overall patient base, realistic consultation and expectations management are essential. “There may be physical health benefits in some cases, but there are clear emotional wellness benefits to aesthetic medicine,” Dr. Singer said. “Nevertheless, this requires a healthy attitude from the patient because aesthetic medicine isn’t going to fix all of their problems. It is our responsibility to be sure their motives, and ours, are the right ones. Men like to hear the straight facts, and not everybody is a candidate for every type of procedure.”

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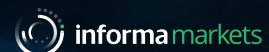
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Chris helps aesthetic practices convert leads into patients by delivering world-class ethical sales training and coaching. He brings a fresh perspective to aesthetic practices to help you achieve significant growth. Prior to working with medical practices, Chris had an impressive portfolio of clients, including Google, Adobe and GE Medical. He has translated his world-class sales training to be specific to aesthetic practices and in doing so, delivers transformational results. If you are interested in learning more about developing ethical sales skills in your practice contact Chris today: [chris@salesmd.com](mailto:chris@salesmd.com) or <https://salesmd.com/>

## Overcome Your Fear of Being "Salesy"

By Chris Stock, MBA, Contributing Editor

The mention of the word “sell” strikes fear into the hearts of women and men! Okay, maybe that’s a little dramatic; however, of all business activities, selling gets a bad rap, which is surprising as a sale is the point when patients say “YES” and allow you to do what you love the most; treat them and make their dreams come true.

Having been in sales for 30+ years, closing deals from a few thousand dollars to over \$10 million in a single transaction, and having created new markets worth \$150 million in 18 months, I know what it takes to be a professional salesperson.

The problem is, people have a fear of being “salesy.” They fear becoming “one of those people!” On top of that, most people who work in a medical practice want to care for others and make a difference in their patients’ lives. They are medical professionals who didn’t sign up to be salespeople!

Let’s think about that for a moment, though. If sales are where the prospect becomes the patient, and everyone in the practice wants to serve more patients, then it is obvious, we need to embrace sales in order to drive the growth and success of our practices.

Professional selling is actually about being of service. It is about understanding the wants and needs of the customer and tailoring your treatment plan and approach to meet their exact requirements.

Mike Ellis, DO, of Keep Glowing Medical Spa in Tinton Falls, N.J. put it simply; “My main goal is to make a difference in my patients’ lives. If I want to treat more patients, I have to make sure the consultation process is seamless and delivers an enhanced patient experience.”

With an understandable fear of being salesy, what can be done to overcome it?

**Easy:** reframe how you think about sales!

### Customers Want to Buy

A good friend of mine (who could be your customer) mentioned to me that she is often left frustrated when she goes to her local medical spa. She wants to be pampered. She wants to indulge herself. She is willing to spend money. She said; “All they have to do is ask me, but they never do!” We don’t mean a sales pitch, but rather engaging in a conversation and asking questions to determine what is important to her in this very moment.

### Deliver Better Service

At a practice I have worked with, the nurse practitioner was expressing to me during our sales training how she had a patient who she wanted to recommend some additional treatments. Every time she came to recommend it, it felt like she was pitching and therefore didn’t suggest anything. Once she had learned The Art of Questioning, she was able to engage in a different style of conversation and without pitching sold another \$1,000 worth of treatment. The result? The patient was even happier and more excited with her outcome.

### Develop Professional and Ethical Sales Skills

People in medical practices sometimes refrain from developing their sales skills and techniques out of fear they will come across as salesy. As a result, they fall into the trap of doing it wrong, and end up more salesy than a well-trained person.

Keep in mind, ethical selling is about being of service. It is not about pitching. It is about truly understanding what is important to the patient and inviting them to buy from you.

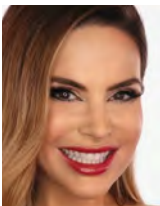


We really wanted to explain in detail about all the services we offer at **incredible** marketing, brag about why we're awesome, and show off testimonials from happy clients. The thing is that nobody really **has** the time or attention span these days for long form content and we thought this would be **better**. So we'll get to the point and tell you about all of the **marketing** services that we're really good at.

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**Leslie Marcus**

Leslie is an Emmy-nominated producer and on-air contributor for *The Doctors* TV show. Her television career spans two decades during which she has media-trained and booked thousands of guests for news, entertainment programs and TV talk shows. She discovers talent, develops TV shows with them and produces content to highlight their expertise. Her passion lies in aesthetics, which reflects in the show content she produces on television.

There is an inherent power to becoming a local television celebrity. Coming from years of producing local news I can tell you it is an untapped goldmine to boost your bottom line. Yes, national television may be more polished and distinguished (I'll get to that in a bit), but making an impression on local TV news is undeniably a business generator. I know because I have seen it with my own eyes.

I have booked countless doctors on television throughout my producing career and doing so helped them expand their practices and clientele. Moreover, for the last seven years I have produced episodes for *The Doctors*, so I know medicine and how to highlight one's area of expertise, especially in aesthetics.

Television is a visual medium so as an aesthetic medicine provider you have the ability to show-and-tell and be more than a talking head. It all comes down to having a vision of what you want to present on TV and finding out how to visually display what you've got!

Typically, it takes seven appearances to make an impression. I always tell clients to get their "sea legs" on local TV.

**Pro Tip:** Make sure you pay for a clipping service to record your local TV appearances because weblinks from the news station might disappear and then you've lost your appearance for good.

National TV producers want receipts, meaning we don't book you until we see

## Using Television to Boost Your Bottom Line

By Leslie Marcus, Contributing Editor

how you are on-air. And a little secret...we grade guests during the pre-interview.

**Pro Tip:** Make sure to give tons of energy and wow producers during the pre-interview.

I only book guests that are A-grade and above on *The Doctors* – it is a hard rule. So how do you become an A+ guest and get booked?

The first step is to become a TV watcher. No TV producer wants to hear a potential guest say, "I don't watch TV."

**Pro Tip:** Fake it till you make it and do some research on the personalities and format of the show that you are trying to get booked on.

But how do you get booked in the first place if you've never been on TV? Make YouTube videos, interview someone from your practice, just show us something!

**Pro Tip:** You don't need a PR person to get on television. Instead, make a personal connection with the producer.

The truth is most producers don't read boring press releases, so a better approach is find out who the booking producer is and invite them to your practice for a facial or send some product their way. Your goal should be to make a personal connection and score some face time!

Like you know aesthetics, I know TV and I am ready to help you reach your media goals. And if you don't know what those are yet, that's ok too, let's connect and discuss.

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## Christine Petti, MD – She Built It and They Came

By Lisette Hilton, Contributing Editor

Plastic surgeon Christine Petti, MD, was working on a rotation with a renowned surgical oncologist during her general surgery residency when she just happened to witness a procedure that would determine the direction of her career.

It was the 1980s and the surgical oncologist was at the cutting edge of breast cancer surgery. He performed a mastectomy, then a plastic surgery team entered the operating room to perform an immediate breast reconstruction. The surgical oncologist suggested Dr. Petti stay in the room and observe the procedure.

“Observing the plastic surgery team immediately create the anatomical structure that was amputated so that the woman did not have to wake up with a flat and empty chest, the stigmata of breast cancer and the loss of femininity, was simply miraculous. I thought, wow, this is a really cool field. Plastic surgery is a field where you can create and enhance anatomy, rather than remove and extract it,” Dr. Petti said.

Dr. Petti was sold on pursuing plastic surgery and spent the first part of her career focused on reconstruction.

“I think plastic surgery is beautiful because we learn to balance form and function – not only do we have to be skilled at creating something functional, we have to meet the challenge of making what we create look as imperceptibly normal and natural as is technically and aesthetically possible,” Dr. Petti explained.

Dr. Petti trained at a time when flaps, digital replantation and microsurgery were at their infancy. Plastic surgeons were expected to acquire a solid foundation in plastic surgery and other surgical specialties by first spending five years in general surgery residency, which she did from 1981 to 1986.

This intense surgical and reconstructive experience gave Dr. Petti a strong foundation for developing a very successful aesthetic practice. In addition to her focus on breast reconstruction, Dr. Petti gained extensive experience in facial reconstruction of defects resulting from excision of skin cancer and Moh’s micrographic dermatological surgery.

“Having this in-depth experience in facial and breast reconstruction early in my practice was outstanding, as I became immediately highly skilled in the ability to perform complex reconstructions that maintained a normal function and a naturally-pleasing aesthetic.”

### A Turning Point

Like many women in medicine, Dr. Petti spent years juggling career and family.

In the later 1980s, she launched and built a solo plastic surgery practice in Torrance and the South Bay of Los Angeles, Calif., while covering emergency rooms at multiple hospitals.

Dr. Petti and her husband, John Stoneburner, MD, a cardiovascular surgeon, had their children – two girls – in 1992 and 1994.

She continued to work nonstop with her practice, covering emergency rooms, doing urgent consultations and non-elective plastic surgery, when before she knew it her daughters were in middle school. That was when Dr. Petti’s nanny looked at the busy plastic surgeon and said, “Dr. Petti, you need to be home more with your children.”

Dr. Petti says the nanny’s wisdom came from a good place – that children in middle school are growing up and can get into trouble. It is a critical time when they need their parents to physically be there for them.

Dr. Petti realized that as much as she enjoyed reconstruction, she’d have more control of her time with a dedicated, elective aesthetic practice. So, she hired a consultant and redirected her reconstructive practice to a cosmetic practice.

“I would still love to treat women with breast cancer to this day. That was my passion and what inspired me to enter the specialty of plastic surgery,” she stated. “But due to my need to have more control of my time and move toward scheduling elective rather than urgent surgeries, I concentrated on cosmetic surgery to allow me the time on weeknights and weekends to monitor homework, athletics, dance and college prep for my children.

It was a seamless transition, she recalled.

“I have a natural eye and surgical talent for aesthetics. Since the very beginning of my surgical



Dr. Petti with her husband and two daughters

career in reconstructive plastic surgery, I achieved good outcomes because I had an artistic sense as I moved through an operation to the final result. It also helped that I grew up in a “beauty shop” since my mother was a hair stylist/cosmetologist,” Dr. Petti shared.

### Always Evolving

Dr. Petti says her patients have helped to drive beneficial change in her practice. In the early 1990s one of her male patients, who was an entrepreneur, recommended that Dr. Petti become a “one-stop-shop” for aesthetics. He said, with her talent and being a woman, there was no reason for patients to go anywhere else.

Dr. Petti pursued this concept and had the first certified, licensed, office-based ambulatory plastic surgery center in 1993.

“I also created an office-based medical day spa in 1998, way before medspas were so prolific and popular,” she noted.

She has published peer-reviewed papers on laser-based procedures, She has an extensive array of devices in her practice and jokingly refers to the pricey, yet effective technologies as her “Bentley,” “Rolls Royce,” “Tesla,” “Porsche” and more.

“I enjoy having enhancing technologies that are minimally or non-invasive with little downtime for my patients,” Dr. Petti stated.

At age 65, when many of Dr. Petti’s colleagues are contemplating retirement, Dr. Petti isn’t slowing down or planning to anytime soon.

“I feel so invigorated – like I haven’t missed a beat,” she declared.

One of her favorite quotes is a version of “If you build it, they will come,” made famous in the movie, Field of Dreams. “‘Build it and they will come’ is inspirational, as we live in such a dynamic world, we have to be willing to constantly learn, adapt and develop new skills to remain at the top of the field of plastic surgery,” she says.

### Words of Wisdom

Dr. Petti’s advice to aesthetic physicians who have recently started a practice is to anticipate and prepare for ups and downs.

“Nowadays there is so much competition and the economy is struggling so you have to constantly rebuild. With the good times you will also have dips down to the point where you say I don’t know if I can handle all this pressure. You have to be able to say ‘I can build it back up over time.’ Be patient and believe in your surgical and personal skills.”



## Good to Know

### Fast facts about Dr. Christine Petti

Q: Besides “If you build it, they will come,” do you have any other favorite quotes?

*‘With great power comes great responsibility,’ made popular in Spider-Man comic books. Everyone wants the power, but you don’t want to do procedures that you are not adequately trained for because you can scar and deform people. There is a lot of responsibility. Surgery is very intense because of the power you have.*

Q: What is your favorite piece of advice?

*My father would tell me, ‘Be yourself. Always be true to self. Never be ashamed of who you are. Embrace it.’ He would also repeatedly remind me that I was not at school or university or on a job to win a popularity contest. I was there to do the job, earn great grades and excel academically.*

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

*The Italian artist Amedeo Modigliani and composer Wolfgang Amadeus Mozart. I admire Modigliani’s unique cubist-style art with the long neck and mystical eyes. And Mozart shook up the world during his time. Both were icons, yet “bad-boy” types, who worked hard, played hard and died young, all which make them both curiously interesting me.*

Q: What is the greatest medical invention of all time?

*Liposuction ranks high for being amazing. What I love about liposuction is the ability to surgically sculpt problem areas of the body that are not amenable to aesthetically-pleasing contours, even by adhering to the most disciplined diet and exercise. The ability to safely and confidently surgically sculpt the jawline, neck and body in hours, rather than suffer from a lifetime of frustrated body shame is truly life-changing for the patient and ecstatically rewarding for me. But what is most exciting is that the fat removed is an exceptionally unique and beneficial tissue that is used to harvest stem cells to regenerate and rejuvenate all types of human tissue. This is truly miraculous! The possibilities are endless and ad infinitum!*

## Smart PRP for Improved Hair Restoration

By John Kahen, MD

Platelet-rich plasma (PRP) is defined as a portion of the plasma fraction of autologous blood with a platelet concentration above the baseline. It has been utilized for enhancing the condition of the body since the 1970s and is growing increasingly popular.

Today's uses of PRP are vast – from tissue regeneration, wound healing, scar revision, skin rejuvenating effects and now to treat hair loss. Growth Factors (GFs), and the bioactive molecules present in PRP, promote four main actions in the local environment of administration, such as proliferation, migration, cell differentiation and angiogenesis. Various cytokines and GFs are involved in the regulation of hair morphogenesis and cycle hair growth.

While many doctors are trying to implement PRP in their practices, without having the proper knowledge or technology to produce excellent results, the effectiveness is often perceived as poor.

### A New Triple-Spin Technology

I have created my own spin to PRP with my patent-pending technology, Smart PRP®. With Smart PRP platelets are obtained with a centrifuge system that collects a vast gathering that is impossible from a single-spun centrifuge.

Smart PRP is a temporary fusion of A-Cell and platelet-rich plasma, along with a dosage of Kenalog substance. A combination of these substances results in an injection that will cause newly transplanted hair grafts to reinstate into the natural growth cycle of the human hair.

Using Smart PRP during hair transplantation not only highly increases the health and survival rate of implanted follicles, but simultaneously nourishes and maintains the native hair as well. During the transplant, the recipient site awaits the transplantation of hair grafts provided by the assigned donor site, then after all of the new grafts have been placed, these recipient sites receive Smart PRP injections, which rapidly begins to accelerate the wound healing process.

During the Smart PRP procedure with hair transplantation, the patient's blood is extracted then placed in the centrifuge where it is then triple spun to extract the highest number of platelets. The concentrated platelets are then injected into the entire scalp. This process can also be done individually without undergoing a transplant. During the hair transplant, this promotes the healthiest environment for natural and implanted hair follicles to flourish.

### Considerations for Maximum Success

The success of PRP treatment also depends on the individual. Not all individuals are created equal, thus they should not be treated as such.

An individual's PRP treatment should be as unique as they are. With advances in technology, it is now possible to count a patient's platelets to make certain they are receiving the proper dosage. This will ensure a successful outcome. A week or two before the Smart PRP treatment, the patient's blood is drawn to count the number of platelets they have. If that number is too low to deliver the maximum result, the patient is placed on a regimen to increase their platelet count before the procedure.

It is also crucial to ensure that patients have realistic expectations about what can be accomplished with PRP treatment. As a standalone treatment, Smart PRP will make the hair texture thicker, stronger and more abundant, but it is not meant to replace a hair transplant. It will not regrow hair in an area that has completely lost the follicle, but it will significantly decrease, if not entirely stop, excessive shedding.

### Post Treatment

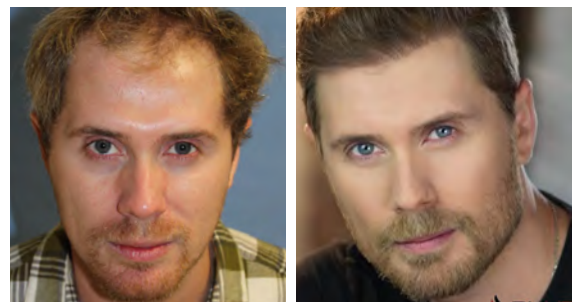
After a hair transplant, individuals should return once a year for another dosage of Smart PRP. Patients can expect to see their hair at the peak of its health. Results can be seen in as little as three weeks. The effects of thicker, stronger and more nourished, miniaturized follicles will be seen throughout the entirety of the year.

PRP will continue to grow in popularity and indications. And, individualizing the treatment to each patient will only increase the rate of success. Whether it be IV infusion, facials, hair regrowth, healing of joints, etc., PRP is proven to increase the quality of each injection site.



John Kahen, MD

Dr. Kahen is a world-renowned hair restoration surgeon. He is one of the first hair transplant surgeons to apply the science of platelet-rich plasma in hair restoration. As a UCLA graduate and board certified surgeon who did his training in general surgery in New York, he became passionate about hair transplantation. He has performed thousands of hair transplant surgeries and implanted more than 20 million follicles with award-winning results. Dr. Kahen entered private practice exclusively as a hair restoration surgeon in Beverly Hills, Calif., in 2007 and proudly retains membership with the *International Society of Hair Restoration Surgery*.



Before and one year after a FUE hair transplant in combination with a 54 mL dosage of Smart PRP

Photos courtesy of John Kahen, MD





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# Events & Education

## Virtual VCS Available On Demand

With over 700 attendees, and 90%+ positive ratings on Overall Experience, Educational Program, Speaker Quality and Customer Service, the first-ever Virtual Vegas Cosmetic Surgery & Aesthetic Dermatology (VVCS) conference (September 24-27, 2020) was a massive success. Led by the Scientific Chairmen Steve Dayan, MD, and Renato Saltz, MD, and featuring leaders in dermatology, facial plastic surgery, plastic surgery and oculoplastic surgery, this year's conference offered 72 hours of education over four days – 35 hours of CME accredited content – covering the full spectrum of minimally invasive, surgical and the business of aesthetic medicine.

Top highlights included the minimally invasive and surgical masterclasses, which featured cadaver anatomy content, treatment demonstrations and surgical techniques from the OR by some of the top injectors and surgeons in the industry, such as Ava Shamban, MD; Chris Surek, DO; Suneel Chilukuri, MD; Steve Dayan, MD; Renato Saltz, MD; Bill Mack, MD; Paul Nassif, MD; Barry DiBernardo, MD; and more. The Practice Management track covered all aspects of running an aesthetic practice, including process improvement, leadership and culture, social media and sales strategies and leveraging technology in your practice. The experience was rounded out with sponsored workshops and clinical findings on the newest products in the industry, including QWO, Restylane Kysse, Sofwave, MyEllevate, Renuva and more.

And, for the first time ever, VCS is available on demand for anyone that would like to catch something they missed, earn even more CME credits or anyone that was unable to attend the live broadcast.

For more information on how to access VVCS on-demand content visit <http://bit.ly/vcs20-ondemand> or scan:



## Miami Cosmetic Surgery Announces New 2021 Dates

In light of the continued concern surrounding the COVID-19 pandemic, Miami Cosmetic Surgery (MCS) organizers have proactively decided to move the 2021 conference from February to August 26th-28th. Under the guidance of Scientific Chairman, Dr. Steve Dayan, and the Scientific Advisory Board, MCS will return with another stellar educational program featuring the foremost researchers, educators and practitioners from the four core specialties in aesthetics – dermatology, facial plastic surgery, plastic surgery and oculoplastic surgery. As the sister event to the renowned Vegas Cosmetic Surgery conference, MCS is the leading multispecialty forum addressing the science, practice and techniques of aesthetic medicine and surgery.

If you are interested in participating as faculty at MCS 2021, the abstract portal will remain open until December 31, 2020.

To submit your abstract(s) or topic idea(s) visit <http://bit.ly/mcs2021-abstracts> or scan:





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# Aesthetic Company Directory

## Advalight

1850 Diamond St.  
San Marcos, CA 92078  
(888) 354-5551 telephone  
www.advalight.com

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

## Advice Media

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

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

## Aerolase

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

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

## Aesthetics Biomedical

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

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

## Allergan, Inc.

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

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

## AnteAGE

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Irvine, CA 92614  
(877) 350-6350 telephone  
anteage.com

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

## Apyx Medical

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

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

## BTL

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

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

## Collagen P.I.N. / Induction Therapies

1920 Stanley Gault Parkway, Suite 100  
Louisville, KY 40223  
(877) 746-4407 telephone (855) 856-1424 facsimile  
www.collagenpin.com / www.inductiontherapies.com

Collagen P.I.N.: More power + more needles + more depth = more collagen! Advanced collagen induction therapy introduces controlled injuries into the skin, triggering natural growth factors and collagen. Induction Therapies' specifically formulated topicals minimize post-procedure complications and accelerate healing. Skin change is inevitable, but with Induction Therapies, skin change is beautiful.

## Crown Aesthetics

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Dallas, TX 75244  
(888) 372-3982 telephone (972) 372-0247 facsimile  
www.crownaesthetics.com

Crown Aesthetics helps physician-directed practices grow their businesses by providing efficacy and safety. Its non-invasive innovations include technologies such as SkinPen®, the first FDA-cleared microneedling device on the market. SkinPen is a U.S. engineered and manufactured microneedling pen, and it has proven safety and efficacy through the company's clinical trial and more than 90 validation studies.

## CureVoya

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Sloughhouse, CA 95683  
(916) 400-9958 telephone  
www.CureVoya.com

CureVoya is a premiere medical device innovation and distribution company. At CureVoya, we strive to promote the latest, safest, cures for life's battles with health, beauty and dermatological struggles. Find out more about our cutting edge product offerings on our webpage [www.CureVoya.com](http://www.CureVoya.com).

## Cutera

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

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

## Cynosure

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

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

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

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

DEKA designs, manufactures and markets medical lasers and light-based equipment for specialized medical requirements in over 83 countries worldwide. DEKA produces systems like the revolutionary ONDA, a microwave platform featuring Coolwaves™, for all body shaping needs; MonaLisa Touch® for GSM, as well as platforms for many specialized fields like surgery, aesthetic medicine and dentistry, utilizing a wide range of wavelengths, such as CO<sub>2</sub>, Alexandrite, Nd:YAG, Er:YAG, Dye, Q-switched, KTP lasers, flash lamp and excimer lamp systems.

## DermPRO

6200 LBJ Freeway, Suite 180  
Dallas, TX 75240  
(214) 272-7001 telephone  
www.dermpro.com

DermPRO® is the aesthetic industry's gold standard for e-commerce and e-commerce-enabled patient engagement programs, offering solutions to help dermatologists, plastic surgeons and medspas sell online, retain patients and grow their cosmetic and retail services. Serving the aesthetic industry exclusively for over seven years, we bring deep aesthetic content and integrations to our services.

## Dp Derm

14651 Biscayne Blvd, Suite 259  
North Miami, FL 33181  
(305) 552-0550 telephone  
DpDerm.com

Dp Derm LLC is the US distributor for Dp Dermaceuticals – the first protocol-based skincare line designed to improve and maintain the best possible results when skin needling. Offering multiple customizable options for meso-infusion and combination therapies in-clinic, as well as pre- and post-care at home, Dp Dermaceuticals products are designed to safely guide practitioners and their clients along their journey to their best skin.

# Aesthetic Company Directory

## Epionce

10211 W. Emerald Street  
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www.epionce.com

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

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Norristown, PA 19403  
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Tizoskin.com

Fallene creates branded and Private Label mineral sunscreens that are both efficacious and elegant, along with a complementary skincare line designed to repair and protect against photodamage. With 30+ years' experience in mineral sunscreens, our formulations represent the gold standard of mineral sun protection, with exceptional aesthetics and outstanding protection.

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www.fotofinder-systems.com / Info@fotofinder-systems.com

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

## Fotona

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

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

## Galderma Laboratories, L.P.

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

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

## Incredible Marketing

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

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

## Lasering USA

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

Lasering USA is the exclusive U.S. and Canadian distributor for Lasering s.r.l based in Modena, Italy. Founded in 1994, Lasering earned the reputation as a world-class manufacturer of surgical and aesthetic lasers. The Lasering product line includes the MiXto SX and MiXto Pro microfractional CO<sub>2</sub> lasers; the Velure S5 523 nm diode laser and Velure S9 980 nm diode laser. The new V-Lase treatment platform is the only non-ablative CO<sub>2</sub> laser treatment for conditions in dermatology, gynecology, dental and ENT. All products are cleared by the FDA.

## Les Encres Threads

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(888) 763-5227 telephone (615) 928-1901 facsimile  
lesencres.com

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

# Aesthetic Company Directory

## MedixSysteme AG

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

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

## Merz Aesthetics

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

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

## miRing USA, a product of Kellida Inc.

3715 Northside Parkway NW  
Atlanta, GA 30327  
info@miringusa.com / www.miringusa.com

Kellida Inc. is committed to bringing the aesthetic and medical community together through innovative products and resources. The miRing™, an innovative medical injector ring, is an FDA-registered, patent-pending, high quality, anti-microbial silver ring device. miRing can be used with 99% of per-package aesthetic syringes, up to a 5 cc BD syringe, and enables the injector to make a one-handed aspiration, which improves safety and accuracy. No shaky hands, no second-guessing proper placement and most of all, no switching hands to aspirate.

## MTF Biologics

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

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

## MyMedLeads

701 Brazos 16th Floor  
Austin, TX 78701  
(844) 446-9633 telephone  
www.MyMedLeads.com

MyMedLeads is a web-based software tool designed for medical practices to simplify and automate the lead-to-patient conversion process while helping you stay connected and engaged with prospects and current patients. The software integrates with PM/EMR's and provides all the tools needed to bring patient acquisition and retention into sharp focus.

## PCA SKIN

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

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

## Podium

1650 Digital Drive  
Lehi, UT 84043  
(855) 716-0428 telephone  
https://www.podium.com/

Podium is a messaging tool for local business. It uses texting and other modern, convenient channels to get found and chosen, improve patient experience and increase efficiency as a team.

## Quanta System S.p.A.

Via Acquedotto, 109  
Samarate, Varese 21017 Italy  
+39 0331 376 797 telephone  
www.quantasystem.com

Quanta System is an Italian company founded in 1985, based in Milan, Italy. Since 2004 it has been part of the El. En. International group. Quanta is among the first companies in the world producing lasers for three scientific fields: aesthetic medicine, surgery and art. Three areas united by one principle: to improve patients' quality of life. Now, beginning in 2019, Cartessa Aesthetics is the exclusive U.S. partner for Quanta System. For more information: www.cartessaesthetics.com.

# Aesthetic Company Directory

## Refine USA, LLC

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

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

## Rohrer Aesthetics, LLC

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

Rohrer Aesthetics provides a complete line of high quality, affordable light and energy-based products. Products include the Spectrum Laser/IPL (4-lasers and an IPL), The Phoenix CO<sub>2</sub> (resurfacing), The Pixel8-RF, RF Microneedling System, The EpiLaze (3- "Gold-Standard" Hair Removal Wavelengths), The BodySculp, The PicoLazer (tattoos and pigment), The Vein-Go KTP Laser (vascular and pigment) and The BodyTone (Muscle Toning). Rohrer Aesthetics systems are priced under \$60,000, include a two-year warranty and a 30-Day Buy Back Guarantee. Rohrer Aesthetics will place a new unit in your office, our trainer will then come on site and train your staff. You have 30-days (after the in-service) to evaluate the system. Should you decide that you do not want the system, you have the option to return the system and receive a refund.

## Sciton, Inc.

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

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

## Solta Medical

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

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

## Symplast

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

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

## U.SK Under Skin

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

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

## Uberlube

7316 Ridgeway  
Skokie, IL 60076  
(888) 391-8082 telephone (888) 391-8082 facsimile  
www.uberlube.com

Feeling is everything. Uberlube is a luxury silicone lubricant created to enhance intimacy. Excitement. Anticipation. Contentment. Uberlube lets you feel all the things you want to feel. Other uses include hair styling, anti-chafing for athletes, massage and skin moisturizer for scarred and healing tissues.

## Zimmer MedizinSystems

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

Zimmer MedizinSystems is a global leader in the aesthetic marketplace. Among other innovative products, Zimmer manufactures award-winning devices for conjunctive and stand-alone therapy. Zimmer's flagship products for aesthetics include Z Wave Radial Pulse Technology and the ZCryo line of cold air devices for epidermal protection and patient comfort at -30° C. Drawing inspiration from medical science and modern technologies, Zimmer MedizinSystems designs products to meet and exceed the expectations of the end-user. 2019 marked the 50<sup>th</sup> anniversary of the German parent company, Zimmer MedizinSysteme.



# ACADEMY FOR INJECTION ANATOMY

THE FEAR OF INJECTIONS IS THE FEAR OF ANATOMY®

A unique HANDS ON cadaver training course for filler injection



**COURSE DIRECTOR: Dr. Christopher C. Surek**

Location: Kansas City, MO

Surek Plastic Surgery

Board Certified Plastic Surgeon

Assistant Professor of Anatomy  
Kansas City University

## REMAINING COURSE DATES

April 17, 2021

May 15, 2021

The objective of this course is to give injectors the opportunity to take a deep dive into facial anatomy at all levels. YOU INJECT and then YOU DISSECT!! The ultimate goal is to obtain a strong command of all critical anatomical structures in the face pertinent to facial injections.


### Didactic Lecture

The morning session of the course consists of a 4 hour intense didactic lecture containing a layered journey through Temple, Tear Tough, Peri-Orbital, Midface, Lip, Perioral, Jawline and Nasal Anatomy.

### Cadaver Dissection

The afternoon session consists of a HANDS-ON cadaveric dissection. Attendees will be able to perform injections all over the face and then dissect down to their injected product to study the relationship of the injection relative to KEY anatomical structures.

**CONTACT US AT:**

injectionanatomy@gmail.com or on  @injection\_anatomy

**WWW.INJECTIONANATOMY.ORG**



# Physician-Dispensed Topicals Comparison Chart

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

# Dermal Filler Product Comparison Chart

Supplier	Product(s)	Key Component	Description	Physician Price	Regulatory Status
Adoderm	VARIODERM Fine Line	Non-animal Hyaluronic Acid	6 mg/mL; for superficial wrinkles and lip augmentation.	Contact mfr.	CE marked, marketed in Europe and other countries.
	VARIODERM Basic	Non-animal Hyaluronic Acid	12 mg/mL; for medium wrinkles and lip contour.	Contact mfr.	CE marked, marketed in Europe and other countries.
	VARIODERM Plus	Non-animal Hyaluronic Acid	18 mg/mL; for deep wrinkles and volume.	Contact mfr.	CE marked, marketed in Europe and other countries.
	VARIODERM Subdermal	Non-animal Hyaluronic Acid	27 mg/mL; for volume augmentation and facial contouring.	Contact mfr.	CE marked, marketed in Europe and other countries.
	VARIODERM Lips and Medium	Non-animal Hyaluronic Acid	12 mg/mL; special formulation for lip augmentation and medium wrinkles.	Contact mfr.	CE marked, marketed in Europe and other countries.
	VARIODERM Mesolift	Non-animal Hyaluronic Acid	12.8 mg/mL; effective smoothing of superficial wrinkles.	Contact mfr.	CE marked, marketed in Europe and other countries.
	VARIOFILL Body Contour	Non-animal Hyaluronic Acid	10 mL; for various indications on the body surface.	Contact mfr.	CE marked, marketed in Europe and other countries.
	Hyabell Lips	Non-animal Hyaluronic Acid	12 mg/mL; for lip augmentation and lip contour.	Contact mfr.	CE marked, marketed in Europe and other countries.
	Hyabell Basic	Non-animal Hyaluronic Acid	16 mg/mL; medium wrinkles and lip contour.	Contact mfr.	CE marked, marketed in Europe and other countries.
	Hyabell Deep	Non-animal Hyaluronic Acid	20 mg/mL; deep wrinkles, especially of the face.	Contact mfr.	CE marked, marketed in Europe and other countries.
Hyabell Ultra	Non-animal Hyaluronic Acid	24 mg/mL; very deep wrinkles, face contouring, volumizing.	Contact mfr.	CE marked, marketed in Europe and other countries.	
Allergan	CosmoDerm	Purified Human-based Collagen + Lidocaine	Purified human-based collagen 35 mg/mL.	\$205	Worldwide
	CosmoPlast	Purified human-based collagen 35 mg/mL, cross-linked with glutaraldehyde.	Purified human-based collagen 35 mg/mL, cross-linked with glutaraldehyde.	\$235	Worldwide
	HydraFill – Softline	Non-animal Hyaluronic Acid	*All collagen products contain 0.3% lidocaine. Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g.	\$200 – \$225	CE marked.
	HydraFill – Softline Max	Non-animal Hyaluronic Acid + Lidocaine	Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g.	\$200 – \$225	CE marked.
	Juvéderm ULTRA 2	Non-animal Hyaluronic Acid + Lidocaine	Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g.	\$200 – \$225	CE marked.
Galderma	Restylane	NASHA	NASHA gel – a non-animal hyaluronic acid, stabilized with BDDE. The differentiation is in the size of the NASHA particles, to assure a tissue-tailored range of products.	Contact mfr.	Restylane is approved worldwide with the exception of Japan.
	Restylane Lyft	XpresHAn Technology	Flexible gels with a concentration of 20 mg/mL, varied cross-linking that allows for flexibility and support with consistent textures and smoothness.	Contact mfr.	FDA approved in December 2016.
	Restylane Silk	XpresHAn Technology	Flexible gels with a concentration of 20 mg/mL, varied cross-linking that allows for flexibility and support with consistent textures and smoothness.	Contact mfr.	Approved as Emervel Classic and Emervel Deep outside of U.S.
	Restylane Refyne	XpresHAn Technology	Flexible gels with a concentration of 20 mg/mL, varied cross-linking that allows for flexibility and support with consistent textures and smoothness.	Contact mfr.	FDA approved in March 2020.
Hironic	Restylane Defyne	XpresHAn Technology	Flexible gels with a concentration of 20 mg/mL, varied cross-linking that allows for flexibility and support with consistent textures and smoothness.	Contact mfr.	FDA approved in March 2020.
	Restylane Kysse	XpresHAn Technology	Flexible gels with a concentration of 20 mg/mL, varied cross-linking that allows for flexibility and support with consistent textures and smoothness.	Contact mfr.	FDA approved in March 2020.
	Sculptra Aesthetic	Injectable Poly L-Lactic Acid (PLLA)	Collagen stimulator.	Contact mfr.	FDA approved in July 2009.
	JUVINA – Light	Non-animal, cross-linked cohesive Hyaluronic Acid	20 mg/mL for superficial lines, worry lines, crows' feet and neck wrinkles.	Contact mfr.	CE marked.
	JUVINA – Moderate	Non-animal, cross-linked cohesive Hyaluronic Acid	20 mg/mL for deep nasolabial folds, facial contouring and augmentation.	Contact mfr.	CE marked.
	JUVINA – Deep	Non-animal, cross-linked cohesive Hyaluronic Acid	20 mg/mL for severely deep lines, facial contouring and augmentation, and chin.	Contact mfr.	CE marked.
	JUVINA – Deep Plus	Non-animal, cross-linked cohesive Hyaluronic Acid	20 mg/mL for forehead, chin and nose.	Contact mfr.	CE marked.
	JUVINA – Light Comfort	Non-animal, cross-linked cohesive Hyaluronic Acid plus Lidocaine	20 mg/mL plus 0.3% lidocaine for superficial lines, worry lines, crows' feet and neck wrinkles.	Contact mfr.	CE marked.
Merz Aesthetics	JUVINA – Moderate Comfort	Non-animal, cross-linked cohesive Hyaluronic Acid plus Lidocaine	20 mg/mL plus 0.3% lidocaine for deep nasolabial folds, facial contouring and augmentation.	Contact mfr.	CE marked.
	JUVINA – Deep Comfort	Non-animal, cross-linked cohesive Hyaluronic Acid plus Lidocaine	20 mg/mL plus 0.3% lidocaine for severely deep lines, facial contouring and augmentation, and chin.	Contact mfr.	CE marked.
	JUVINA – Deep Plus Comfort	Non-animal, cross-linked cohesive Hyaluronic Acid plus Lidocaine	20 mg/mL plus 0.3% lidocaine for forehead, chin and nose.	Contact mfr.	CE marked.
Merz Aesthetics	Belotero Balance – 22.5 mg/mL	Hyaluronic Acid	Non-animal double phase cross-linked hyaluronic acid – via biofermentation – with CPM (Cohesive Polydensified Matrix) technology.	Contact mfr.	CE marked in Europe. FDA approved.
	Radiesse	CaHA	Radiesse injectable implant is a sterile non-pyrogenic, semi-solid, cohesive implant, whose principle component is synthetic calcium hydroxylapatite suspended in a gel carrier of sterile water for injection, glycerin and sodium carboxymethyl cellulose (1.5 cc, 0.8 cc).	Contact mfr.	CE marked in Europe. FDA approved.
	Radiesse (+)	CaHA	Radiesse (+) injectable implant is an opaque, sterile non-pyrogenic, semi-solid, cohesive implant, whose principle component is synthetic calcium hydroxylapatite suspended in a gel carrier of glycerin, sodium carboxymethyl cellulose 0.3% lidocaine hydrochloride and sterile water for injection (1.5 cc, 0.8 cc).	Contact mfr.	CE marked in Europe. FDA approved.
MTF Biologics	Renuva	Allograft Adipose Matrix	Derived from allograft adipose extracellular matrix which contains the same collagen, growth factors and proteins found in native adipose tissue.	Contact mfr.	FDA Regulated 361 HCT/P
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.

# Microneedling Devices Comparison Chart

Supplier	Product	Technology	Applications	Price
Aesthetics Biomedical	Vivace Microneedle RF	Microneedling with RF	Fine lines and wrinkles.	Contact mfr.
Candela	Profound	Bipolar RF Microneedling	Jawline, submental area, wrinkles and cellulite.	Contact mfr.
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; No Downtime Limited Warranty	Fine lines, wrinkles, acne scars, post-surgery scars, skin tightening and retexturizing. Induction Therapies offers specific post-microneedling product kits to minimize complication and maximize results.	\$3,195
Crown Aesthetics	SkinPen Precision	Mechanical Microneedling; FDA-Cleared; Single-Use Cartridge Unit; 14 32-Gauge Needles; Ergonomic Design; Cordless All-Day Charge	Facial acne scars for patients aged 22 and up. Clinically demonstrated, FDA-cleared microneedling device.	Contact mfr.
Cutera	Secret RF	Fractional Radiofrequency Microneedling	Scars, fine lines, wrinkles, skin revitalization, acne scars and stretch marks	Contact mfr.
	Fraxis PRO	Fractional CO <sub>2</sub> / Microneedling with RF	Multi-technology platform for progressive multi-layer dermal remodeling ideal for improving scarring, wrinkles, stretch marks, skin tone and texture, and promoting neocollagenesis.	Contact mfr.
Cynosure	Potenza	RF Microneedling Platform	Multi-needle (16, 25, 49) and single-needle electrode tips.	Contact mfr.
DermapenWorld	Dermapen 4 Dermapen Inject Dermapen Infuse with Tattoff Dermapen Cryo	Microneedling, Carboxy Therapy, Automated Meso Infusion, Cyro N2O Therapy	Acne, striae and surgical scarring, anti-aging and skin rejuvenation, pigmentation treatment, hair rejuvenation, lesions, cellulite, meso-injections and tattoo removal.	Contact mfr.
Eclipse	Eclipse MicroPen Elite	Microneedling	Improved appearance of fine lines, scars and texture.	Contact mfr.
ENDYMED Medical	Intensif RF Microneedling	RF Microneedling using Fractionated Pulse Mode (FPM)	Dermal collagen remodeling, skin rejuvenation, deep wrinkle reduction, acne and traumatic scar reduction, stretch mark reduction. FDA and CE cleared, Health Canada approved.	Contact mfr.
Jeisys Medical	INTRAcet PRO	Fractional RF Microneedling	Disposable tips..	Contact mfr.
Lutronic	Genius	High Intensity Radiofrequency	Proprietary needle design and high-torque motor assures accurate penetration to desired depth. Unique impedance measurement and feedback assures adequate levels of energy are delivered to stimulate production of collagen and elastin to improve wrinkles, laxity and acne scars.	Contact mfr.
mesoesthetic	m.pen[pro]	Microneedling	Anti-aging, skin rejuvenation, hair loss treatments, anti-stretch marks, double chin and depigmentation.	Contact mfr.
Refine USA, LLC	Rejuvapen NXT	Microneedling	FDA cleared for fine lines and wrinkles.	\$2,995
Rohrer Aesthetics	PiXeI8-RF	Fractional RF Microneedling	With a single treatment skin will become smoother, tighter and more vital.	\$39,995

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# Acne Tx Device Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
<b>Advalight</b>						
ADVATx	Diode	589 nm / 1319 nm	Up to 40 J/cm <sup>2</sup>	Variable	Contact mfr.	Included scanner handpiece and optional foot pedal.
<b>Aerolase</b>						
Neo Elite	650 μs Nd:YAG	1064 nm	Up to 1272 J/cm <sup>2</sup>	650 μs – 1.5 ms	Contact mfr.	36 applications with single handpiece. No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No routine maintenance. Portable (25 lbs.). All laser accessories, training and marketing package included.
<b>Cutera</b>						
excel V+	Laser	532 nm, 1064 nm	Up to 300 J/cm <sup>2</sup>	Up to 60 ms	Contact mfr.	1 mm and 2 mm Dermastat pens.
<b>DEKA</b>						
SmartXide DOT	Fractional CO <sub>2</sub>	10.6 μm	50 W max	200 – 2000 μs	Contact mfr.	DOT Scanner and Free hand handpiece; touch screen monitor, Stack feature, Smart Track delivery mode, Smart Pulse, patient database, CW, PW, traditional and fractional scanning modes available.
SmartXide <sup>2</sup>	Fractional CO <sub>2</sub>	10.6 μm	80 W max	100 – 2000 μs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, UP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner with RF feature, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Optional diode laser module.
SmartXide Touch	Fractional CO <sub>2</sub>	10.6 μm	60 W max	100 – 2000 μs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner with RF feature, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Optional diode laser module.
SmartXide Tetra	Fractional CO <sub>2</sub>	10.6 μm	50 W max	100 – 2000 μs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, huge patient database with videos and photos. User protocol storage. Multidisciplinary.
Synchro FT	Multi-Functional Platform	1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm; 600 nm; 650 nm	700 J/cm <sup>2</sup> (max) SP and LP / 160 J (max) energy per pulse	From 0.8 – 10 ms SP; from 2 – 30 ms LP (1-3 pulses) / From 3 – 8 ms	Contact mfr.	Five different application-specific handpieces. Top hat technology and Auto Spot Size Recognition System; contact cooling or optional external cooling connections; delivery pulse settings available; patient database and protocols. IPL: five optional filters, 30,000 shots guaranteed. No disposables.
Synchro REPLA:Y	Multi-Functional Platform	755 nm Alexandrite / 1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm; 600 nm; 650 nm	63.5 J (max) – 125 W (max) / LP: 120 J – 180 W (max); SP: 120 J (max) / 160 J (max) energy per pulse	From 2 – 50 ms (single pulse); from 2 – 40 ms (double pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode / From 3 – 8 ms	Contact mfr.	Alex emission: 5 Hz and high power (125 W) system. Nd:YAG laser module: 180 W with up to 27,000 W pulse peak power; three delivery pulse designs and adjustment feature for Alexandrite and Nd:YAG. Twelve application handpieces up to 24 mm. Auto Spot Size Recognition System. Top hat technology; contact cooling or optional external cooling connections; patient database and protocols; IPL: five filters (optional) with enhanced vascular capabilities; 500 G. No disposables.
Motus AY	High Frequency Alexandrite / Nd:YAG Laser	755 nm / 1064 nm	Up to 30 J / up to 60 J	From 2 – 50 ms (single pulse); from 4 – 80 ms (Twin pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode	Contact mfr.	Transportable device, integrated Peltier skin contact cooling. Up to 20 mm spot area with up to 10 Hz rep. rate available on both Nd:YAG and Alex wavelengths. Proprietary new Mòveo technology functionality for painless and smokless hair removal. Additional standard handpiece for vascular, skin rejuvenation and other dermatology indications.
LUXEA	Multifunctional Platform	Lazur	6.2 cm <sup>2</sup> integrated 420 – 950 nm filter	8 ms; 30 ms; 50 ms	Contact mfr.	Flexible multifunctional platform; several handpieces with integrated peltier skin contact cooling and TEMP selection. 6.2 cm <sup>2</sup> spot at 3 Hz max rep. rate; short/medium/long pulse modes.
<b>Fotona</b>						
SP Dynamis	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm <sup>2</sup>	0.1 – 50 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 μm spot size, 168 mm <sup>2</sup> Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm <sup>2</sup> Tx area. S-11: Nd:YAG scanner: 42 cm <sup>2</sup> 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 <sup>2</sup>	0.1 – 1.5 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 μm spot size, 168 mm <sup>2</sup> Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm <sup>2</sup> 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 <sup>2</sup>	5 – 20 ns, 250 μs	Contact mfr.	Accelerera Pulse
SP Spectro	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm <sup>2</sup>	N/A	Contact mfr.	F-Runner fractional Er:YAG scanner: 250 μm spot size, 168 mm <sup>2</sup> Tx area. S-Runner Er:YAG scanner: 4 mm spot size, 16 cm <sup>2</sup> Tx area. S-11 Nd:YAG scanner: 42 cm <sup>2</sup> 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 <sup>2</sup>	0.1 – 50 ms	Contact mfr.	S-11 Nd:YAG scanner: 42 cm <sup>2</sup> 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 <sup>2</sup> Up to 300 J/cm <sup>2</sup>	0.1 – 50 ms 580 ps, 0.6 – 50 ms, 5 ns / Hybrid Pico in Nano, Fractional	Contact mfr. Contact mfr.	Same as above. R28, R29, R58, R585, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.

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

# Acne Tx Device Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
<b>Quanta System</b>						
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. 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 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 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). Optional handpieces for the EVO Series and Discovery PICO/Pico Plus. Optional skin cooling integrated. Spot sizes: 48x13 mm <sup>2</sup> or 25x13 mm <sup>2</sup> . Optional handpiece for the EVO Series, Discovery Pico/Pico Plus. Spot sizes available: 2, 4, 9, 9 dots array.
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.	
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 <sup>2</sup> (ns); 50 J/cm <sup>2</sup> (μs) / up to 35 J/cm <sup>2</sup>	6 ns; 12 ns; 250 μs / 5 – 10 ms	Contact mfr.	
Light - Evo Series	Multi-Application Platform: Pulsed Nd:YAG (optional)	1320 nm (optional)	Up to 35 J/cm <sup>2</sup>	5 – 10 ms	Contact mfr.	
Twain IPL	Pulsed Light	400 – 1200 nm	Up to 25 J/cm <sup>2</sup>	5 ms – 40 ms (pulses train duration up to 240 ms)	Contact mfr.	
Twain 2940 (only acne scars)	Er:YAG	2940 nm	Up to 10 J/cm <sup>2</sup> (non microbeam mode) / Up to 121 J/cm <sup>2</sup> (microbeam mode)	0.3 ms – 1 ms	Contact mfr.	

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

## Product Profiles



### Intensive Nourishing Cream

Epionce Intensive Nourishing Cream is a highly emollient cream containing all three of the proprietary Epionce ingredient technologies to provide therapeutic barrier repairing, anti-inflammatory and keratolytic benefits in the skin. Daily use hydrates and stimulates collagen synthesis in the skin for clinically proven anti-aging results, and was recently awarded "Best Rich Moisturizer for Dry Skin" by *Women's Health* magazine. Intensive Nourishing Cream also helps reduce symptoms associated with rosacea.

Epionce: 866-EPIONCE (374-6623) or visit [epionce.com](http://epionce.com)



### ALLURA

ALLURA is an optional treatment module of Sciton's multi-application Joule™ system that uses a slender laser probe to liquefy and dislodge fat, easing the fat removal process with smaller suction cannulas. It requires a much smaller incision, which leads to a shorter recovery time than traditional liposuction. In addition, ALLURA's laser energy provides controlled, targeted heating, resulting in skin contraction<sup>1</sup>, a body sculpting benefit that traditional liposuction does not offer on its own. This treatment is ideal for targeting small to medium-sized areas with mild to moderate skin laxity.

<sup>1</sup> Skin contraction through the coagulation of soft tissue.

Sciton: 888-646-6999  
or visit <https://sciton.com/>



### excel V+

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

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

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# Skin Rejuvenation Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
<b>Aerolase</b>						
Neo Elite	650 μs Nd:YAG	1064 nm	Up to 1272 J/cm <sup>2</sup>	650 μs – 1.5 ms	Contact mfr.	36 applications with single handpiece. No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No routine maintenance. Portable (25 lbs.). All laser accessories, training and marketing package included. No per treatment consumables and no skin contact by handpiece. No service contracts. Portable (22 lbs.). All laser accessories, training and marketing package included.
Era	Er:YAG	2940 nm	Up to 1400 mJ	300 μs	Contact mfr.	
<b>Aesthetics Biomedical Inc. / Plasma Concepts</b>						
Vivace Microneedle RF PlasmaMD	Microneedling with RF Plasma Technology	1 MHz	70 W 1.5 W	100 – 800 ms	Contact mfr. Contact mfr.	
<b>Cutera</b>						
xeo excel V+	Laser Laser	1064 nm 532 nm, 1064 nm	Up to 300 J/cm <sup>2</sup> Up to 300 J/cm <sup>2</sup>	Up to 300 ms Up to 60 ms	Contact mfr. Contact mfr.	Optional IPL handpieces. Laser Genesis. 1 mm and 2 mm Dermastat pens. Laser Genesis and Green Genesis.
enlighten (Pico Genesis)	Laser	532 nm / 670 nm / 1064 nm	400 mJ / 125 mJ / 800 mJ	750 ps, 2 ns / 660 ps / 750 ps, 2 ns	Contact mfr.	
Fraxis PRO	Fractional CO <sub>2</sub> / Microneedling with RF	10,600 nm / 2 MHz	Up to 30 W (up to 175 mJ) / 70 W (64 pin), 25 W (25 pin)	20 – 5,000 μs / 50 – 950 ms	Contact mfr.	
<b>Cynosure</b>						
TempSure Envi	Monopolar RF Platform	N/A	300 W with 4 MHz RF delivery	N/A	Contact mfr.	Three handpieces (10, 15, 20 mm); ultrasound gel and neutral pads. Three handpieces (25, 30, 60 mm).
TempSure Firm	Monopolar RF Platform	N/A	300 W with 4 MHz RF delivery	N/A	Contact mfr.	
Icon	Aesthetic Laser	1540 nm, 2940 nm and 1064 nm	MaxG IPL Handpiece: Up to 80 J/cm <sup>2</sup> MaxYs IPL Handpiece: Up to 90 J/cm <sup>2</sup> MaxR IPL Handpiece: Up to 48 J/cm <sup>2</sup> MaxRs IPL Handpiece: Up to 72 J/cm <sup>2</sup>	1540 Handpiece: 10 ms; 15 ms 2940 Handpiece: .25 ms; 3 ms; 5 ms 1064+ Handpiece: 10 – 100 ms	Contact mfr.	Skintel melanin reader, four IPL handpieces, 1540 handpiece, 2940 handpiece and a 1064+ handpiece.
PicoSure	Picosecond Aesthetic Laser	532 nm; 755 nm; 1064 nm	165 – 200 mJ	550 – 750 ps	Contact mfr.	
TempSure Vitalia	Monopolar RF Platform	N/A	300 W with 4 MHz RF delivery	N/A	Contact mfr.	
TempSure Surgical	Monopolar and Bipolar RF Platform	N/A	300 W with 4 MHz RF delivery	N/A	Contact mfr.	Variety of monopolar electrodes and bipolar forceps.
<b>DEKA</b>						
SmartXide DOT	Fractional CO <sub>2</sub>	10.6 μm	50 W max	200 – 2000 μs	Contact mfr.	DOT Scanner and Free hand handpiece; touch screen monitor, Stack feature, Smart Track delivery mode, Smart Pulse, patient database, CW, PW, traditional and fractional scanning modes available. PSD technology with selectable pulse shape (SP, DP, UP; HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner with RF feature, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Optional diode laser module.
SmartXide <sup>2</sup>	Fractional CO <sub>2</sub>	10.6 μm	80 W max	100 – 2000 μs	Contact mfr.	
SmartXide Touch	Fractional CO <sub>2</sub>	10.6 μm	60 W max	100 – 2000 μs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner with RF feature, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Optional diode laser module. Multidisciplinary.
SmartXide Tetra	Fractional CO <sub>2</sub>	10.6 μm	50 W max	100 – 2000 μs	Contact mfr.	
MiniSilk FT	Pulsed Light System	500 nm, 520 nm, 550 nm; 600 nm; 650 nm Filter	2 – 2.5 J/cm <sup>2</sup>	2 – 85 ms (1-3 pulses)	Contact mfr.	Interchangeable snap-on filters; integrated skin contact cooling; lamp water cooling; transportable. 3.1 cm <sup>2</sup> or 6.2 cm <sup>2</sup> spot area available. IR filter available for increased skin tightening.
Synchro FT	Multi-Functional Platform	1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm; 600 nm; 650 nm	700 J/cm <sup>2</sup> (max) SP and LP / 160 J (max) energy per pulse	From 0.8 – 10 ms SP; from 2 – 30 ms LP (1-3 pulses) / From 3 – 8 ms	Contact mfr.	Five application-specific handpieces. Top hat technology and Auto Spot Size Recognition System; contact cooling or optional external cooling connections; delivery pulse settings available; patient database and protocols. IPL: five optional filters, 30,000 shots guaranteed. No disposables. Alex emission: 5 Hz and high power (125 W) system. Nd:YAG laser module: 180 W with up to 27,000 W pulse peak power; three delivery pulse designs and adjustment feature for Alexandrite and Nd:YAG. Twelve application handpieces up to 24 mm. Auto Spot Size Recognition System. Top hat technology; contact cooling or optional external cooling connections; patient database and protocols; IPL: five filters (optional) with enhanced vascular capabilities; 500 G. No disposables.
Synchro REPLA:Y	Multi-Functional Platform	755 nm Alexandrite / 1064 nm Nd:YAG / IPL: 500 nm; 520 nm; 550 nm; 600 nm; 650 nm	63.5 J (max) – 125 W (max) / LP: 120 J – 180 W (max); SP: 120 J (max) / 160 J (max) energy per pulse	From 2 – 50 ms (single pulse); from 2 – 40 ms (double pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode / From 3 – 8 ms	Contact mfr.	

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
<b>DEKA - continued</b>						
LUXEA	Multifunctional Platform	LilaC, Prisma, Sparks, Lazur, Viridis	6.2 cm <sup>2</sup> interchangeable filters: 550 nm, 600 nm and 650 – 1200 nm. 1064 nm Q-switched: 2x2 mm/ 3x3 mm spot size. 1064 nm Nd:YAG: 2.5 mm/4 mm/6 mm/ 10 mm spot size. 6.2 cm <sup>2</sup> integrated 420 – 1200 nm filter. 2.1 cm <sup>2</sup> integrated 500 – 677 nm and 854 – 1200 nm (band pass) filter called 500 G. Up to 30 J / up to 60 J	Single Pulse: from 3 – 50 ms, 6 ns, 6 – 30 ms, 8 ms, 30 ms, 50 ms, from 5-50 ms.	Contact mfr.	Flexible multifunctional platform; several handpieces with integrated peltier skin contact cooling. Different filter solutions for different skin rejuvenation needs (either vascular; BPL, etc.) Up to 10 Hz rep rate available on laser wavelengths. Additional standard handpiece for vascular, skin rejuvenation and other dermatology indications. Contact cooling and delivery pulse settings available. Three filters with up to 120,000 shots guaranteed IPL included. No disposables.
Motus AY	High Frequency Alexandrite / Nd:YAG Laser	755 nm / 1064 nm		From 2 – 50 ms (single pulse); from 4 – 80 ms (Twin pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode	Contact mfr.	Transportable device, integrated Peltier skin contact cooling. Up to 20 mm spot area with up to 10 Hz rep. rate on both Nd:YAG and Alex wavelengths. Proprietary new Moveo technology functionality for painless and smokless hair removal. Additional standard handpiece for vascular, skin rejuvenation and other dermatology indications.
<b>Eufoton Medical Lasers (from Saratoga Aesthetics)</b>						
LASEmaR1500	Portable Diode Laser	1470 nm	15 W	1 – 9,000 ms; step 1 ms	Contact distributor	HF Ring Fibers, surgical handpiece, bare fibers, multi-therapy handpiece, scanner, vaginal handpiece, lipo handpieces and cannulas.
<b>Fotona</b>						
SP Dynamis	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm <sup>2</sup>	0.1 – 50 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 µm spot size, 168 mm <sup>2</sup> Tx area S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm <sup>2</sup> Tx area. S-11: Nd:YAG scanner: 42 cm <sup>2</sup> Tx area. Er:YAG handpieces: 0.25 – 12 mm spot sizes; Nd:YAG handpieces: 2 – 20 mm spot sizes.
SP Dynamis	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm <sup>2</sup>	0.1 – 50 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 µm spot size, 168 mm <sup>2</sup> Tx area S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm <sup>2</sup> Tx area. S-11: Nd:YAG scanner: 42 cm <sup>2</sup> 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 <sup>2</sup>	0.1 – 1.5 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 µm spot size, 168 mm <sup>2</sup> Tx area S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm <sup>2</sup> Tx area. Er:YAG handpieces: 0.25 – 12 mm spot sizes.
XP MAX	Nd:YAG	1064 nm	Up to 600 J/cm <sup>2</sup>	0.1 – 300 ms	Contact mfr.	S-11: Nd:YAG scanner: 42 cm <sup>2</sup> 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 <sup>2</sup>	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 <sup>2</sup>	N/A	Contact mfr.	F-Runner fractional Er:YAG scanner: 250 µm spot size, 168 mm <sup>2</sup> Tx area. S-Runner Er:YAG scanner: 4 mm spot size, 16 cm <sup>2</sup> Tx area. S-11 Nd:YAG scanner: 42 cm <sup>2</sup> 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 <sup>2</sup>	0.1 – 50 ms	Contact mfr.	S-11 Nd:YAG scanner: 42 cm <sup>2</sup> Tx area. Nd:YAG handpieces: 2 – 20 mm spot sizes.
XP Dynamis	Nd:YAG / Long Pulse	1064 nm	Up to 600 J/cm <sup>2</sup>	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 <sup>2</sup>	580 ps, 0.6 – 50 ms, 5 ns / Hybrid Pico in Nano, Fractional 0.6 ms – 60 sec	Contact mfr.	R28, R29, R58, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.
TimeWalker	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm <sup>2</sup>		Contact mfr.	R33T, PSO3X, LA adapter, R30Y and R11.
<b>InMode</b>						
Lumecca/Optimas Workstation	Spectrum Shifted IPL	515 – 1200 nm, 580 – 1200 nm	10 – 30 J/cm <sup>2</sup>	5 – 30 ms	Contact mfr.	Delivers 40% of total energy between 500 - 600 nm. Provides a photofacial in one to three treatments. Powerful peak power: 3000 W/cm <sup>2</sup> . No consumables.
Forma/Optimas Workstation	Bipolar RF	N/A	Up to 65 W	N/A	Contact mfr.	Non-invasive subdermal heating for collagen remodeling and contraction. RF current flows uniformly between the electrodes for a comfortable and safe Tx. ACE technology features built-in temperature controls to attain clinically proven optimal epidermal temperature, and exclusive capability for prolonged exposure at therapeutic temperatures.
Fractora/Optimas Workstation	Fractional RF	N/A	Up to 62 mJ/Pin	Up to 2 pps	Contact mfr.	Variable pin configurations and TX depths allow for a Designer Dermis approach to treatment. Safe on ethnic skin. No pulse counter limitations.
FaceTite, AccuTite + Morpheus8	RF	N/A	N/A	N/A	Contact mfr.	Subdermal adipose tissue remodeling targets skin laxity through subdermal RF and underlying fat coagulation. Bridging the treatment gap between non-invasive and surgical, EmbraceRF is perfect for patients who are not candidates for a face-lift, but want dramatic results without the downtime.
Morpheus8	RF	N/A	N/A	N/A	Contact mfr.	New concept of combining microneedling with a bipolar RF mechanism in the subdermal space resulting in subdermal adipose tissue remodeling with longer lasting skin contraction.
<b>Lasering USA</b>						
SLIM E30 MiXto SX	CO <sub>2</sub>	10,600 nm	0.5 – 30 W	2.5 – 16 ms	Rent at \$1,550/month	Patented chopped CW fractional scanner system; 20 x 20 mm, 180 micron scanning handpiece; 300 micron scanning handpiece; full range of cutting handpieces, micromanipulator and GYN handpiece for vaginal therapy. No disposables.
SLIM EVOLUTION II MiXto PRO	CO <sub>2</sub>	10,600 nm	0.5 – 30 W	2.5 – 16 ms	Rent at \$1,795/month	Same as above.

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

# Skin Rejuvenation Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
<b>Lasering USA - continued</b>						
Velure S5 MiXto VX	LBO Diode	532 nm	0.1 – 5 W	10 – 1,000 ms	\$29,500	MiXto VX Fractional scanner for non-ablative skin rejuvenation. Focusing handpieces with spot sizes of 0.3 mm, 0.5 mm, 1.0 mm, 1.5 mm. No disposables.
<b>MedixSysteme AG</b>						
3D SYGMALIFT	Intensive Ultrasound and Laser	635 nm	N/A	N/A	Contact mfr.	3D spatula, 3D Micro, laser for facelift and vfaciing, SYGMABODY.
<b>Quanta System</b>						
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 FD 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 <sup>2</sup> (ns); 50 J/cm <sup>2</sup> (μs) / up to 15 J/cm <sup>2</sup> / up to 30 J/cm <sup>2</sup> (ns); 25 J/cm <sup>2</sup> (ms) / up to 300 J/cm <sup>2</sup> / up to 95 J/cm <sup>2</sup> / up to 35 J/cm <sup>2</sup> / up to 60 J/cm <sup>2</sup>	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 <sup>2</sup> / Up to 95 J/cm <sup>2</sup> / Up to 300 J/cm <sup>2</sup> / Up to 35 J/cm <sup>2</sup>	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 <sup>2</sup> 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 <sup>2</sup> / up to 300 J/cm <sup>2</sup>	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 <sup>2</sup> or 25x13 mm <sup>2</sup>
Twain IPL	Pulsed Light	570 nm – 1200 nm / 550 nm – 1200 nm	Up to 25 J/cm <sup>2</sup>	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 <sup>2</sup> (non microbeam mode) / up to 121 J/cm <sup>2</sup> (microbeam mode)	0.3 ms – 1ms	Contact mfr.	
<b>Rohrer Aesthetics, LLC</b>						
Phoenix CO <sub>2</sub> Laser	CO <sub>2</sub>	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 15 mm - 6 mm and adjustable Hz rate from 1 - 5 pulses/sec allowing treatment of a full face in under 15 minutes. Safe to treat the neck and chest; removes fine lines, wrinkles and pigmentation (including melasma); and can safely be used on most skin types.
<b>Saratoga Aesthetics</b>						
Ultrapeel by Mattioli Engineering	Microdermabrasion System	N/A	N/A	N/A	Contact supplier	Transderm: FDA approved transdermal drug delivery.
<b>Solta Medical</b>						
Fraxel DUAL 1550 / 1927 Laser System	Fractional Laser with Zimmer Cryo 6 Skin Cooling System	1550 nm / 1927 nm	Up to 70 mJ/MTZ / 20 mJ/MTZ	N/A	Contact mfr.	Intelligent Optical Tracking System (IOTS), single operator cooling.
Clear + Brilliant	Fractional Diode Laser with two handpieces (Original and Perm�e)	Original 1440 / Perm�e 1927 nm	4 – 9 mJ / 5 mJ	N/A	Contact mfr.	Intelligent Optical Tracking System (IOTS), adjustable settings.

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

# Fractional Technologies Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
<b>Aerolase</b>						
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.
<b>Aesthetics Biomedical Inc.</b>						
Vivace Microneedle RF	Microneedling with RF	1 MHz	70 W	100 – 800 ms	Contact mfr.	
<b>Cutera</b>						
xeo pearl xeo pearl fractional Secret RF	YSGG YSGG Microneedling with RF	2940 nm 2940 nm RF: 2 MHz	Up to 3.5 J/cm <sup>2</sup> <400 mJ 70 W (64 pin), 25 W (25 pin)	≤1000 µs ≤1000 µs 50 – 950 ms	Contact mfr. Contact mfr. Contact mfr.	
Fraxis PRO	Fractional CO <sub>2</sub> / Microneedling with RF	10,600 nm / 2 MHz	Up to 30 W (up to 175 mJ) / 70 W (64 pin), 25 W (25 pin)	20 – 5,000 µs / 50 – 950 ms	Contact mfr.	Multi-technology platform for progressive multi-layer dermal remodeling ideal for improving scarring, wrinkles, stretch marks, skin tone and texture, and promoting neocollagenesis.
<b>Cynosure</b>						
Smartskin+	Fractional CO <sub>2</sub> with Scanner	10,600 nm	30 W (max.)	0.2 ms – 2.0 ms (Fractional Ablative); 0.2 ms – 20 ms (Standard Ablative)	Contact mfr.	N/A
<b>DEKA</b>						
SmartXide DOT	Fractional CO <sub>2</sub>	10.6 µm	50 W max.	200 – 2,000 µs	Contact mfr.	DOT Scanner and Free hand handpiece; touch screen monitor, Stack feature, Smart Track delivery mode, Smart Pulse, patient database, CW, PW, traditional and fractional scanning modes available.
SmartXide <sup>2</sup>	Fractional CO <sub>2</sub>	10.6 µm	80 W max.	100 – 2,000 µs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, UP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner with RF feature, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Optional diode laser module. Multidisciplinary.
SmartXide Touch	Fractional CO <sub>2</sub>	10.6 µm	60 W max.	100 – 2,000 µs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner with RF feature, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Multidisciplinary.
SmartXide Tetra	Fractional CO <sub>2</sub>	10.6 µm	50 W max.	100 – 2,000 µs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, huge patient database. User protocol storage. Multidisciplinary.
<b>Fotona</b>						
SP Dynamis	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm <sup>2</sup>	0.1 – 50 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 µm spot size, 168 mm <sup>2</sup> Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes.
XS Dynamis	Er:YAG	2940 nm	Up to 500 J/cm <sup>2</sup>	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 <sup>2</sup>	580 ps, 0.6 – 50 ms, 5 ns / Hybrid Pico in Nano, Fractional N/A	Contact mfr.	R28, R29, R58, R585, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.
TimeWalker	Er:YAG	2940 nm	0.6 – 65 J/cm <sup>2</sup>		Contact mfr.	FS01 and PSO3x.
<b>Lasering USA</b>						
SLIM E30 MiXto SX	CO <sub>2</sub>	10,600 nm	0.5 – 30 W	2.5 – 16 ms	Rent at \$1,550/mo.	Patented chopped CW fractional scanner system; 20 x 20 mm, 180 and 300 micron scanning handpieces, full range of cutting handpieces, micromanipulator and GYN handpiece for vaginal therapy. No disposables.
SLIM EVOLUTION II MiXto PRO	CO <sub>2</sub>	10,600 nm	0.5 – 30 W	2.5 – 16 ms	Rent at \$1,795/mo.	Same as above.
Velure S5 VX	LBO Diode	523 nm Fractional	0.1 – 5 W	10 – 1000 ms	Contact mfr.	MiXto VX Fractional scanner for non-ablative skin rejuvenation.
<b>Quanta System</b>						
Discovery Pico Derm	Picosecond FD Nd:YAG / Picosecond Nd:YAG	532 nm / 1064 nm	0.3 J (ps) / 0.6 J (µs); 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 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 (µs)	400 ps; 6 ns; 12 ns / 450 ps; 6 ns; 12 ns; 250 µs		

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
<b>Quanta System - continued</b>						
Twain 2940	Er:YAG	2940 nm	Up to 10 J/cm <sup>2</sup> (non microbeam mode); up to 121 J/cm <sup>2</sup> (microbeam mode) Up to 95 J/cm <sup>2</sup>	0.3 – 1 ms	Contact mfr.	Optional handpiece for the EVO Series, Discovery Pico/Pico Plus. Spot sizes available: 2, 4, 9, 9 dots array.
<b>Rohrer Aesthetics, LLC</b>						
Phoenix CO <sub>2</sub> Laser	CO <sub>2</sub>	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.
<b>Saratoga Aesthetics</b>						
LASEamaR1500 by EUFOTON	Diode Laser	1470 nm	15 W	1 – 9,000 ms; step 1 ms	Contact supplier	Scanner.
<b>Solta Medical</b>						
Fraxel DUAL 1550 / 1927 Laser System	Fractional Laser with Zimmer Cryo 6 Skin Cooling System	1550 nm / 1927 nm	Up to 70 mJ/MTZ / 20 mJ/MTZ	N/A	Contact mfr.	Intelligent Optical Tracking System (IOTS), single operator cooling.

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



### 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: [www.quantasystem.com](http://www.quantasystem.com)



### TIZO

TIZO creates all-mineral sunscreen protection that is exceptionally lightweight, virtually invisible on skin and free of chemical sunscreen filters, dyes, fragrances and preservatives. It is right in our name: TIZO stands for Titanium Zinc Oxide. TIZO<sub>3</sub> is an elegant, sheer mineral sunscreen and facial primer providing SPF 40 broad spectrum UVA/UVB protection. Universal tint blends with most skin tones, providing a silky, matte finish. Reef-friendly and water resistant (80 minutes). Contains antioxidant vitamins C and E.



### Uberlube

Feeling is everything. Uberlube is a luxury silicone lubricant created to enhance intimacy. Excitement. Anticipation. Contentment. Uberlube lets you feel all the things you want to feel. Other uses include hair styling, anti-chafing for athletes, massage and skin moisturizer for scarred and healing tissues.

Uberlube: 888-391-8082 or visit [www.uberlube.com](http://www.uberlube.com)

Fallene Cosmeceuticals, Ltd.: 800-332-5536 or visit [Tizoskin.com](http://Tizoskin.com)

# Vascular Technology Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
<b>Advalight</b>						
ADVATx	Diode	589 nm / 1319 nm	Up to 40 J/cm <sup>2</sup>	Variable	Contact mfr.	Included scanner handpiece and optional foot pedal.
<b>Aerolase</b>						
Neo Elite	650 μs Nd:YAG	1064 nm	Up to 1272 J/cm <sup>2</sup>	650 μs – 1.5 ms	Contact mfr.	36 applications with single handpiece. No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No routine maintenance. Portable (25 lbs.). All laser accessories, training and marketing package included.
V650	650 ms Nd:YAG	1064 nm	Up to 1272 J/cm <sup>2</sup>	650 μs – 1.5 ms	Contact mfr.	No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No service contracts. Portable (25 lbs.). All laser accessories, training and marketing package included.
<b>Cutera</b>						
xeo excel V+	Laser / Limelight Laser	1064 nm / 520 – 1100 nm 532 nm, 1064 nm	300 J/cm <sup>2</sup> / ≤30 J/cm <sup>2</sup> Up to 300 J/cm <sup>2</sup>	Up to 300 ms / Automatic Up to 60 ms	Contact mfr. Contact mfr.	Dermastat 1 mm and 2 mm pens.
<b>Cynosure</b>						
Cynergy	Pulsed Dye / Nd:YAG Laser	585 nm / 1064 nm	Up to 40 J/cm <sup>2</sup> / up to 600 J/cm <sup>2</sup>	0.5 – 40 ms / 0.3 – 300 ms	Contact mfr.	585 nm and 650 nm Dye handpieces.
RevLite SI	Nd:YAG	532 nm / 1064 nm	Up to 22 J/cm <sup>2</sup> / Up to 30 J/cm <sup>2</sup>	N/A	Contact mfr.	
<b>DEKA</b>						
Synchro FT	Multi-Functional Platform	1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm; 600 nm; 650 nm	700 J/cm <sup>2</sup> (max) SP and LP / 160 J (max) energy per pulse	From 0.8 – 10 ms SP; from 2 – 30 ms LP (1-3 pulses) / From 3 – 8 ms	Contact mfr.	Five different application-specific handpieces. Top hat technology and Auto Spot Size Recognition System; contact cooling or optional external cooling connections; delivery pulse settings available; patient database and protocols. IPL: five optional filters, 30,000 shots guaranteed. No disposables. Interchangeable snap-on filters; integrated skin contact cooling; lamp water cooling; transportable. 3.1 cm <sup>2</sup> or 6.2 cm <sup>2</sup> spot area available. IR filter available for increased skin tightening. Alex emission: 5 Hz and high power (125 W) system. Nd:YAG laser module: 180 W with up to 27,000 W pulse peak power; three delivery pulse design and adjustment feature for Alexandrite and Nd:YAG. Twelve application handpieces up to 24 mm. Auto Spot Size Recognition System. Top hat technology; contact cooling or optional external cooling connections; patient database and protocols; IPL: five optional filters with enhanced vascular capabilities; 500 G. No disposables. Transportable device, integrated Peltier skin contact cooling. 500 nm, 520 nm, 550 nm; 600 nm; 650 nm vascular lesion application via standard optional handpieces. Up to 20 mm spot area available with up to 10 Hz rep. rate on both Nd:YAG and Alex wavelengths. DEKA's proprietary new Mòvèo technology functionality for painless and smokless hair removal. Additional standard handpiece for pigmented lesions, skin rejuvenation and other dermatology indications. Flexible multifunctional platform; several handpieces with integrated peltier skin contact cooling. Different filter solutions for different vascular lesion treatment needs. Up to 6 Hz rep rate available. Additional standard handpiece for HR, skin rejuvenation and other dermatology indications. Contact cooling and delivery pulse settings available; up to 120,000 shots guaranteed IPL. No disposables.
MiniSilk FT	Pulsed Light System	500 nm, 520 nm, 550 nm; 600 nm; 650 nm Filter	2 – 2.5 J/cm <sup>2</sup>	2 – 85 ms (1-3 pulses)	Contact mfr.	
Synchro REPLA:Y	Multi-Functional Platform	755 nm Alexandrite / 1064 nm Nd:YAG / IPL: 500 nm; 520 nm; 550 nm; 600 nm; 650 nm	63.5 J (max) – 125 W (max) / LP: 120 J – 180 W (max); SP: 120 J (max) / 160 J (max) energy per pulse	From 2 – 50 ms (single pulse); from 2 – 40 ms (double pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode / From 3 – 8 ms	Contact mfr.	
Motus AY	High Frequency Alexandrite / Nd:YAG Laser	755 nm / 1064 nm	Up to 30 J / up to 60 J	From 2 – 50 ms (single pulse); from 4 – 80 ms (Twin pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode	Contact mfr.	
LUXEA	Multifunctional Platform	Lilac; Viridis; Sparks	6.2 cm <sup>2</sup> interchangeable filters: 550 nm, 600 nm and 650 – 1200 nm. 2.1 cm <sup>2</sup> integrated 500 – 677 nm and 854 – 1200 nm (band pass) filter called 500 G. 2x2 mm/3x3 mm spot sizes. 1064nm Nd:YAG Laser: 2.5 mm/ 4 mm/6 mm/10 mm spot sizes.	Single Pulse: from 3 – 50 ms; from 5 – 50 ms; 6 – 30 ms	Contact mfr.	
<b>Fotona</b>						
SP Dynamis	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm <sup>2</sup>	0.1 – 50 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 μm spot size, 168 mm <sup>2</sup> Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm <sup>2</sup> Tx area. S-11: Nd:YAG scanner: 42 cm <sup>2</sup> Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes; Nd:YAG handpieces: 2 - 20 mm spot sizes.
XP-2 Focus XP MAX	Nd:YAG Nd:YAG	1064 nm 1064 nm	Up to 300 J/cm <sup>2</sup> Up to 600 J/cm <sup>2</sup>	0.1 – 50 ms 0.1 – 300 ms	Contact mfr. Contact mfr.	Nd:YAG handpieces: 2 - 10 mm spot sizes. S-11: Nd:YAG scanner: 42 cm <sup>2</sup> Tx area. Nd:YAG handpieces: 2 - 20 mm spot sizes. Handpieces: 2 - 8 mm spot sizes.
QX MAX	Nd:YAG Q-Switched / Long Pulse	1064 nm, 532 nm, 585 nm, 650 nm	Up to 160 J/cm <sup>2</sup>	5 – 20 ns, 250 μs	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 μm spot size, 168 mm <sup>2</sup> Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm <sup>2</sup> Tx area. S-11: Nd:YAG scanner: 42 cm <sup>2</sup> Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes; Nd:YAG handpieces: 2 - 20 mm spot sizes.
SP Spectro	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm <sup>2</sup>	N/A	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 μm spot size, 168 mm <sup>2</sup> Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm <sup>2</sup> Tx area. S-11: Nd:YAG scanner: 42 cm <sup>2</sup> 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 <sup>2</sup>	0.1 – 50 ms	Contact mfr.	S-11 Nd:YAG scanner: 42 cm <sup>2</sup> Tx area. Nd:YAG handpieces: 2 - 20 mm spot sizes.
XS Dynamis	Er:YAG	2940 nm	Up to 500 J/cm <sup>2</sup>	0.1 – 1.5 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 μm spot size, 168 mm <sup>2</sup> Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm <sup>2</sup> Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes.

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

# Vascular Technology Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
<b>Fotona - continued</b>						
XP Focus	Nd:YAG / Long Pulse	1064 nm	Up to 600 J/cm <sup>2</sup>	0.1 – 50 ms	Contact mfr.	Standard handpiece: R31/R32 with 2 - 8 mm spot sizes; Nd:YAG handpieces: 2 - 20 mm spot sizes.
StarWalker MaQX	Nd:YAG Q-Switch Pico / Nano	523 nm, 585 nm, 650 nm, 1064 nm	Up to 300 J/cm <sup>2</sup>	580 ps, 0.6 – 50 ms, 5 ns / Hybrid Pico in Nano, Fractional	Contact mfr.	R28, R29, R58, R585, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.
TimeWalker	Nd:YAG	1064 nm	6 – 150 J/cm <sup>2</sup>	7 – 25 ms	Contact mfr.	R33T.
<b>Lasering USA</b>						
Velure S5 MiXto VX	LBO Diode	532 nm	0.1 – 5 W	10 – 1,000 ms	\$29,500	MiXto VX fractional scanner for non-ablative skin rejuvenation. Focusing handpieces with spot sizes of 0.3 mm, 0.5 mm, 1.0 mm, 1.5 mm. No disposables.
Velure S5	LBO Diode	532 nm	0.1 – 5 W	10 – 1,000 ms	\$21,500	Focusing handpieces with spot sizes of 0.3 mm, 0.5 mm, 1.0 mm, 1.5 mm. No disposables.
Velure S800	HP Diode	808 nm	10 – 600 J/cm <sup>2</sup>	10 – 1,000 ms	\$32,500	2.5 mm spot size handpiece.
<b>Quanta System</b>						
DenaVe (manufactured for Cartessa Aesthetics)	Solid State Laser	585 nm	Up to 63 J/cm <sup>2</sup>	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.
Q-Plus - EVO Series	Multi-Application Platform: Pulsed Nd:YAG / Pulsed FD Nd:YAG	1064 nm / 532 nm	Up to 300 J/cm <sup>2</sup> / up to 95 J/cm <sup>2</sup>	0.3 – 300 ms / 2 – 25 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 532 nm Nd:YAG from 2-6 mm; pulsed 1064 nm Nd:YAG from 2-16 mm.
Light - Evo Series	Multi-Application Platform: Pulsed FD Nd:YAG / Pulsed Nd:YAG	532 nm / 1064 nm	Up to 95 J/cm <sup>2</sup> / up to 300 J/cm <sup>2</sup>	2 – 25 ms / 0.3 – 300 ms	Contact mfr.	Q-Plus - Evo Series models: MDK 3 (Q-switched 532 nm / 1064 nm and pulsed 532 nm / 1064 nm); MDK 1 (Q-switched 532 nm / 1064 nm and pulsed 1064 nm / 1320 nm [optional]); MDK 2 (Q-switched 532 nm / 1064 nm and pulsed 755 nm).
Thunder Series	Multi-Application Platform: Pulsed Nd:YAG	1064 nm	Up to 300 J/cm <sup>2</sup>	0.3 – 300 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	570 – 1200 nm / 550 – 1200 nm	Up to 25 J/cm <sup>2</sup>	5 – 40 ms (pulses train duration up to 240 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 <sup>2</sup> 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.
<b>Rohrer Aesthetics, LLC</b>						
Spectrum	YAG Laser	1064 nm	50 J/cm <sup>2</sup>	Adjustable up to 10 ms	\$59,995 (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.
Vein-Go 532 nm Laser	Diode Laser	532 nm	5 W	Variable	\$34,995	1 mm and 1.5 mm Spot Sizes.
<b>Saratoga Aesthetics</b>						
LASEamaR1500 by EUFOTON NaturaLight IPL by Focus Medical	Diode Laser IPL	1470 nm 510 – 1200 nm	15 W 35 J/cm <sup>2</sup>	1 – 9000 ms; step 1 ms 1 – 250 ms	Contact supplier Contact supplier	Radial fibers.
<b>Vydence Medical</b>						
LongPulse	Short/Long-Pulsed Nd:YAG Laser Handpiece	1064 nm	500 J/cm <sup>2</sup>	0.3 – 100 ms	Contact mfr.	Laser handpiece for the ETHEREA-MX platform featuring a built-in air cooling system adapter; five spot sizes available: 1, 2, 3, 6 and 9 mm handpiece.

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# Hair Removal Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
<b>Aerolase</b>						
Neo Elite	650 $\mu$ s Nd:YAG	1064 nm	Up to 1272 J/cm <sup>2</sup>	650 $\mu$ s – 1.5 ms	Contact mfr.	36 applications with single handpiece. No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No routine maintenance. Portable (25 lbs.). All laser accessories, training and marketing package included.
<b>Cocoon Medical USA</b>						
Primelase	Diode Laser	755 nm, 810 nm, 940 nm, 1060 nm and BLEND (810 + 940 + 1060)	Up to 40 J/cm <sup>2</sup> (4800 W of power)	From 3 – 400 ms	\$60,000 – \$90,000 (depending on configuration and warranty terms)	Several handpieces with different wavelengths and spot sizes.
Elyson	Diode Laser	755 nm / 810 nm	Up to 30 J/cm <sup>2</sup> (max. 2000 W)	From 3 – 400 ms	\$40,000 – \$50,000 (depending on configuration and warranty terms)	Several handpieces with different wavelengths and spot sizes.
<b>Cutera</b>						
xeo + prowave	Laser / IPL	1064 nm / 680 – 1100 nm	300 J/cm <sup>2</sup> / up to 35 J/cm <sup>2</sup>	Up to 300 ms / up to 90 ms	Contact mfr.	
excel HR	Laser	755 nm, 1064 nm	Up to 300 J/cm <sup>2</sup>	Up to 300 ms	Contact mfr.	
<b>Cynosure</b>						
Elite iQ Vectus	Laser Platform Diode	755 nm; 1064 nm 810 nm	5 – 600 J/cm <sup>2</sup> 100 J/cm <sup>2</sup> (Small Sapphire Optic) and 20 J/cm <sup>2</sup> (Large Sapphire Optic)	Adjustable 0.4 – 300 ms 5 – 300 ms	Contact mfr. Contact mfr.	2.5 mm – 24 mm spot size handpieces.
Apogee+	Alexandrite Laser	755 nm	7 – 50 J/cm <sup>2</sup>	Adjustable 0.4 – 300 ms	Contact mfr.	
<b>DEKA</b>						
MiniSilk FT	Pulsed Light System	500 nm, 520 nm, 550 nm; 600 nm; 650 nm Filter	2 – 2.5 J/cm <sup>2</sup>	3 – 8 ms (1-3 pulses)	Contact mfr.	Interchangeable snap-on filters; integrated skin contact cooling; lamp water cooling; transportable. 3.1 cm <sup>2</sup> or 6.2 cm <sup>2</sup> spot area available. IR filter available for increased skin tightening.
Synchro REPLAY	Multi-Functional Platform	755 nm Alexandrite / 1064 nm Nd:YAG / IPL: 500 nm; 520 nm; 550 nm; 600 nm; 650 nm	63.5 J (max) – 125 W (max) / LP: 120 J - 180 W (max); SP: 120 J (max) / 160 J (max) energy per pulse	From 2 – 50 ms (single pulse); from 2 – 40 ms (double pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode / From 3 – 8 ms	Contact mfr.	Alex emission: 5 Hz and high power (125 W) system. Nd:YAG laser module: 180 W with up to 27,000 W pulse peak power; three delivery pulse designs and adjustment feature for Alexandrite and Nd:YAG. Twelve application handpieces up to 24 mm. Auto Spot Size Recognition System. Top hat technology; contact cooling or optional external cooling connections; patient database and protocols; IPL: five filters (optional) with enhanced vascular capabilities; 500 G. No disposables.
Synchro FT	Multi-Functional Platform	1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm; 600 nm; 650 nm	700 J/cm <sup>2</sup> (max) SP and LP / 160 J (max) energy per pulse	From 0.8 – 10 ms SP; from 2 – 30 ms LP (1-3 pulses) / From 3 – 8 ms	\$55,990	Five application-specific handpieces. Top hat technology and Auto Spot Size Recognition System; contact cooling or optional external cooling connections; delivery pulse settings available; patient database and protocols. IPL: five optional filters, 30,000 shots guaranteed. No disposables.
Motus AX	High Frequency Alexandrite Laser	755 nm	Up to 30 J	From 2 – 50 ms (single pulse); from 4 – 80 ms (Twin pulse)	Contact mfr.	Transportable device, integrated Peltier skin contact cooling, 20 mm spot area available with up to 10 Hz rep. rate. Proprietary new Movèo technology functionality for painless and smokless hair removal.
Motus AY	High Frequency Alexandrite / Nd:YAG Laser	755 nm / 1064 nm	Up to 30 J / up to 60 J	From 2 – 50 ms (single pulse); from 4 – 80 ms (Twin pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode	Contact mfr.	Transportable device, integrated Peltier skin contact cooling. Up to 20 mm spot area with up to 10 Hz rep. rate on both Nd:YAG and Alex wavelengths. Proprietary new Movèo technology functionality for painless and smokless hair removal. Additional standard handpiece for vascular, skin rejuvenation and other dermatology indications.
LUXEA	Multifunctional Platform	Lilac; Ruber; Sparks; Vivid	6.2 cm <sup>2</sup> interchangeable filters: 550 nm, 600 nm and 650 – 1200 nm. 8.3 cm <sup>2</sup> integrated 550 – 1200 nm filter. 1064 nm Nd:YAG Laser: 2.5 mm/ 4 mm/6 mm/10 mm spot sizes. 808 nm Diode Laser: 10x13 mm spot size.	Single pulse: from 3 – 50 ms; from 8 – 50 ms; 6 – 30 ms; 15 – 200 ms.	Contact mfr.	Flexible multifunctional platform; several handpieces with integrated peltier skin contact cooling. Different filter solutions for different hair removal needs (shot by shot, IPL, laser, etc.). Up to 10 Hz rep rate available on laser wavelengths. Additional standard handpiece for other applications like vascular, skin rejuvenation and other dermatology indications. Contact cooling and delivery pulse settings available; up to 120,000 shots guaranteed IPL. No disposables.

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
<b>Fotona</b>						
SP Dynamis	Nd:YAG / Er:YAG	1064 nm	Up to 600 J/cm <sup>2</sup>	0.1 – 1.6 ms	Contact mfr.	S-11: Nd:YAG scanner: 42 cm <sup>2</sup> Tx area. Nd:YAG handpieces: 2 - 20 mm spot sizes. Same as above. Handpieces: 2 - 8 mm spot sizes.
XP MAX QX MAX	Nd:YAG Nd:YAG Q-Switched / Long Pulse	1064 nm 1064 nm, 532 nm, 585 nm, 650 nm	Up to 600 J/cm <sup>2</sup> Up to 160 J/cm <sup>2</sup>	0.1 – 1.6 ms 250 µs	Contact mfr. Contact mfr.	
StarWalker MaQX	Nd:YAG Q-Switch Pico / Nano	523 nm, 585 nm, 650 nm, 1064 nm	Up to 300 J/cm <sup>2</sup>	580 ps, 0.6 – 50 ms, 5 ns / Hybrid Pico in Nano, Fractional	Contact mfr.	
TimeWalker	Nd:YAG	1064 nm	5 – 75 J/cm <sup>2</sup>	0.6 – 2 ms	Contact mfr.	
<b>Lasering USA</b>						
Velure S800	HP Diode	808 nm	10 – 600 J/cm <sup>2</sup>	10 – 1000 ms	Rent at \$1,095/month	8 mm and 12 mm spot size handpieces.
<b>Quanta System</b>						
Q-Plus - EVO Series	Multi-Application Platform: Pulsed Nd:YAG / Pulsed Alexandrite	1064 nm / 755 nm	Up to 300 J/cm <sup>2</sup> / up to 60 J/cm <sup>2</sup>	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). 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). Skin Cryo air adaptor integrated with laser handpiece and software integrated cooling system. Optional powerful available scanner with a maximum of 29 cm <sup>2</sup> scanning area, multiple fill modes and shapes. Thunder Series models: Thunder HR (pulsed 755 nm), Thunder VT (pulsed 1064 nm), Thunder (pulsed 755 nm/1064 nm). Multiple handpieces; spot sizes up to 24 mm; rep. rate for both wavelengths up to 10 Hz with handpieces and 15 Hz with scanner. Optional handpieces for the EVO Series and Discovery Pico/Pico Plus. Optional skin cooling integrated. Spot sizes: 48x13 mm <sup>2</sup> or 25x13 mm <sup>2</sup>
Domino - EVO Series	Alexandrite	755 nm	Up to 60 J/cm <sup>2</sup>	0.3 – 300 ms	Contact mfr.	
Light - Evo Series	Multi-Application Platform: Pulsed Alexandrite / Pulsed Nd:YAG	755 nm / 1064 nm	Up to 60 J/cm <sup>2</sup> / up to 300 J/cm <sup>2</sup>	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 <sup>2</sup> / up to 300 J/cm <sup>2</sup>	0.3 – 300 ms / 0.3 – 300 ms	Contact mfr.	
Twain IPL	Pulsed Light	650 nm – 1200 nm / 625 nm – 1200 nm / 590 nm – 1200 nm	Up to 25 J/cm <sup>2</sup>	5 ms – 40 ms (pulses train duration up to 240 ms)	Contact mfr.	
<b>Rohrer Aesthetics, LLC</b>						
Spectrum	Diode Laser	810 nm	N/A	Adjustable up to 400 ms	\$57,495 (fully loaded) \$29,995 (with single handpiece)	Multi-platform laser/IPL features: 810 diode, Er:YAG, Q-switched Nd:YAG, long pulsed YAG and IPL. 810 diode (hair removal) features adjustable pulse duration from 20 ms to 400 ms; safe for all skin types. Large 12 mm x 14 mm spot size combined with adjustable Hz rate from 1 - 10 pulses/sec, allows treatment of large areas (full back, chest or legs) in under 15 minutes. Handpiece includes built-in contact cooling and reduces (usually permanently) dark colored hair after three to five treatments. Benefits of a long-pulsed YAG (1064 nm) laser, an 810 nm diode laser and a long-pulsed Alexandrite (755 nm) laser combined in one platform. The EpiLaze is the only system that includes all three of the gold standard hair removal wavelengths.
EpiLaze	Alexandrite, 810 nm, Long Pulsed YAG	755 nm, 810 nm, 1064 nm	5 – 100 J/cm <sup>2</sup>	Adjustable from 5 ms up to 400 ms	\$44,995	
<b>Saratoga Aesthetics</b>						
CHEVEUX by SWOT	Diode Laser	810 nm	1 – 120 J/cm <sup>2</sup>	30, 60, 100, 200, 400 ms	\$34,500	Nd:YAG handpiece.
NutraLight IPL by Focus Medical	IPL	510 – 1200 nm	35 J/cm <sup>2</sup>	1 – 250 ms	Contact supplier	

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



# Emerging Aesthetic Technologies Comparison Chart

Supplier	Product	Technology	Applications	Price
Aesthetics Biomedical Inc.	Vivace Microneedle RF PlasmaMD	Microneedling with RF; 1 MHz; 70 W; 100 – 800 ms Plasma; 1.5 W; ARC Technology	Fine lines and wrinkles. Nonsurgical skin rejuvenation. FDA Class II cleared for soft tissue coagulation and lesion removal. Combats the visible signs of facial aging for skin rejuvenation that targets improvement in skin laxity, texture resurfacing and the appearance of fine lines.	Contact mfr. Contact mfr.
Apyx Medical	Renuvion Cosmetic Technology	Energy-Based Device using Helium Plasma and Proprietary RF Energy	Subdermal heating and tissue contraction.	Contact mfr.
BTL	EMSCULPT EMSELLA EMTONE Emsculpt NEO	HIFEM HIFEM Combination RF and Targeted Pressure Energy Synchronized Radiofrequency and HIFEM+	Strengthening, firming and toning the abdomen, arms, buttocks, thighs and calves. All forms of female and male urinary incontinence. Cellulite. Abdomen, buttocks, biceps, triceps and calves.	Contact mfr. Contact mfr. Contact mfr. Contact mfr.
CureVoya	Atera FUE-100 COVID-19 IgG/IgM Point-of-Care Rapid Test	FUE; Proprietary Liquid Follicle Viability Transport System EUA, CLIA Waiver, Serological COVID-19 Antibody Test	Hair restoration. Finger stick blood sample testing authorized for point-of-care settings like doctor's offices, hospitals, urgent care and emergency rooms.	Contact mfr. Contact mfr.
Cutera	truSculpt iD truSculpt flex excel V+ Fraxis PRO	Monopolar RF Direct Bio-Electrical Muscle Stimulation 532 nm and 1046 nm Laser Fractional CO <sub>2</sub> / Microneedling with RF	Body sculpting. Muscle sculpting. Vascular lesions, pigmentation, laser genesis. Multi-technology platform for progressive multi-layer dermal remodeling ideal for improving scarring, wrinkles, stretch marks, skin tone and texture and promoting neocollagenesis.	Contact mfr. Contact mfr. Contact mfr. Contact mfr.
DEKA	MonaLisa Touch  LUXEA	SmartXide <sup>2</sup> Fractional CO <sub>2</sub> Laser with PSD and Hi-Scan V2LR Scanning System  SmartXide Touch Fractional CO <sub>2</sub> Laser with PSD and Hi-Scan V2LR Scanning System  Multifunctional Platform	Feminine rejuvenation: restore natural physiological and mechanical mucosa conditions; improve reduced vaginal lubrication, vulvar itching and painful intercourse. PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), selectable free hand handpiece, TFT touch screen monitor, Stack and Smart track delivery modes, dedicated patient database and user protocol storage. Open to colposcopy and laparoscopy attachments. Multidisciplinary. Feminine rejuvenation: restore natural physiological and mechanical mucosa conditions; improve reduced vaginal lubrication, vulvar itching and painful intercourse. PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), selectable free hand handpiece, TFT touch screen monitor, Stack and Smart track delivery modes, dedicated patient database and user protocol storage. Multidisciplinary. Flexible multifunctional platform; several handpieces with integrated peltier skin contact cooling. Different filter solutions for permanent hair reduction, treatment of vascular and pigmented lesions, photorejuvenation, vascular lesions, treatment of acne, hair removal (suggested on all skin types), benign pigmented lesions, treatment of tattoos and permanent hair reduction. Up to 10 Hz rep rate available on laser wavelengths. Contact cooling and delivery pulse settings available; up to 120,000 shots guaranteed IPL. No disposables.	Contact mfr.  Contact mfr.
DermPRO	DermPRO Custom Online Store QuotePRO Cosmetic Procedure Quoting Tool	SaaS-based Ecommerce Solution SaaS-based E-commerce solution for procedure quoting and automated lead nurturing.	Turn-key E-commerce site and merchandising/marketing services. Automated lead nurturing to convert quoted patients to purchase.	Starts at \$2,000 Starts at \$2,000
Fotona	StarWalker MaQX  TimeWalker	Q-Switched Pico/Nano (523 nm, 585 nm, 650 nm, 1064 nm)  2940 nm Er:YAG / 1064 nm Nd:YAG	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. Fotona4D non-invasive facelift, SmoothEye, LipLase, vascular, acne, hair removal, fractional and full-field resurfacing, benign lesions and photobiomodulation.	Contact mfr.  Contact mfr.
Kellida Inc.	miRing	Injector Aspiration Device	FDA registered, patent-pending, high quality, anti-microbial silver medical injector ring. Can be used with 99% of per-package aesthetic syringes on the market and up to a 5 cc BD syringe. Enables the injector to make a one-handed aspiration, which improves safety and accuracy. Eliminates the need to switch hands to aspirate.	\$249.00
Lasering USA	MiXto Pro / V-Lase	Non-Fractional, Non-Ablative CO <sub>2</sub>	Safe, painless, non-ablative CO <sub>2</sub> soft tissue therapy for gynecology, ENT, dentistry and dermatology.	Rent at \$1,575/month
Quanta System	Discovery Pico Discovery Pico Plus Discovery Pico Derm  Thunder Series  DenaVe (manufactured for Cartessa Aesthetics)	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. 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. Solid State 585 nm Laser with no consumables. Scanner controlled by a touchscreen. Optional spot sizes: 0.5, 1, 1.5, 3 mm.	Benign pigmented lesions, tattoo removal, wrinkles and acne scars.  Dermatological vascular treatments, permanent hair reduction and wrinkles.  Benign vascular lesions and benign pigmented lesions.	Contact mfr.  Contact mfr.  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.

# Emerging Aesthetic Technologies Comparison Chart

Supplier	Product	Technology	Applications	Price
Rohrer Aesthetics, LLC	Spectrum	Multi-Platform Laser/IPL	Hair removal, tattoo removal, skin resurfacing, vascular reduction and pigment reduction. FDA approved for dermatological, gynecological and general surgery procedures. Benefits of a long-pulsed YAG (1064 nm) laser, an 810 nm diode laser and a long-pulsed Alexandrite (755 nm) laser combined in one platform. The EpiLaze is the only system that includes all three of the gold standard hair removal wavelengths. Strengthening and toning muscles. Removal of vascular and pigmented lesions. Tattoo removal, vascular and pigmentation reduction. Skin tightening.	\$59,995
	Phoenix CO <sub>2</sub>	CO <sub>2</sub> Laser		\$47,495
	EpiLaze	Alexandrite, 810 nm, Long Pulsed YAG		\$44,995
	BodyTone Vein-Go 532 nm Laser PicoLazer PiXeI8-RF Micro-Needling	Micro-energy pulses of Bio-Electric Current 532 nm Laser 450 PicoSecond Yag/KTP Laser 2 MHz RF		\$59,995 \$34,995 \$59,995 \$39,995
Saratoga Aesthetics	LASEmaR1500 by EUFOTON Medical Lasers	1470 nm Diode Laser	ENDOLIFT skin tightening.	Contact supplier
Symplast	Symplast Electronic Health Records/Practice Management	Cloud-Based EHR/PM Technology suitable to be run on all hardware	EHR/PM, revenue cycle management, photo storage & management, patient app, virtual consultations, online appointment requests, e-prescription, billing, lead management, point of sales, reports & dashboards, secure texting (HIPAA compliant), appointment reminders, e-sign consents, patient/appointment conversion graphs and much more.	Per Project
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. Not all devices are FDA cleared for the application(s) indicated.

## Product Profiles



### Incredible Marketing

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

Incredible Marketing: 800-949-0133 or visit [www.incrediblemarketing.com](http://www.incrediblemarketing.com)



### Ultracontour

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

MedixSysteme AG: +423 3730440 or visit [www.medixsysteme.li](http://www.medixsysteme.li)



### PlasmaMD

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

Aesthetics Biomedical Inc: 800-526-7029  
or visit [www.PlasmaPenMD.com](http://www.PlasmaPenMD.com)

# Body Shaping Technologies Comparison Chart

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

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

# Body Shaping Technologies Comparison Chart

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

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

## Product Profiles



### miRing

miRing™, an innovative medical injector ring, is an FDA registered, patent-pending, high quality, anti-microbial silver ring device. miRing can be used with 99% of per-package aesthetic syringes on the market and up to a 5 cc BD syringe. miRing enables the injector to make a one-handed aspiration, which improves safety and accuracy. No shaky hands, no second-guessing proper placement and most of all, no switching hands to aspirate.

miRing USA, a product of Kellida Inc.: [info@miringusa.com](mailto:info@miringusa.com) or visit [www.miringusa.com](http://www.miringusa.com)



### Podium

Podium is a customer messaging platform that enables companies with a local presence to conveniently connect with their customers at critical touchpoints to help them strengthen their business. By conveniently facilitating millions of customer interactions, such as driving customer-generated online reviews and providing improved customer messaging tools, Podium serves more than 60,000 local businesses in the U.S., Canada and Australia.



### Atera FUE-100

The Atera FUE-100 hair restoration system updates the hair restoration market with the latest advancements in follicle unit extraction technology. Atera FUE-100 is defined by its proprietary liquid follicle transport system, which dramatically increases follicle viability, and its automated harvesting process whereby grafts are automatically counted, collected, moistened and cooled for maximum efficiency.

CureVoya: 916-400-9958 or visit [www.CureVoya.com](http://www.CureVoya.com)

Podium: 855-716-0428  
or visit <https://www.podium.com/>



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# Product Profiles



## Vivace Microneedle RF

The Vivace® Microneedle RF device is the newest generation of radiofrequency microneedling and is FDA-cleared for your safety. This minimally invasive treatment stimulates the natural production of collagen and is shown to be effective in alleviating facial wrinkles, fine lines and tightening and toning the face and neck. Vivace is designed for an incomparable, comfortable patient experience. If you are looking for optimal results for your patients, look no further than the Vivace Experience®.

Aesthetics Biomedical Inc: 800-526-7029  
or visit [www.vivaceexperience.com](http://www.vivaceexperience.com)



## EMSELLA

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

BTL: 866-285-1656 or visit [www.bodybybtl.com](http://www.bodybybtl.com)



## Rejuvagen NXT

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

Refine USA, LLC: 866-590-5533 or visit [www.refineusa.com](http://www.refineusa.com)



## PiXeI8-RF

The PiXeI8-RF uses bipolar RF energy alongside minimally invasive microneedles (insulated and non-insulated) to facilitate effective, non-surgical skin tightening with little to no downtime. During the treatment, heat is delivered deep within the skin layers to stimulate and remodel collagen, and regenerate elastin cells. This results in a firmer, smoother, and more consistent skin surface. Call to find out how the PiXeI8-RF can be placed in your office for \$39,995.

Rohrer Aesthetics: 205-940-2200 or visit [www.rohreraesthetics.com](http://www.rohreraesthetics.com)



## Z Wave Q

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

Zimmer Aesthetic Division: 800-327-3576 /  
[info@zimmerusa.com](mailto:info@zimmerusa.com) or visit [www.ZimmerUSA.com](http://www.ZimmerUSA.com)



## QuadraLASE CO<sub>2</sub> Repair Service

QuadraLASE™ is a private label CO<sub>2</sub> laser manufactured by Lasering S.r.l. Lasering USA is factory trained and authorized to provide repair service and advanced clinical training. We also have a trade-up program to the Slim Evolution II Pro with or without V-Lase accessories. Additional accessories are available for numerous surgical applications from Lasering USA. Ask about our Trade-up Rental Program.

Lasering USA: 866-471-0469 or email [info@laseringusa.com](mailto:info@laseringusa.com)



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or visit [www.AdviceMedia.com](http://www.AdviceMedia.com)



## Dynamis

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

Fotona: 972-598-9000 or visit [fotona.com/us](http://fotona.com/us)

## Renuvion

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



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



## SmartXide Tetra

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

DEKA: +39 055 88 74 942 or visit [www.dekalaser.com](http://www.dekalaser.com)



## FotoFinder ATBM Master

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

FotoFinder: 888-501-0805  
or visit [www.fotofinder-systems.com](http://www.fotofinder-systems.com)



## Fraxis PRO

Introducing Fraxis PRO, Cutera's multi-technology platform with two clinically proven unique modalities that combine CO<sub>2</sub> laser technology and radiofrequency microneedling for progressive multi-layer dermal remodeling with defined results. The procedure options are ideal for skin revitalization concerns improving scarring, wrinkles\* and stretch marks, while enhancing skin tone and texture, and promoting neocollagenesis through skin resurfacing.

\*Wrinkle reduction through hermostasis and coagulation.

Cutera: 415-657-5000 or visit [www.cutera.com](http://www.cutera.com)

# Product Profiles



## MiXto/V-Lase

V-Lase® is a non-ablative surgical procedure for soft tissue coagulation utilizing patented Chopped CW CO<sub>2</sub> laser technology. The non-ablative photothermal effect addresses numerous conditions in gynecology, dermatology, dental and ENT. The V-Lase procedure is based on laser-induced, mild, controlled heating/coagulation of soft tissue without ablation or excessive thermal damage. Additional accessories are available for skin resurfacing and numerous surgical applications. Rent at \$1,575 per month.

Lasering USA: 866-471-0469  
or visit [www.v-lase.com](http://www.v-lase.com)



## BodyTone

BodyTone uses micro-energy pulses of bio-electric current to replicate the effects of normal exercise by flexing and contracting muscles. The Bioptic impulses are delivered through a series of different waveforms that stimulate and confuse the muscle which helps to build mass. A BodyTone treatment only takes 25-minutes and best of all there is no downtime. Priced at \$59,995. For additional details please call Rohrer Aesthetics at 205-940-2200.

Rohrer Aesthetics: 205-940-2200 or visit [www.rohleraesthetics.com](http://www.rohleraesthetics.com)



## EMSCULPT

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

BTL: 866-285-1656 or visit [www.bodybybtl.com](http://www.bodybybtl.com)

**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.



## SoME Skincare

SoME® Skincare is a rejuvenating topical anti-aging skincare product that uses a proprietary blend of ingredients combined by your physician with your own Platelet Rich Plasma (PRP) to give you a truly personalized cosmetic experience. SoME Skincare reduces the appearance of fine lines and wrinkles, enhances skin tone and texture, discoloration, puffiness and darkness around the eyes. Until now, there has never been an autologous topical skincare product backed by dermatologists with proven results. SoME Skincare + PRP uses the body's own regenerative properties to stimulate natural collagen and elastin for visibly renewed firmness and luminosity.

Aerolase: 914-345-8300 or visit [www.aerolase.com](http://www.aerolase.com)



## Potenza

Cynosure's Potenza™ radiofrequency (RF) microneedling device is the world's first RF microneedling system that combines monopolar and bipolar RF at 1 MHz or 2 MHz frequencies in a single device. Its four modes offer customized microneedling treatments for patients, allowing practitioners to deliver shallow and deep treatments from one system. The device is equipped with Tiger Tip™ technology, the first semi-insulated needles of its design, allowing practitioners to expand treatment zones and address more tissue per treatment.

Cynosure: 978-256-4200 or visit [www.cynosure.com](http://www.cynosure.com)

Aesthetics Biomedical Inc: 800-526-7029  
or visit [www.SoMESkincare.com](http://www.SoMESkincare.com)



# Product Profiles



## Vein Go

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

Rohrer Aesthetics: 205-940-2200  
or visit [www.rohleraesthetics.com](http://www.rohleraesthetics.com)



## Collagen P.I.N.

Break through to ageless skin with Collagen P.I.N., an advanced, medical grade, automated percutaneous induction needling device. With more power and more needles, this non-invasive technology delivers controlled microchannels, resulting in enhanced collagen and elastin regeneration. Safe and effective for all Fitzpatrick skin types, it targets photo-aging, acne, scarring and more. Our private label skincare is the culmination of years of research, expertise, and input from physicians seeking very specific formulations. We offer 80+ unique and innovative products not available from other skincare companies.

Induction Therapies, makers of Collagen P.I.N.: 877-746-4407  
or visit [www.collagenpin.com](http://www.collagenpin.com) / [www.inductiontherapies.com](http://www.inductiontherapies.com)



## SkinPen

SkinPen® by Crown Aesthetics 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.

Crown Aesthetics: 888-372-3982 or visit [www.crownaesthetics.com](http://www.crownaesthetics.com)



## PCA SKIN Micro Peel At-Home Kit

Bring corrective care into your patient's home with PCA SKIN®'s Micro Peel At-Home Kit. This micro peel was developed as an excellent first-time treatment for professional-grade, visible results at home and to maintain skin health in between professional treatments. Featuring PCA SKIN's Enzymatic Treatment, this exclusive kit includes a gentle, yet effective custom protocol developed by skincare professionals and all the tools needed to dramatically brighten and rejuvenate all skin types at-home.

PCA SKIN: 877-PCA SKIN (722-7546) or visit [www.pcaskinpro.com](http://www.pcaskinpro.com)



## ADVATx

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

Advalight: 888-354-5551  
or visit [www.advalight.com](http://www.advalight.com)



## EMTONE

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

BTL: 866-285-1656 or visit [www.bodybybtl.com](http://www.bodybybtl.com)

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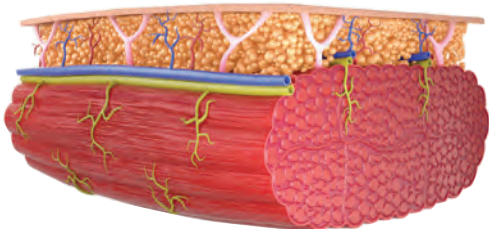
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BEFORE



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Results and patient experience may vary. As with any medical procedure, ask your doctor if the Emsculpt Neo<sup>®</sup> procedure is right for you. Emsculpt Neo<sup>®</sup> is intended for non-invasive lipolysis (breakdown of fat) of the abdomen and reduction in circumference of the abdomen with Skin Type I to Skin Type III. Emsculpt Neo<sup>®</sup> is also cleared for improvement of abdominal tone, strengthening of the abdominal muscles and development of firmer abdomen. Strengthening, toning, firming of buttocks, thighs, and calves. Improvement of muscle tone and firmness for strengthening muscles in arms. ©2020 BTL Group of Companies. All rights reserved. BTL<sup>®</sup>, EMSCULPT NEO<sup>®</sup> and EMSCULPT<sup>™</sup> are registered trademarks in the United States of America, the European Union, or other countries. The products, the methods of manufacture or the use may be subject to one or more U.S. or foreign patents or pending applications. Trademarks EMSCULPT<sup>™</sup>, EMSCULPT NEO<sup>™</sup>, Emsella<sup>™</sup>, EMTONE<sup>™</sup>, EMBODY<sup>™</sup>, and HIFEM<sup>™</sup> are parts of EM<sup>™</sup> Family of products. \*Data on file.

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- Acne & Acne Scar Revision
- Permanent Hair Removal
- Pigmented Lesions

## TimeWalker™

- Fotona4D<sup>®</sup> Non-Invasive Laser Facelift
- NightLase<sup>®</sup> Snoring Treatment
- LipLase™
- EyeLase™
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To learn more, contact Fotona at (972) 598-9000 or [info@fotona.org](mailto:info@fotona.org)!



Dynamis Pro



TimeWalker™