New Dermapen 4 Generates
3 Extra Profit Centres for Practices

Speed, convenience, safety, drag and with less pain - meet the most technologically advanced cosmetic pen in history.

In an era where technology has taken aesthetic treatments to a whole new level, after years of research Stene Marshall’s advanced engineering has forged a technically advanced breakthrough. Thanks to the automatic calibration of the needle to the pen, you can now adjust depths in 100 micron (instead of 500) increments up to 3mm, opening up three additional profit centres including pain free 1. Hair Restoration 2. Eye Treatments and 3. Scar Treatments.

Growing Scar Treatment Market, increasing at 9.7% Per Annum

Predicted to Reach $34.5 Billion by 2025

What’s more, you’ll get a priority listing on the worldwide clinic finder, complimentary access to advanced education hosted by Dr. Andrew Christie - and tested and proven marketing materials.

3. Less Pain, Greater Patient Comfort

As the world’s only micro-needling pen featuring AOVN4, there’s faster oscillation for more comfortable treatments - no numbing cream required.

4. The Safest Device Ever

With zero drag, and guaranteed to prevent ANY backflow of fluids, the expertly engineered medical grade Anti Contamination Mechanism (with Build in Fluid Guard) has been designed so even under challenging conditions, nothing will penetrate its protective barrier. It’s the ultimate in cross contamination prevention.

YOU’RE NOT JUST INVESTING IN A PEN
YOU’RE SECURING A ROBUST NEW PROFIT CENTRE

And that’s just the beginning - here are some of the other advantages practices all over the world are now raving about...

1. Rapid Results - 47.69% More Microchannels

Generating 1920 holes per second, the Dermapen 4 generates 47.69% more holes than the Dermapen3, and 104% more micro channels than the average counterfeit device. The extra 620 holes forge superior fractional channels to your patient’s skin which allows for a better healing response and faster results.

2. New Marketing Method to Drive

More Patients to Your Practice Dermapen 4 treatment providers gain exclusive access to new treatment protocols, for attracting more business, including the exclusive Dermapen Fractional Million Makeover™, and the new Dermapen4 “ST” Scar Treatment protocol.

With a 7 year warranty, including parts and labour, there’s simply nothing else that compares...

The battery can now perform at the same level as the mains for up to 1.5 hours without any lag - so there’s no need to use a cord.

The larger, easy to read screen means you’ll never have to stop a treatment to check the settings. And with the bluetooth automatic updates, your device will never become obsolete. No microneedling pen in the world delivers a more flawless result, faster - to get your clients raving about your practice, and sending referrals in your direction.

The choice is yours. This is a pen for practices who are ready to take things to the next level. If that’s you, go to DermapenWorld.com/upgrade to download your complimentary white paper, “12 reasons thousands of practices are upgrading to the Dermapen 4.” Everything is explained in detail, to allow you to make an informed decision.

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ORIGINAL • TRUSTED • AUSTRALIAN
Dermapen’s Advanced Microneedling Technology Improves Safety and Profitability

By Jeffrey Frentzen, Executive Editor

The recently released Dermapen 4 from DermapenWorld (Sydney, Australia) is setting a new benchmark in microneedling technology. Upgrading the microneedling market by offering an advanced 16-needle cartridge design capable of precise, drag-free penetration with regulated suction release, Dermapen 4 generates 1,920 puncture channels per second, which creates more microchannels. These enhancements enable skin rejuvenation and the infusion of active substances at faster rates, while providing safer treatments across all body areas.

This device’s patented needle cartridge features 33-gauge stainless steel, gamma sterilized needles that oscillate as high as 120 revolutions per second (7,200 rpm), allowing increased maneuverability for operators.

In addition, the unit’s patented radiofrequency identification (RFID) system provides unparalleled and accurate needle penetration depth by automatically and consistently calibrating the needle cartridge with the device. Proprietary Advanced Oscillating Vertical Needle (AOVN) technology mechanically calibrates the motor speed, pressure and penetration, allowing the operator to perform scar treatment at 3.0 mm, which was not previously achievable in a microneedling device.

“Not only is Dermapen 4 loaded with the latest technology, clinical results include increased procedural efficacy, which promotes patient safety without the usual risks associated with other microneedling devices or rollers,” stated Tijion Esho, M.B.Ch.B., M.R.C.S., M.R.C.G.P., a cosmetic surgeon in London, U.K.

Dermapen is a go-to treatment modality for skin rejuvenation that works with all skin types, said Sheila Nazarian, M.D., a plastic surgeon in Beverly Hills, Calif. “When I started my practice, a lot of my patients had darker skin types, and I am also pigmented. Some laser-based devices burn the skin, and when pigmented skin burns, we turn brown. So, I was looking for something mechanical that I could offer my darker skin type patients that wouldn’t produce pigmentation disorders. It also does a great job on acne scars.”

“My first reaction was ‘wow’; it is like having a Knight Rider in your hand,” Dr. Esho commented. “You have so much precision over a greater area. I fell in love with it, not just because of the design, but because of how easy the glide was and how powerful it is in comparison to other devices.”

According to Andrew R. Christie, M.D., a medical trainer and health science specialist in Paris, France, “Dermapen 4 is the fastest automated pen on the market. It has 1,920 microchannels per second. Nothing beats that. You can work a lot faster, and it makes for a more profitable procedure. Ultimately, the speed of treatment also makes it more comfortable for the patient. I can treat a full face in around four minutes.”
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and maximize the use of puncture channels that I’m actually working with, as well.”

**Practical for all Skin Types**

For years, Anne Wetter, M.D., a dermatologist in Stockholm, Sweden, was looking for a device that could work well with the skin’s structure and various types of scars. She had previously used a dermaroller to treat hair loss and acne scars.

“When I moved to the Dermapen, I found that it used a completely different technique: an array of needles that worked very close to the skin in an organized pattern like a fractionated laser, but without the adverse effects associated with light energy,” Dr. Wetter shared.

In Dr. Nazarian’s experience, Dermapen is a very useful tool for collagen production in the face. “What I explain to the patients is that we are basically tricking the face into thinking it is injured. We’re creating all the small microinjuries that help send in the fibroblasts, which are the collagen producing cells. And you start boosting collagen all over the place. It creates little microscars so that the wound can heal.”

Dermapen 4’s ability to treat faster and deeper is a huge benefit, added Dr. Esho.

“With the older pen, the penetration would reach 2.5 mm, but Dermapen 4 can reach 3.0 mm. Obviously, when it is set to that depth you won’t be able to glide, but you have the functionality to slow the rate of puncture at particular sites, which is amazing,” he said.

**Enhanced Ergonomics Improve Efficiency**

In addition to technical enhancements, Dermapen 4’s handheld ergonomics are a major advancement over earlier versions.

Improved balance and weight distribution require less pressure to achieve needle contact on the skin, which also reduces or eliminates operator fatigue and discomfort. The new device also offers integrated Bluetooth connectivity, allowing practitioners to wirelessly update Dermapen 4’s calibration tables and firmware, which secures the physician’s investment into the future as it can be continually upgraded. Additionally, it now incorporates a rechargeable battery in addition to the standard power cord; and features an onboard real-time display.

“I love Dermapen 4’s ergonomic design,” Dr. Esho expressed. “The LCD screen allows for the very visual way we work these days, and the ability to see what power levels are being used directly in front of us makes the process a lot more responsive than when we had to turn the dial on the older pens.”

The versatility of having both corded and battery power is highly desirable, Dr. Christie added.

“I do a lot of traveling, so I’m not always that familiar with the surroundings of the treatment room that I’m in. In addition, you now get the same level of power from the battery as what you get from the main cord,” he pointed out.

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**The Evolution of Dermapen**

![Image of Dermapen devices from 2011 to 2018]
Protocols for Scar Treatment

A traditional treatment modality of microneedling addresses scars, and this is where Dermapen 4 really shines, Dr. Esho stated.

“We have a lot of patients suffering from acne scarring, and there is a big psychological connotation associated with this indication. These patients become depressed and very anxious because they have already tried several other therapies, including peels and skin-care products, and the scarring hasn’t improved,” he explained.

Dermapen 4 offers dedicated treatment protocols for scar revision, including deep, atrophic scars, striae and post-acne scars.

“It is important to look at the origins of how people have worked on scars over the last 30 or 40 years,” Dr. Christie noted. “I like the fact that Dermapen 4 has this specific scar treatment setting. I have utilized some of the pioneering techniques of subcision and some angled techniques that get to the very core of hardened hypertrophic scars. A benefit of this device is that it includes some stamping innovation for changing the angle so that I can minimize downtime and pain to the patient while maximizing needle penetration.”

Beyond scar procedures, Dermapen 4 can be customized to expand the number of indications that can be treated.

“A single needle cartridge stretches over a large surface area, which makes the treatments very affordable for patients coming in to get a full-face procedure from the forehead down to the chin,” noted Dr. Christie. “I can also treat the neck, décolletage, backs of the hands and thighs in the same session while still using the single needle cartridge. I just change the glide or the products I’m infusing into the skin for these areas. I like that flexibility. In addition, there’s no scabbing, grazing or bruising.”

Versatile and Combination Applications

“Of my patients, 99% are eligible for procedures using Dermapen, and I like that flexibility,” Dr. Esho reported. “It means I can treat the face and other body areas in a single session. This device gives the practitioner so much range in depth. There’s physically nowhere that I cannot use it.”

The company is also very open to helping practitioners create new treatment protocols, noted Dr. Esho.

“I’ve engaged in a dialogue with the developers to suggest how to make the product even better. They have really responded well, and I’d say they have included nine out of the ten new features and functionalities that I wanted in Dermapen 4 before I even mentioned them; and surprised me with a few others,” he said.

Part of the dialogue has involved new ways to employ Dermapen in combination protocols. Users have found that the system works synergistically with various modalities such as energy-based systems and other therapies.

As stated by Dr. Esho, “We are combining the pen with more treatment modalities. For instance, I will combine the Dermapen with a fractional laser to achieve some amazing results. In the future, we will move away from single modality pens. I think the trend is towards dual or triple modality devices.”

Dr. Christie agrees that microneedling has logically moved away from straightforward collagen induction into novel aesthetic modalities and unexpected areas of medicine. “The challenge with microneedling is that it has always been associated with collagen induction therapy, but we must remember that a fibroblast produces not only collagen and elastin, but also hyaluronic and glycol proteins,” he said. “I see so many new
innovations with microneedling. It has certainly developed above and beyond just scar tissue treatment.”

Another area where Dermapen 4 pushes the envelope is in tattoo removal where integration of the separate Dermapen Tatoff Activator Infusion Device, and a new Tatoff Needle Cartridge allow for non-laser, all color tattoo removal that can be used alone or combined with standard laser-based techniques to achieve full tattoo clearance. Furthermore, the device’s fast treatment times can be helpful for clinics that experience patient attrition due to the number of sessions needed to achieve full clearance using other modalities, such as lasers.

“Look at traditional tattoo removal using a Q-switched laser,” Dr. Christie began. “It is very easy for a patient to turn up for a single appointment, but it can be more difficult to get them to come in for subsequent sessions. It could be because the treatment is painful or too time consuming. Dermapen eliminates many of these kinds of problems.”

Whether practitioners use Dermapen as a standalone procedure or in combination with other modalities, “it is far quicker and effective, as well as more comfortable and affordable for the patient, and they come back,” Dr. Esho stated. “I look at the modern patient and they are a unique phenomenon. They want the world, they want it now and at minimal cost. They also want it with minimal pain and without any downtime at all.”

“Practitioners will tend to combine microneedling with their own serum or growth factors, which can be more affordable to patients, especially when utilizing the unique protocol products developed specifically for microneedling,” Dr. Nazarian reported. “Patients see a glow to the skin and a little bit of tightening or shrinkage.”

Dermapen 4 can infuse PRP, mesotherapy and other serums utilizing the company’s new Meso-Infuse Needle Cartridge, which promotes pinpoint delivery and precision. “So, we’ve seen great success in dealing with acne, melasma, hyperpigmentation, hypopigmentation, even alopecia. Therefore, microneedling, and the Dermapen 4 in particular, are quite versatile,” Dr. Christie continued.

PRP Infusion Applicator

Dr. Esho noted that Dermapen 4’s implementation of PRP infusion is novel.

“One thing I discovered about delivery of PRP is that when you use it with a syringe it just wants to go everywhere,” he said. “When that would happen I kept thinking, ‘why can’t there be a way for the PRP to stay inside the chamber and made available only when it is needed?’ One of the new Dermapen 4 needles actually has an applicator that allows you to pump the PRP into the microneedling chamber through a tube and directly into the skin, so that the fluid is confined to a specific target area. It is such a simple alteration, but it is ingenious. I can see a lot of practitioners using that, including myself.”

In Dr. Christie’s experience, using the Dermapen to infuse PRP takes less time than other methods, “And that translates into more money for me,” he said. “I’ve had great success with PRP, taking into consideration the time needed to administer a single technique. Also, when it is at that level of treatment time, it increases comfort for the patients.”

Responding to Contamination and Cost Concerns

With microneedling, an important concern among both patients and practitioners is needle sterility. Dermapen 4’s gamma-sterilized cartridge and needles include retention valves that alleviate the build-up of procedural pressure within
the needle cartridge. The new cartridge also has an anti-contamination management system built in to every unit, guaranteeing there will never be any fluid back flow into the device itself. These innovations remove the risk of cross-contamination while confirming pressure-free contact with the skin during procedures.

According to Dr. Christie, “With rollers we would reuse them. I've never been a fan of that practice, and thankfully we saw the industry advance into automated devices. One of the first things I would look at was making sure the needle cartridges were sterile and only single use.”

“As microneedling developed into what you could say is a blood treatment and for infusion of mesotherapy and PRP, etc., one concern has also been related to protection for the device and the patient,” Dr. Christie continued. “My question was, ‘so where is that fluid actually going? Is it going into the pen or onto the pen?’ Dermapen 4 contains mechanisms to guarantee that there is no contamination. Fluid cannot get into the needle cartridge, which means there is no compromise in quality or safety from patient to patient, and it is less expensive for the practitioner, too.”

Furthermore, some of the microneedling-related expenses are affordable when compared with other modalities, Dr. Christie added.

“The nice thing about microneedling is the cost of consumables is quite low,” he stated. “If I can treat a whole face in four minutes, then theoretically I could see more than four patients an hour. The cost of that treatment is just the needle cartridge. This translates into an incredibly small investment. We’re not paying the high cost of a laser or a vial of filler. In my view, it is the easiest and quickest way for a practitioner to add revenue.”

In addition, DermapenWorld cares for its customers very well, expressed Dr. Wetter.

“The company’s technical support is excellent. They not only listen to the customer, I do a lot of clinical studies and they are very open to helping me. For instance, I'm doing a study right now about how to stimulate collagen growth in the décolletage area for skin rejuvenation. They support this work 100% and make it very easy for clinicians to advance and create new Dermapen protocols.”

Overall, Dermapen is poised to advance microneedling therapy in innovative ways, said Dr. Esho.

“My patients that have had microneedling procedures in the past and now receive Dermapen treatments comment on how easy it is on their skin, how easy the glide is and the quality of results,” Dr. Esho expressed. “If I didn’t believe in this technology, you could pay me all the money in the world and I wouldn’t use it. I’m getting great results with Dermapen.”

As stated by Dr. Nazarian, “I’m very happy with microneedling technology. It offers a very quick, easy procedure. Also, microneedling with PRP is on everybody’s mind right now. Whenever I give my talks about return on investment on devices, I always say microneedling systems will get paid off quicker than any other device you’ve ever purchased.”

“If I didn’t believe in this technology, you could pay me all the money in the world and I wouldn’t use it. I’m getting great results with Dermapen.”
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SLIMUS

LVAT = Laser Vibration Alliance Technology
1060nm Diode Laser & Vibration
25 Minute Treatment

Extension Cradle
Voice Instruction Function
Sub LCD

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<table>
<thead>
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Cellulite treatment and enhanced body contouring

“Catch the Z Wave” with Sound Wave Technology

before application  
before application  
before application  
before application

High frequency ultrasound before & after Z Wave

after 10 treatments  
after 10 treatments  
after application  
after application

“Our 2016 CoolSculpting™ revenue was the best we had for the past few years. In spite of increasing CoolSculpt competition in the area, our business more than doubled from 2015 to 2016 since we added Z Wave. It was Z Wave that helped us stand out with a competitive advantage in our marketplace.”

- Steven Weiner, MD, Facial Plastic Surgeon, Santa Rosa Beach, FL

“We added Z Wave to our CoolSculpting™ practice as we knew it would both reduce pain and increase treatment efficacy. I was pleasantly surprised to see how many of our patients are enjoying its results as a standalone treatment for cellulite. It’s really the first cellulite reduction system that has delivered consistent results in our hands... I appreciate that Zimmer doesn’t incorporate consumables or cards so the Z Wave literally paid for itself in its first months.”

- Ross Kaplan, MD, Coastal Dermatology, Camarillo, CA

Zimmer
Aesthetic Division
25 Mauchly, Suite 300
Irvine, CA 92618
tel (800) 327-3576
fax (949) 727-2154
info@zimmerusa.com
www.zimmerusa.com
shop.zimmerusa.com
NOW APPROVED

For the treatment of raised seborrheic keratoses

TOPICAL
For external, topical use only

IN-OFFICE APPLICATION
By a healthcare provider

AESTHETIC
Self-pay billing model

Ready... Set... eskata™

Get your office ready for ESKATA by visiting ESKATAHCP.com.

Indications and Usage
ESKATA™ (hydrogen peroxide) topical solution, 40% (w/w) is indicated for the treatment of seborrheic keratoses that are raised.

IMPORTANT SAFETY INFORMATION
ESKATA is to be administered by a healthcare provider. For topical use only. Not for ophthalmic use. Not for open or infected seborrheic keratoses.

CONTRAINDICATIONS
None.

WARNINGS AND PRECAUTIONS
Do not apply to the eyes or mucous membranes. Avoid treating seborrheic keratoses within the orbital rim. Direct contact with the eye can cause corneal injury (erosion, ulceration, perforation, and scarring), chemical conjunctivitis, eyelid edema, severe eye pain or permanent eye injury, including blindness. If accidental exposure occurs, flush with water for 15 to 30 minutes, initiate monitoring and further evaluation as appropriate.

Skin reactions occurred in the treatment area after application of ESKATA. Severe local skin reactions included erosion, ulceration, vesication and scarring. Do not retreat until the skin has recovered from any reaction caused by the previous treatment.

MOST COMMON ADVERSE REACTIONS
The most common adverse reactions include erythema (99%), stinging (97%), edema (91%), scaling (90%), crusting (81%), and pruritus (58%).

You are encouraged to report negative side effects of prescription drugs to the FDA. Contact Aclaris Therapeutics, Inc. at 1-833-ACLARIS or 1-833-225-2747 or FDA at 1-800-FDA-1088 or www.fda.gov/medwatch.

Please see brief summary of full Prescribing Information.
ESKATA™
(hydrogen peroxide) topical solution, 40% (w/w)

BRIEF SUMMARY OF PRESCRIBING INFORMATION

INDICATION AND USAGE
ESKATA is indicated for the treatment of seborrheic keratoses that are raised.

DOSEAGE AND ADMINISTRATION

Important Administration Information
ESKATA is to be administered by a healthcare provider.

For topical use only. Not for oral, ophthalmic, or intravaginal use.

Do not apply ESKATA topical solution to open or infected seborrheic keratoses.

During a single in-office treatment session, apply ESKATA to seborrheic keratoses 4 times, approximately 1 minute apart. After one use, discard the unit dose applicator.

If the treated lesions have not completely cleared approximately 3 weeks after treatment, another treatment may be administered following the same procedure.

DOSEAGE FORMS AND STRENGTHS
ESKATA topical solution is a clear, colorless solution containing 40% (w/w) hydrogen peroxide.

CONTRAINdications
None.

WARNINGS AND PRECAUTIONS

Eye Disorders
Do not apply to the eyes or mucous membranes. Avoid treating seborrheic keratoses within the orbital rim. Direct contact with the eye can cause corneal injury (erosion, ulceration, perforation, and scarring), chemical conjunctivitis, eyelid edema, severe eye pain, or permanent eye injury, including blindness.

If accidental exposure occurs, flush with water for 15 to 30 minutes and initiate monitoring, and further evaluation as appropriate.

Local Skin Reactions
Skin reactions occurred in the treatment area after application of ESKATA. Severe local skin reactions included erosion, ulceration, vesication and scarring. Do not initiate a second treatment course with ESKATA until the skin has recovered from any reaction caused by the previous treatment.

ADVERSE REACTIONS

Clinical Trials Experience Because clinical trials are conducted under widely varying conditions, 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 practice.

The data described below reflect exposure to ESKATA or vehicle in a total of 937 subjects with seborrheic keratoses that are raised. Overall, 42% of the subjects were male and 58% were female. Ninety-eight (98) percent of the subjects were Caucasian and the mean age was 68.7 years.

At each visit, local skin reactions were graded for severity to determine the maximum severity after treatment. Table 1 presents the percentage of subjects with the local adverse reactions by the most severe grade reported during the course of the trials.

### Table 1. Percentage of Subjects with Local Skin Reactions by Severity

<table>
<thead>
<tr>
<th>Reaction</th>
<th>ESKATA N=467</th>
<th>Vehicle N=470</th>
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<tbody>
<tr>
<td></td>
<td>Mild</td>
<td>Moderate</td>
</tr>
<tr>
<td>Erythema</td>
<td>13</td>
<td>67</td>
</tr>
<tr>
<td>Stinging</td>
<td>34</td>
<td>49</td>
</tr>
<tr>
<td>Edema</td>
<td>28</td>
<td>48</td>
</tr>
<tr>
<td>Scaling</td>
<td>49</td>
<td>36</td>
</tr>
<tr>
<td>Crusting</td>
<td>34</td>
<td>38</td>
</tr>
<tr>
<td>Pruritus</td>
<td>34</td>
<td>18</td>
</tr>
<tr>
<td>Hyperpigmentation</td>
<td>32</td>
<td>7</td>
</tr>
<tr>
<td>Vesicles</td>
<td>21</td>
<td>3</td>
</tr>
</tbody>
</table>

Common local skin reactions observed 10 minutes after treatment include: erythema (98%), stinging (93%), edema (85%), pruritus (32%), and vesication (18%).

Common local skin reactions observed 1 week after treatment are scaling (72%), erythema (66%), crusting (67%), pruritus (18%), erosion (9%), and ulceration (4%).

Common local skin reactions observed 15 weeks after the initial treatment are erythema (21%), hyperpigmentation (18%), scaling (18%), crusting (12%), and hypopigmentation (7%).

Less common adverse reactions occurring in ≤0.5% of subjects treated with ESKATA include eyelid edema (0.6%) and herpes zoster (0.6%).

USE IN SPECIFIC POPULATIONS

Pregnancy Risk Summary Hydrogen peroxide is not absorbed systemically following topical administration, and maternal use is not expected to result in fetal exposure to the drug.

Lactation Risk Summary Hydrogen peroxide is not absorbed systemically by the mother following topical administration, and breastfeeding is not expected to result in exposure of the child to hydrogen peroxide.

Pediatric Use Seborrheic keratoses is not seen in the pediatric population.

Geriatric Use Of the 841 subjects treated with ESKATA in the clinical trials, 70% were 65 years of age and older and 26% were 75 years of age and older. No overall differences in safety or effectiveness were observed between these subjects and younger subjects.

OVERDOSE

Topical overdosing of ESKATA could result in an increased incidence and severity of local skin reactions.

NONCLINICAL TOXICOLOGY

Carcinogenesis, Mutagenesis, Impairment of Fertility
Long-term animal studies have not been performed to evaluate the carcinogenic potential of ESKATA or hydrogen peroxide.

Hydrogen peroxide has been found to exhibit positive results in in vivo tests for genotoxicity, but has not exhibited positive results in in vivo tests for genotoxicity, presumably due to the rapid metabolism of hydrogen peroxide.

The effects of hydrogen peroxide on fertility have not been evaluated. Hydrogen peroxide has been associated with effects on sperm function and elevated testicular hydrogen peroxide concentration has been implicated in male infertility, although in vivo, no effect of hydrogen peroxide on sperm function has been demonstrated.

PATIENT COUNSELING INFORMATION

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

Ophthalmic Adverse Reactions

Inform patients that severe eye injury can occur with ESKATA application. Advise patients to inform the healthcare provider immediately if ESKATA runs into eyes, mouth, or nose during administration.

Local Skin Reactions

Inform patients that treatment with ESKATA may lead to local skin reactions

Rx only This Brief Summary is based on ESKATA Prescribing Information, issued December 2017.

Manufactured by: James Alexander Corp., Blairstown, NJ 07825
Marketed by: Aclaris Therapeutics, Inc., Malvern, PA 19355
Thermage FLX™ is the new skin tightening solution from Solta Medical, a division of Valeant Pharmaceuticals, North America (Bothell, Wash.), that is uniquely indicated to treat the periorbital area (including the eyelids), full face and body. Providing real-time feedback-controlled modulation of parameters, AccuREP™ technology promises more predictable results than ever before. In addition, the treatment tips are 33% larger, making procedure times up to 25% faster than previous iterations, and a single vibrating handpiece further mitigates potential patient discomfort when treating the face and body.

Thermage FLX, like its predecessors, harnesses the power of non-invasive radiofrequency (RF) energy, delivering it deep within the dermis to tighten and remodel existing collagen, and stimulate neocollagenesis. According to users, Thermage FLX just does it better, faster and more comfortably. The device still employs Comfort Pulse Technology (CPT™), which uses vibrating pulses in the handpiece to enhance patient comfort, and the enlarged treatment tips allow for faster treatment.

However, in Dr. Narurkar’s opinion, the real story is the addition of AccuREP to the technology-packed handpiece. “This patented, real-time feedback-controlled per-pulse adjustment of RF delivery truly enhances treatment precision and predictability,” he noted. “As with previous generations of this technology, we know the proper range of parameters in which to treat a patient based on their unique characteristics and the location being targeted. Once we have that settled, each pulse is modulated based on the readings the device takes at that moment, so that we get the most energy delivered within the tolerance range, which maximizes comfort and safety as well as outcomes. AccuREP basically takes energy delivery modulation to the next level.”

Virtually any patient is a candidate for Thermage FLX, Dr. Narurkar stated. “This device works on all skin types comfortably, and with AccuREP technology the best treatment option is automatically adjusted for the individual case. The only patient who wouldn’t be appropriate is someone with extreme laxity who’d be a better candidate for surgery, and that is true for any skin tightening treatment.”

According to Dr. Narurkar, the continued popularity of Thermage is attributed not only to its renowned brand name, but to the character of the outcomes it provides so consistently and comfortably. “Thermage FLX is a safe, effective device that provides correction with a natural look,” he said. “This has broad appeal for both men and women, which helps make the device, and my practice, successful. The kind of loyalty and trust seen with Thermage patients is rare and definitely justified.”

Dermatologist Vic Narurkar, M.D., founder of the Bay Area Laser Institute (San Francisco, Calif.), has been employing Thermage devices in his practice for years and has treated the fullest diversity in ages, skin types and conditions among his patient base. “Thermage is better than ever,” he said. “It is truly color blind and can be used anywhere on the body. As well, it is the only device of its kind FDA-cleared for the eyelids so there is nothing else like it. Thermage FLX is the fastest and most comfortable it has ever been, providing the best and most predictable results we’ve seen so far, and requires only a single treatment.”

Thermage FLX Improves Speed, Comfort and Precision

By Kevin A. Wilson, Contributing Editor
The only skin tightening solution indicated to treat the face, eyes and body just got better.

FASTER TREATMENTS
Up to 25% faster treatment time with the new Total Tip 4.0.*

ACCUREP™ TECHNOLOGY
Optimized treatment algorithm with site specific real-time tuning.

PATIENT COMFORT
With multi-dimensional vibration now available for both face and body treatments.

ENHANCED USER EXPERIENCE
Lighter, ergonomic handpiece with smoother vibration.**

Ask your Solta Sales Representative for more information.

*With 33% larger surface area as compared to Total Tip 3.0.
**As compared to Thermage CPT™ handpiece.

INDICATION: The Thermage FLX™ system is indicated for use in dermatologic procedures to address skin laxity, including: non-invasive treatment of wrinkles and rhytids; non-invasive treatment of wrinkles and rhytids around the eyes, including upper and lower eyelids; and temporary improvement in the appearance of cellulite.

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The Vivace Experience™ is the hottest treatment on the market. Patients are demanding it and better yet they are coming back for more! RealSelf.com is fielding a huge number of inquiries on microneedling. In fact, it’s the fastest-growing search for facial rejuvenation on the site and The Vivace is a part of that dialogue, setting the stage for The Vivace Experience, the premiere “complete” microneedling RF treatment. The Vivace Experience delivers immediate results, no downtime and is virtually pain-free. Our patients are ready to go out the same night following treatment.

**ASLMS BOOTH #423, ASAPS BOOTH #1113**

**In the Spotlight at ASLMS**

**DR JORDANA HERSCHTHAL & DR EMIL TANGHETTI**

Talk about The Vivace Experience
SATURDAY, APRIL 14 STARTING AT 9 AM

**In the Spotlight at Aesthetics Innovation Summit**

**MARYANN GUERRA, CEO**
AESTHETICS BIOMEDICAL

Talk about The Vivace, RF microneedling like no other
WEDNESDAY, APRIL 25
GROW YOUR PRACTICE IN 2018 WITH THE VIVACE EXPERIENCE™

FEATURES THAT MAKE THE EXPERIENCE

- **HIGH POWER 70-WATT BI-POLAR RADIO FREQUENCY**
  High watts are needed to coagulate the tissue for a cleaner, more effective treatment.

- **CHOICE OF BOTH INSULATED AND NON-INSULATED NEEDLE SETS**
  Allows treatment of skin types 1-5.

- **ADJUSTABLE DEPTH FROM .5MM TO 3.5MM**
  Flexibility in targeted treatment areas.

- **36 NEEDLE ARRAY WITH .3MM DIAMETER**
  Small diameter is more comfortable. Medium needle bundle can be used in small and large areas.

- **ONE CARTRIDGE LASTS THE PATIENT’S ENTIRE TREATMENT SESSION**
  Superior return on investment.

- **VARIABLE PULSE DURATION OF 100MS TO 800MS**
  Provides for personalized patient experience.

- **CHEVRON-CIRCUIT CONTROLLED RF FLOW**
  RF pattern flow controlled for even deliberate heating.

- **MICRO-MOTOR SMOOTHLY ADVANCES NEEDLES INTO THE DERMIS**
  More comfortable than hydraulic motors or solenoids.

- **RED OR BLUE LEDS COMPLIMENT EACH TREATMENT**
  Red stimulates collagen and blue disrupts acne bacteria.

- **10-INCH COLOR TOUCH SCREEN CONTROL PANEL**
  Pre-loaded with all treatment parameters and instructions for easy operation.

- **HAND SWITCH (AUTOMATIC MODE) AND FOOT SWITCH OPERATION**
  Easy and flexible to use.

- **ATTRACTIVE, SLIM, PORTABLE DESIGN**

- **55 POUNDS 15” (W) X 14” (D) X 45” (H)**

- **110 VOLTS ELECTRICAL**

- **ENJOY THE MOST CELEBRATED PRICING FOR DEVICE AND CONSUMABLES**
The Discovery PICO Plus laser by Quanta System (Milan, Italy) combines powerful Nd:YAG and Ruby wavelengths to treat tattoos, scars and more. With pulses ranging from microseconds to picoseconds, plus multiple handpieces and spot shapes, this innovative device also delivers flexibility.

Having the Discovery PICO laser’s maximum 1.8 Gw (at 1064 nm) allows for spot sizes up to 7.5 mm, with the right fluence for treating deep pigment, such as a tattoo on a man’s back, quickly. “I’m surprised by the amount of energy you can deliver with a very large spot size,” said Matteo Tretti Clementoni, M.D., a plastic surgeon in Milan, Italy. “The bigger the spot size, the deeper the penetration.”

With the 532 nm, 1064 nm and Q-switched 694 nm wavelengths, Dr. Tretti Clementoni can treat most classic tattoo colors (black, red, green and purple). During successive treatments spaced two months apart, he reduces the spot size because it takes higher energy to pulverize ever-smaller ink particles with picosecond pulses. Compared to Q-switched lasers, with the PICO Plus, “We can reduce the total number of sessions by at least 20%, and I don’t have ‘tattoo ghosting’ as in some cases with Q-switched modalities,” he reported.

Dr. Tretti Clementoni considers the device’s square-spot handpiece critical for early tattoo removal treatments. “With the square spot you can place one spot exactly next to the other, without a very high frequency, resulting in precise procedures,” he explained.

Conversely, the round-spot handpiece is useful for treating rounded lesions such as solar lentigines. “You cannot put a round spot exactly next to the other,” Dr. Tretti Clementoni pointed out. “So, to cover an area you have to overlap, or leave some untreated areas to allow feathering of the final result.”

With the PICO Plus fractional handpiece, “I love what we can do for scars. Now we are sure to achieve collagen remodeling due to the laser-induced optical breakdown (LIOB) we are creating in the superficial dermis,” Dr. Tretti Clementoni expressed. “This technology focuses enormous amounts of energy on very small spot sizes to break up tissue. “The LIOB produced via the 1064 nm wavelength is like an explosion in the superficial dermis.”

Damaging the dermis drives collagen remodeling and collagen production, Dr. Tretti Clementoni continued. “That is why we see such good results on atrophic acne scars, as well as on most traumatic and surgical scars.”

To treat acne scars, Dr. Tretti Clementoni delivers medium doses (with topical anesthetic and a Zimmer cooler), using a lower range for darker skin. “I’m doing five to seven passes on the area, with a frequency of 10 Hz. Instead of a stamping technique, I’m using a very high frequency so I’m able to use a painting technique on the skin,” he noted. Post-procedural pinpoint bleeding gives way to inflammation and erythema, which reportedly disappear after two to five days.

“Patients can see results after the second session, but with my protocol, I’m doing four sessions spaced three to four weeks apart,” Dr. Tretti Clementoni advised. “Because we have collagen production, I see maximal improvement six months after the last procedure. In a nutshell, I love the Discovery PICO Plus. It is one of three devices in my office that I run for 12 hours a day – from the moment we open to the moment we close.”

“I love the Discovery PICO Plus. It is one of three devices in my office that I run for 12 hours a day – from the moment we open to the moment we close.”
Only by a *state-of-art laser*,
You take care of the real pieces of art, *your patients*

- Tattoo Removal
- Acne Scars
- Pigmented Lesions
- Wrinkles

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Did you know?

- An estimated 43% of women report experiencing some form of problem relating to intimate wellness. ¹
- An estimated 6,000 women reach menopause every day (over 2 million per year). 80% of those women will experience menopausal symptoms. ²
- Vulvovaginal Atrophy affects 32 million women in the United States, symptoms can include dyspareunia, vaginal dryness, and vaginal irritation. ³

How Radiofrequency Works:

By using radiofrequency energy⁴:
- Collagen contraction and neocollagenesis can occur at 40-42°C
- Elasticity and moisture restoration of mucosa can occur

ThermiVa®

ThermiVa® is a temperature-controlled radiofrequency device, used for non-surgical dermatological applications in aesthetics and other medical specialties.

NO PATIENT DOWNTIME
NO PLUME
THOUGHTFUL DESIGN

90% Worth It Rating on RealSelf®

8.1/10 ZALEA

Over 85,000 Procedures World Wide

Contact your local Representative to learn more about ThermiVa®!

ThermiVa® device is indicated for use in dermatological and general surgical procedures for electrocoagulation and hemostasis. Individual results may vary. © 2017 ThermiGen, LLC. All rights reserved. MC-TVA-MISC-0022 REV A
Providers and patients alike continue to reap the benefits of utilizing radiofrequency (RF)-based energy for non-surgical, no-downtime body shaping and skin rejuvenation procedures. As a versatile example of this trend, the Thermi250® device from Thermi, an Almirall Company (Dallas, Texas) employs temperature-controlled RF that delivers a tailored treatment for non-invasive, non-ablative body rejuvenation for people of all skin types.

With both monopolar and bipolar capabilities, the Thermi250 platform can be used to improve fine lines, wrinkles and crepey skin laxity of the eyelids; upper and lower lips; and front of the neck; as well as address the appearance of cellulite. The ThermiSmooth procedure can also serve as an adjunctive therapy performed prior to or after another treatment, to address lax skin and other skin-related concerns.

“Some fat reduction treatments using other devices can be painful, so I prefer using the Thermi250 for the ThermiSmooth body procedures,” expressed Paul S. Nassif, M.D., a facial plastic and reconstructive surgeon in Beverly Hills, Calif. “I’ll use it after a fat reduction procedure, but overall I like using it before, just to stimulate the collagen. It offers a comfortable procedure where you don’t have to use anesthesia.”

As reported by Dr. Nassif, heating tissues directly via RF after a fat loss treatment causes a contraction resulting in tighter skin.

“Studies have shown immediate heating facilitates collagen denaturation with resulting fibril contraction and tissue thickening,” Dr. Nassif explained. “An inflammatory wound healing response ensues with long-term neocollagenesis and further tissue contraction. Selective heating and tightening of fibrous septae within the subcutaneous layer likely accounts for immediate contour changes in the skin after treatment.”

ThermiSmooth post-procedure treatments can be combined with other fat reduction modalities, such as cryolipolysis. “Any time you actually do a fat reduction treatment there is a fear you’ll have a little
loose skin,” Dr. Nassif shared. “Wait a few weeks before you do ThermiSmooth. It does seem to result in a better outcome.”

In preparing patients for fat reduction, followed by a ThermiSmooth procedure, Dr. Nassif recommends beginning the regimen with tight, taught skin. “I suggest a preparatory application of ThermiSmooth to create a tight tissue foundation. Following the fat loss procedure, do a final ThermiSmooth skin tightening treatment to ensure that the result will be smooth, tight and with reduced fat,” he said.

ThermiSmooth also works on different body areas, according to Jason D. Bloom, M.D., a facial plastic and reconstructive surgeon in Ardmore, Pa. “For instance, a ThermiSmooth procedure around the eyes. The device is about the size of a marking pen and literally lets you get in close to the eye.”

You can really see a change in the wrinkles especially in the periorbital region, Dr. Bloom added. “It tightens up that area. In some patients I’ll do the whole face and the neck, too. Usually, I will sell them a series of three treatments, around six to eight months apart. If you consider collagen generation, it is about six weeks before you see collagen production. I do two to three treatments and then after two months I’ll take pictures and see a difference.”

Dr. Bloom utilizes the ThermiTight for fat reduction, which is powered by the ThermiRF platform. “I’ll use ThermiTight on the jowls and neck, which is going to give you the best skin tightening in those areas. Years later, I ask them to come back in for a series of ThermiSmooth sessions, which allows them to maintain their results.”

The nice thing is patients like the feel of it, added Dr. Bloom. “The ThermiSmooth procedure feels like a hot stone massage. Also, it is safe so the treatments can be delegated, meaning it is not something that the physician necessarily has to do.”

Patient selection is always up to the physician’s discretion, noted Dr. Nassif. “We recommend treating areas with good skin quality or turgor, and texture, without excessive weight fluctuation or excessive photodamage, and in patient populations capable of collagen regeneration.”

As reported by Dr. Bloom, “The idea of percutaneous RF has been hugely popular in my practice among the patients that I call the ‘tweeners.’ This would be the mid-40s to early-50s patient that is not ready for a surgical face- or neck-lift procedure. RF and even topical or transcutaneous RF, where you’re actually massaging the skin, has always been the gold standard for tightening without surgery.”

ThermiSmooth is a go-to therapy for Millennials, as well, Dr. Bloom continued, “Because they don’t have as much skin laxity as someone who is older. I will treat Millennial necks with ThermiTight. It is perfect for them. First I’ll do a little micro-liposuction and then tighten the skin.”

Patient satisfaction is very high, stated Dr. Nassif. “Our customers are happy. Remember what is important about this is expectations. We have to make sure the patient knows that this is not a face-lift, and that this procedure will achieve a nice tightening with minimal discomfort. However, you do have to wait for that collagen contraction to see the full effects.”

In Dr. Bloom’s experience, the lack of downtime is another big selling point with ThermiSmooth. “People can go back to work immediately,” he said. “Many of them say it is relaxing, that it feels warm and they like it. And it actually produces real results. You can see tightening after as few as one or two treatments.”

Return on investment (ROI) is high because there are no disposable costs, Dr. Bloom pointed out. “The Thermi250 system is one of the best pieces of equipment I’ve ever bought. There’s a low overhead and no disposable. With a lot of devices, you pay for the tip or some disposable, but with Thermi250 you clean the handpiece and you’re ready to go to the next patient. In addition, patients also save on the cost of procedures.”
Cutera Secret RF Dials Up Flexibility

By John Jesitus, Contributing Editor

From fine lines and photo-aging, to stretch marks and scars, the Secret RF by Cutera (Brisbane, Calif.) offers something for just about everyone. By combining radiofrequency (RF) energy, semi- and non-insulated microneedles, and adjustable depths of needle penetration, physicians can customize treatments based on each patient’s individual concern, skin type, and/or body area.

“I’ve used most of the RF microneedling (RFMN) devices on the market,” said Arash Moradzadeh, M.D., a facial plastic surgeon based in Beverly Hills, Calif. “I chose Secret RF because it is the most versatile – you can adjust your settings to treat a variety of conditions.”

In Dr. Moradzadeh’s experience, the typical RFMN device is very good at treating acne scars or deep wrinkles. But with Secret RF, “Due to the dialable penetration, we now have one machine that can treat a very broad range of issues, from acne scars in a 20-year-old to crepey skin or wrinkles in a 70-year-old,” he expressed.

The thin skin of the forehead and eyelids requires shallow penetration, versus the thicker skin of the cheeks and body, Dr. Moradzadeh pointed out. “Flexibility is critical in treating acne scarring as pitting requires deep penetration, followed by a shallow application to smooth the skin’s surface.”

Treatment begins with topical anesthetic cream applied for 30 to 40 minutes. For acne scars, “I deliver two passes at various depths, depending on the severity, to ensure that the energy is being delivered where it is most effective,” Dr. Moradzadeh shared. “With Secret RF, you’re producing a layered approach. Each patient will receive a customized treatment that is very specific to their needs, skin and goals.”

Additionally, adjusting energy levels allows Dr. Moradzadeh to provide more significant results in one session, if that is what the patient desires. “Or you can choose a gentler setting for light rejuvenation, fine lines or pores. I am able to dial down the energy level, making it a very comfortable treatment with very rapid recovery,” he advised.

Dr. Moradzadeh typically uses the 25-pin non-insulated applicator for general rejuvenation on lighter skin types. “The 25-pin semi-insulated needle will work on all skin colors as the insulation protects the surface of the skin, allowing more energy to be delivered at the tip of the needle,” he explained. In addition, the 64-pin semi-insulated applicator covers a larger surface area for body treatments.

“These smooth microneedles, which are controlled by a motorized handpiece, gently penetrate into the skin, delivering RF or heat into the epidermal and dermal layers, depending on the depth you determine,” Dr. Moradzadeh indicated. This causes a calculated injury to the tissues, eliciting a healing reaction that returns elastin, hyaluronic acid and collagen – key components of youthful skin – to the treated area.

A typical course of treatment includes three to four applications delivered every four to six weeks. Patients start seeing better, brighter skin in about two weeks, while collagen building takes six months. “Most patients are very happy with their results about two months after their second treatment. They see very significant changes,” Dr. Moradzadeh reported.
Secret™️ RF
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Secret RF is a new, novel microneedling fractional radio frequency (RF) system designed to deliver a customized treatment to induce collagen stimulation and remodeling, and address signs of aging.

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CUTERA®
FACE + BODY AESTHETIC SOLUTIONS
Skin rejuvenation is highly popular among patients seeking laser treatments. Treatments using picosecond lasers with fractional handpieces have become especially attractive due to the higher efficiency with decreased risk of photothermal damage, compared with conventional fractional lasers. PICOCARE from WonTech, (Korea) is the first FDA-approved medical laser from an Asian manufacturer, and is equipped with a fractional handpiece (HEXA-MLA handpiece) that elicits excellent results in scar treatment and skin rejuvenation.

In skin rejuvenation treatments, laser energy is applied to induce photothermal effects on the skin. Conventionally this is believed to stimulate collagen and elastin fibers; however, treatment with picosecond lasers using a fractional handpiece has been deemed to elicit cold rejuvenation with plasma-induced cavitation. Additionally, long-pulsed lasers have been used for non-ablative rejuvenation, but more than five sessions are typically required to achieve the desired effects. Conversely, use of a picosecond fractional laser can shorten the course of action to one to three sessions.

Picosecond lasers with fractional handpieces have been found to produce laser-induced optical breakdown (LIOB). With LIOB, plasma-induced cavitation is created in the dermis or epidermis, while leaving the stratum corneum and basal membrane fully intact, resulting in a fast healing response including collagen remodeling.

Compared to conventional fractional ablative techniques, use of PICOCARE with a HEXA-MLA handpiece has been found to induce LIOB, thereby offering the advantages of lower risk of side effects and higher efficacy. Moreover, by limiting damage to the stratum corneum and basal membrane, treatment is fast and effective. These characteristics can be seen in Figure 1.

Use of PICOCARE HEXA-MLA shows greater efficacy in scar treatment and skin rejuvenation than subcision or fractional laser treatment, such that even one treatment session can achieve satisfactory results for the patient. As shown in Figure 2, a single treatment of PICOCARE HEXA-MLA resulted in great improvement in typical acne scarring, periorbital fine lines and uneven skin texture.

Immediately after the PICOCARE HEXA-MLA procedure petechiae appeared, which could interfere with a patient’s daily life. The occurrence of petechiae can be alleviated with an additional long-pulsed 532 nm KTP laser as this wavelength is absorbed at a higher rate by hemoglobin, thus the appearance of petechiae and erythema after a HEXA-MLA
procedure could be resolved faster. Combined treatment with PICOCARE HEXA-MLA and long-pulsed lasers also reduces downtime for patients.

As a long-pulsed laser system, the V-Laser from WonTech features 532 nm KTP and 1064 nm Nd:YAG pulses. Also, the 16 mm sized sapphire cooling window allows for a clear field of vision. Cooling temperatures can be adjusted between 5° – 20° C in accordance with treatment indications, and there are no additional accessories required.

Long-pulsed 532 nm KTP penetrates shallowly into the epidermis, and is ideal for treating epidermal pigmentation and superficial vascular reddish veins, such as telangiectasias and cherry angiomas. The long-pulsed 1064 nm penetrates deeper to treat bluish veins, such as reticular and spider vessels, as well as blue and purple port-wine stains. Furthermore, the device is equipped with Genesis mode which can be used to induce neocollagenesis and skin vitalization effects.

Figure 3 shows a case of skin rejuvenation along the forehead. After PICOCARE HEXA-MLA treatment across the entire forehead, 532 nm KTP was applied on the right side of the patient’s forehead via the V-laser device. Through histopathologic examination, the accumulation of red blood cells at the LIOB spots was noted on the side treated only with PICOCARE HEXA-MLA. On the side additionally treated with the V-laser, the red blood cells appeared purple, indicating a faster healing response. This demonstrates that the long-pulsed 532 nm KTP laser helps to alleviate the petechiae and redness that occurred after the HEXA-MLA treatment, and ultimately reduce a patient’s distress or embarrassment in the days following treatment.

Figure 4 demonstrates excellent results of a full-face skin rejuvenation treatment combining PICOCARE HEXA-MLA and V-laser. Dull skin tone, uneven skin texture, fine lines and enlarged pores have all been improved by the HEXA-MLA procedure. Furthermore, petechiae, erythema and diffuse redness have all been improved due to the long-pulsed 532 nm KTP V-laser treatment.

Another highlight of PICOCARE is that it reportedly emits the most accurate 450 nm picosecond shots among the majority of Nd:YAG medium laser systems. Nd:YAG lasers have been found to achieve great results in pigmentation treatment and tattoo removal. Use of the PICOCARE device and the HEXA-MLA handpiece achieves excellent results in scar treatment and skin rejuvenation.

In conclusion, picosecond lasers with a fractional handpiece have widened the range of available indications, from pigmentation removal to skin rejuvenation and scar treatment, demonstrating dramatic effects after just a single session. As well, fractional delivery of laser energy appears to be well suited for the treatment of both atrophic and hypertrophic scars, such as acne scars, chicken pox, etc., and achieves excellent improvement in collagen remodeling for skin rejuvenation. Moreover, additional application of long-pulsed 532 nm KTP laser treatment provides synergistic effects for reduced petechiae and erythema, resulting in greater patient comfort.
JOIN DR. BRIAN BIESMAN AND DR. MICHAEL GOLD FOR THE 13TH ANNUAL MEETING!

The Music City SCALE Meeting is for all physicians and clinicians interested in enhancing their practice and learning more about the latest procedures in aesthetic medicine. In addition to the educational sessions, there are live patient workshops and an exhibit hall with leading members of industry.

FOR THE FIRST TIME AT SCALE
FACIAL DISSECTION WORKSHOP WITH HUMAN CADAVERS

MODERATED BY BRIAN BIESMAN, MD, TAPAN PATEL, MBBS, MRCP, AND JASON POZNER, MD
DISSECTION BY JASON POZNER, MD, AND JOHN MOORE, MD

THURSDAY MAY 10, 9:30 AM – 1:30 PM
Learn how to identify craniofacial skeletal aging and differential aging of fat compartments. Participants will be permitted to probe and explore the prosected specimens under faculty guidance.

REGISTRATION IS REQUIRED TO ATTEND
COST: $300 PER PERSON

BACK BY POPULAR DEMAND
LASERS 101
BY PAT CLARK, PHD, CMLSO
THURSDAY MAY 10, 9:30 AM – 1:30 PM
We are delighted to once again, have one of the most admired laser and light teachers in the world a the 13th Annual Meeting. He will be giving a course that is not to be missed by anyone interested in learning the latest in the science and practice of these devices. The course will address the following topics.

• BASICS OF A SUCCESSFUL OUTCOME: UNSPOKEN RULES
• THE CORE OF LIGHT APPLICATIONS
• THE CORE OF RF AND MICROWAVE APPLICATIONS
• HOW TO CHOOSE THE RIGHT TECHNOLOGY FOR THE APPLICATION

VIEW FULL SLATE OF FACULTY, SCALE AGENDA, AND REGISTRATION: TNLASERSOCIETY.COM
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PROVIDE IMMEDIATE COMPLEMENTARY CORRECTION FOR REFRESHED NATURAL LOOKING RESULTS.¹²

LORRAINE / 74

Photo courtesy of Cheryl M. Burgess, MD. Individual results may vary.

Not approved to treat the same moderate to severe wrinkle or fold at the same time.

Additional text:

Visit RADIÉSSE.com or BELOTERO.com to learn more or talk to your Merz sales representative for more information.

IMPORTANT RADIÉSSE, RADIÉSSE (+) and BELOTERO BALANCE SAFETY INFORMATION

RADIÉSSE and RADIÉSSE (+) Injectable Implants are FDA-approved for subdermal implantation for the correction of moderate to severe facial wrinkles and folds, such as nasolabial folds. RADIÉSSE is also indicated for hand augmentation to correct volume loss in the dorsum of the hands. BELOTERO BALANCE Injectable Implant is indicated for injection into the mid-to-deep dermis for the correction of moderate to severe facial wrinkles and folds, such as nasolabial folds.

RADIÉSSE and BELOTERO BALANCE should not be used in patients with bleeding disorders or in patients with severe allergies manifested by a history of anaphylaxis, or with a history or presence of multiple severe allergies. RADIÉSSE should not be used in patients with a history of hypersensitivity to any of the components; and patients with bleeding disorders. RADIÉSSE (+) is contraindicated in patients with known hypersensitivity to lidocaine or anesthetics of the amide type. BELOTERO BALANCE contains trace amounts of gram-positive bacterial proteins, and is contraindicated for patients with a history of allergies to such material.

Introduction of the product into the vasculature may lead to embolization, occlusion of the vessels, ischemia, or infarction.

Common adverse events seen in the clinical study of RADIÉSSE injected in the hand include bruising, redness, swelling, pain, itching, nodule or lumps/bumps, difficulty performing activities, and loss of sensation. Common adverse events seen in clinical studies of RADIÉSSE and RADIÉSSE (+) injected in the face include bruising, redness, swelling, pain, and itching.

The most common adverse events seen in clinical studies with BELOTERO BALANCE were swelling, bruising, redness, hardening of the skin, pain, altered color or itching. Side effects were often mild to moderate and often resolved within 7 days. These are not all the possible side effects with BELOTERO BALANCE.

For complete safety information, including information on adverse events from post-market surveillance of RADIÉSSE, RADIÉSSE (+), and BELOTERO BALANCE, please refer to the Instructions for Use at Radiesse.com and Belotero.com. To report a problem with RADIÉSSE, RADIÉSSE (+), or BELOTERO BALANCE, please call MyMerz Solutions at 1-844-469-6379. Rx only.


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When Merz North America (Raleigh, N.C.) announced a new marketing campaign for Xeomin® (incobotulinumtoxinA) and Ultherapy®, in partnership with supermodel, actress and celebrity entrepreneur Christie Brinkley in October 2017, it solidified a bold new business strategy. This strategy has, in turn, strengthened the company’s market position by increasing brand awareness, while disrupting the medical aesthetic industry.
This move has the company boldly entering the sacred celebrity-driven direct-to-consumer (DTC) marketing space, where some big players in the pharmaceutical industry have been before; however, this is a first for Merz, a global aesthetic and neurotoxin company.

“Ms. Brinkley is a patient of both Xeomin, a neurotoxin, and Ultherapy, an energy-based skin lifting and tightening procedure (*Xeomin and Ultherapy have not been studied in combination use),” expressed Bob Rhatigan, CEO of Merz North America. “That is one of the main reasons that Christie is the perfect partner, beyond the fact that she is stunning at age 64. She also shares our vision that adults, regardless of age, should feel confident in how they present themselves to the world.”

In addition, by making such an iconic figure the face of its brand, Merz has skillfully accomplished a marketing coup that upstages the competition in such a way that even if physicians had not considered using Merz products, such as Ultherapy and Xeomin, in their practices, consumers are showing up at offices

“Beyond the fact that she is stunning at age 64, she also shares our vision that adults, regardless of age, should feel confident in how they present themselves to the world.”
asking for them by name. This is known as a pull-through marketing strategy.

As part of the partnership, Ms. Brinkley will speak about her own personal guidelines for achieving flawless looking skin, healthy hair, a strong body and a clean diet.

“Merz and I have the same goals,” stated Ms. Brinkley. We want women to get the message that their products can be used to help look their best. At my age, I am not trying to look 22 again. I just want to look natural and like how I feel on the inside.”

Although the Christie Brinkley campaign is only a few months old, the empowerment message has been well-received, illustrating how Merz products are differentiated, and letting the world know that Christie Brinkley is the new face of Ultherapy and Xeomin.

Additionally, throughout her 40-year career in the beauty industry Ms. Brinkley has been open about her personal beauty routine, tips and experiences as outlined in her best-selling book, *Timeless Beauty*.

“It is only natural that I share my positive experiences with Ultherapy and Xeomin,” she said. “I want all women who may feel like improving a little something to know that it’s okay to take advantage of these treatments intended to make them feel more beautiful and confident. It worked for me, so I wanted to share what I learned. Why keep it a secret? Again, if something is bugging you, why not check out what science and innovation offers you to feel great? I think today’s modern women support each other’s choices to look and feel our best.”

But what led her to make the choice of getting Ultherapy and Xeomin treatments? According to Ms. Brinkley, “I had Ultherapy to lift the skin on my neck, under my chin, and to improve the lines and wrinkles on my décolletage area. I’m thrilled with the results I’ve seen. I also had Xeomin to improve the appearance of my glabellar lines. I love that this procedure literally takes only a few minutes.”

It is no surprise, then, that when people bring up the subject of so-called “ageless beauty,” her name invariably comes up. “I do believe in staying on top of the aging process,” Ms. Brinkley added. “In other words, addressing the fine lines before they become deep lines, and definitely pushing back those boney old hands of time. I continue to be amazed by all of the science and innovation we are seeing in aesthetics today. I am a true believer that every choice is a personal one and there is no one-size-fits-all approach to aesthetics.”

When she talks about beauty tips, people listen. By association, Merz will become better known by “mainstreaming” its product brand names, which, in addition to Ultherapy and Xeomin, include a range of “face-to-body” treatments from the Neocutis® line of skincare solutions and the minimally invasive Cellfina®, to Merz’s line of dermal fillers.

Regarding Xeomin’s place in the market, although the major competing brands may have benefitted from high public recognition for many years, Xeomin will now enjoy the title of being the go-to injectable that Christie Brinkley uses to keep frown lines under control. Likewise, Ultherapy will also achieve similar recognition among consumers.

To the benefit of an expanding medical aesthetics field, the Baby Boomer crowd that represents the largest cut of consumers in the $11 billion industry will notice when one of its perennial icons
starts detailing that the tools in her successful beauty regimen include Xeomin and Ultherapy.

Added Mr. Rhatigan, “We think she is the perfect partner to help educate consumers about our products and encourage consumers to get into medical aesthetics, and not be fearful of stepping into a dermatology or plastic surgery office.”

In addition to prospective patients in their 50s and 60s, the Christie Brinkley campaign reaches younger generations of women as well. Ms. Brinkley hopes that those in their 20s and 30s feel empowered to learn more about the aesthetic options available to them.

“People are coming into aesthetic practices asking for the neurotoxin that Christie Brinkley uses; or, what is that procedure that Christie Brinkley is doing? As a result, this is bringing Xeomin and Ultherapy to the forefront.”

“I think women should do what makes them most comfortable and feel their best. When considering their options, I do recommend they do their research and consult a board certified, trained aesthetic physician. And, keeping it natural rather than over-done always looks best,” she noted.

According to Patricia Wexler, M.D., associate clinical professor at Mt. Sinai Medical Center (New York City, N.Y.), “This innovative marketing campaign has been positive for physicians. When people see the campaign, they are going to ask their dermatologist or cosmetic physician about the products. They will ask you what you think of Xeomin or Ultherapy and whether or not that product will benefit them.”

The Christie Brinkley campaign has really struck a chord with people, according to Deanne Mraz-Robinson, M.D., a dermatologist in Norwalk, Conn. “She is a radiant beauty who absolutely owns her sense of self and her sense of being the best you can be regardless of age. People are coming into aesthetic practices asking for the neurotoxin that Christie Brinkley uses; or, what is that procedure that Christie Brinkley is doing? They are inspired by her. As a result, this is bringing Xeomin and Ultherapy to the forefront,” Dr. Mraz-Robinson said.
The versatility of the Merz product portfolio appeals to both patients and physicians, noted Ava Shamban, M.D., a prominent cosmetic dermatologist in Beverly Hills, Calif. who is no stranger to aging celebrity clientele. "I see people come in, even those who have had work done, and their faces look tremendous but their chest, décolletage and hands look terrible. Merz offers us an option to treat those selective body areas. I don’t think that you can create beauty for any age, man or woman, unless you treat the entire body.”

Merz, therefore, excels in tailoring its products to patient needs, added Dr. Mraz-Robinson. "For example, Ultherapy is not just another blind technology like radiofrequency, or a device that offers just the same thing for everybody. Its utilization of visualization via ultrasound allows you to truly customize treatments for each patient’s needs. I love that latitude to be able to tell the patient, this is what you need; and I can look under your skin and see where we need to go and where not to go.”

The company's range of products is its strong suit, Dr. Mraz-Robinson continued. Whether you need deep volume replacement, or to address fine lines and wrinkles, Merz’s range of dermal fillers has a solution. I’m lucky because I love to use these products and I use them myself, which gives my patients a sense of security and the ability to understand them, as well. I think that resonates with a lot of them. It also contributes to high patient satisfaction,” she stated.

While these products are good choices for new patients to consider prior to their first aesthetic procedure, "They are also for people that have already had surgical procedures,” noted Dr. Wexler. “They are for patients that feel that they are now losing the benefits of those surgical procedures, and they don’t want to have another.

As a result, thanks to Ms. Brinkley's endorsement, prospective patients that had been apprehensive about using injectable toxins and skin lifting and tightening procedures can feel more open to them.

As noted by Dr. Wexler, "People have come in and asked for Ultherapy or Xeomin. These products did not have as much brand recognition prior to the Christie Brinkley campaign. She certainly has made a difference in terms of empowering people to talk about the procedures. It’s all about trying to look your best, and there’s no reason for there to be a stigma about looking the best you can.”

Dr. Mraz-Robinson concurred, adding, "My philosophy is that I want to give my patients a refreshed and rejuvenated version of themselves, and the Merz portfolio enables me to do that.

Merz also works hard to support its physician customers, stated Dr. Mraz-Robinson. “The company has done an excellent job of supporting me since my fellowship and even in research. The market research and direct-to-consumer advertising have been paramount in terms of their commitment to their customers. For instance, if I have a need with my Ultherapy device then they send a support person out to my practice that same day. It is a global company that has that small company feel, in which you know who to reach out to. They are responsive and that is invaluable,” she expressed.

The quality of leadership and physician relations at Merz has been very positive, according to Dr. Shamban. “They have been enthusiastic and have really embraced – and even enhanced the Merz philosophy. That level of commitment is not always echoed among all aesthetic product companies. They are a fun company to work with, and that’s unusual.”

Dr. Shamban added, “Merz is 100% dedicated. The people are congenial, but also extremely competent, from the top down.
are very intent on meeting the educational needs of their customers, from the key opinion leaders to the physicians that are just coming onboard. They are focused on looking at what physicians need and want. There needs to be intelligent leadership and Merz has invested in that.

As Ms. Brinkley looks ahead; aside from beauty maintenance treatments, what additional treatments is she considering in the near future?

"Right now, I am extremely happy with the results I am seeing from my Ultherapy and Xeomin treatments," she said. "These treatments, combined with my daily skincare routine, healthy diet, regular exercise and use of supplements, has helped me maximize my results, and makes me not only look my best but feel my best, too."

That “feel best” attitude also applies to Merz’s overall public-relations push, which is paying off. Many prospective patients that are considering injectable or skin rejuvenation procedures are likely to identify with Christie Brinkley, whether of a similar age or younger.

As such, the company’s bold celebrity-driven marketing campaign will no doubt continue to generate considerable buzz, noted Mr. Rhatigan. “We couldn’t have a better spokesperson and product user. This is really going to help increase the public’s awareness of our product offerings and take us to the next level in terms of market positioning.”

INDICATIONS AND USAGE

XEOMIN (incobotulinumtoxinA) for injection, for intramuscular use is indicated for the temporary improvement in the appearance of moderate to severe glabellar lines with corrugator and/or procerus muscle activity in adult patients.

CONTRAINDICATIONS

• Hypersensitivity reactions have been reported with botulinum toxin products (anaphylaxis, serum sickness, urticaria, soft tissue edema, and dyspnea). If serious and/or immediate hypersensitivity reactions occur further injection of XEOMIN should be discontinued and appropriate medical therapy immediately instituted. XEOMIN is contraindicated in patients with a known hypersensitivity to the active substance botulinum toxin type A, or to any of the excipients (human albumin, sucrose) in the formulation.

• Use in patients with an infection at the injection site could lead to severe local or disseminated infection. XEOMIN is contraindicated in the presence of infection at the proposed injection site(s).

WARNINGS AND PRECAUTIONS

• Hypersensitivity reactions have been reported with botulinum toxin products (anaphylaxis, serum sickness, urticaria, soft tissue edema, and dyspnea). If serious and/or immediate hypersensitivity reactions occur further injection of XEOMIN should be discontinued and appropriate medical therapy immediately instituted. XEOMIN is contraindicated in patients with a known hypersensitivity to the active substance botulinum toxin type A, or to any of the excipients (human albumin, sucrose) in the formulation.

• Use in patients with an infection at the injection site could lead to severe local or disseminated infection. XEOMIN is contraindicated in the presence of infection at the proposed injection site(s).
• Treatment with XEOMIN and other botulinum toxin products can result in swallowing or breathing difficulties. Patients with pre-existing swallowing or breathing difficulties may be more susceptible to these complications. When distant effects occur, additional respiratory muscles may be involved. Patients may require immediate medical attention should they develop problems with swallowing, speech, or respiratory disorders. Dysphagia may persist for several months, which may require use of a feeding tube. Aspiration may result from severe dysphagia [See BOXED WARNING].

• Individuals with peripheral motor neuropathic diseases, amyotrophic lateral sclerosis, or neuromuscular junctional disorders (e.g., myasthenia gravis or Lambert-Eaton syndrome) should be monitored particularly closely when given botulinum toxin. Patients with neuromuscular disorders may be at increased risk of clinically significant effects including severe dysphagia and respiratory compromise from typical doses of XEOMIN.

• Glabellar Lines: Do not exceed the recommended dosage and frequency of administration of XEOMIN. In order to reduce the complication of ptosis the following steps should be taken:
  o avoid injection near the levator palpebrae superioris, particularly in patients with larger brow depressor complexes;
  o corrugator injections should be placed at least 1 cm above the bony supraorbital ridge.

• XEOMIN contains human serum albumin. Based on effective donor screening and product manufacturing processes, it carries an extremely remote risk for transmission of viral diseases and Creutzfeldt-Jakob disease (CJD). No cases of transmission of viral diseases or CJD have ever been reported for albumin.

ADVERSE REACTIONS
Glabellar Lines: The most commonly observed adverse reaction (incidence ≥ 2% of patients and greater than placebo) for XEOMIN was Headache (5.4%).

DRUG INTERACTIONS
Co-administration of XEOMIN and aminoglycoside antibiotics or other agents interfering with neuromuscular transmission, e.g., tubocurarine-type muscle relaxants, should only be performed with caution as these agents may potentiate the effect of the toxin.

Use of anticholinergic drugs after administration of XEOMIN may potentiate systemic anticholinergic effects. The effect of administering different botulinum toxin products at the same time or within several months of each other is unknown. Excessive neuromuscular weakness may be exacerbated by administration of another botulinum toxin prior to the resolution of the effects of a previously administered botulinum toxin.

USE IN PREGNANCY
Pregnancy Category C: There are no adequate and well-controlled studies in pregnant women. XEOMIN should be used during pregnancy only if the potential benefit justifies the potential risk to the fetus.

PEDIATRIC USE
The safety and effectiveness of XEOMIN in patients less than 18 years of age have not been established.

Ultherapy Important Safety Information
The non-invasive Ultherapy procedure is U.S. FDA-cleared to lift skin on the neck, on the eyebrow and under the chin, as well as to improve lines and wrinkles on the décolletage. The most common side effects reported in clinical trials were redness, swelling, pain and transient nerve effects. Reported adverse events from post-marketing surveillance are available in the Instructions for Use (IFU). Please see the IFU for product and safety information, including a full list of these events at Ultherapy.com/IFU.
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The multi-wavelength ADVATx platform from Advalight (Copenhagen, Denmark), provides outstanding results for vascular lesions without consumables or need for cooling via its 589 nm wavelength. And with the addition of the 1319 nm wavelength, ADVATx can treat a wide variety of common aesthetic indications safely and effectively, increasing versatility and ROI.

“With a similar wavelength; no need for liquid dye for the laser; or cooling during treatment, ADVATx is the next-generation alternative to the pulsed dye laser,” explained dermatologist David J. Goldberg, M.D., J.D., medical director of Skin & Laser Surgery Specialists of NY & NJ (with offices in New York City, New Jersey and Florida).

“We’ve known for three decades that the ideal wavelength range for treating vascular lesions lies between 585 nm and 595 nm, which provides clinically relevant absorption and depth of penetration for those indications,” Dr. Goldberg noted. “With this we’ve grown used to seeing purpura, needing cooling and replacing toxic dyes. However, because of ADVATx’s unique scanning system, which features several different sizes and patterns, scanning of larger areas is enabled, thus the laser is never dwelling too long on any one area. And it delivers enough energy for the desired clinical outcome.

“A course of treatment for a given condition will be about the same as with a pulsed dye laser: three to five for facial erythema; two to three for telangiectasia; and so on,” he added. “ADVATx gives us the utility of a pulsed dye laser without the associated untoward effects and expense.”

The clinical results are excellent. “In the years I’ve treated vascular lesions I’ve seen everything,” Dr. Goldberg said, “and I’ve now come to rely on the impact of ADVATx on vascular lesions, even port-wine stains, red scars, stretch marks and telangiectasia. Discomfort is minimal so I rarely need to use topical numbing cream. With a typical course of treatment, the patient will probably notice improvement after the second session. In fact, we have a paper that’s been accepted for presentation at the upcoming American Society for Laser Medicine & Surgery (ASLMS) annual meeting on treating facial erythema with this device.”

According to Dr. Goldberg, the system is easy to operate and features user-friendly presets that make treatment a breeze. “With my experience I don’t rely on the presets, but they are excellent, accurate and very easy to use for the beginner. It breaks things down by skin type and the condition to be treated.”

“The inclusion of the 1319 nm wavelength adds utility and improves ROI,” he shared. “You can use it for acne, acne scarring, skin toning and more, all without disposables, which really makes ADVATx a valuable device to have in my practice.” It is also remarkably reliable. “Because it is solid-state and requires no consumables, ADVATx is relatively inexpensive to run. We’ve had it for more than a year and it never breaks down.”

“What it boils down to is that we have a tried and true, proven wavelength in ADVATx delivered in a manner that’s more effective overall. It provides the great results we’ve come to expect when treating vascular lesions, but with minimal to no discomfort, and the added utility of the 1319 nm wavelength, with no consumables or cooling.”

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Defining the Skin Barrier

By Jeffrey Frentzen, Executive Editor

The foundation of skincare, aesthetics and dermatology relies on the ability to effectively work with the skin barrier. Understanding what it is, how it behaves and how to improve and repair the skin barrier is critical to implementing any treatment plan. Unfortunately, many dermatologists and other specialists are unable to explain the skin barrier to patients in simple terms.
When explaining the skin barrier and its importance to patients, more help is needed from the industry. For instance, a simple “Got Milk?”-type slogan that makes you immediately think of the skin barrier has not yet emerged. Physicians and scientists need a straightforward way to describe the skin barrier without getting too technical.

“When we think of the skin, meaning we in the industry, what we are really thinking about mostly is the dermis and the collagen,” expressed William Philip Werschler, M.D., F.A.A.D., F.A.A.C.S., a dermatologist and assistant clinical professor of medicine/dermatology, at the University of Washington School of Medicine in Spokane, Wash.

People have been schooled to understand that the skin has seven layers, Dr. Werschler explained.

“However, this really only refers to that millimeter or so of thickness of the epidermis,” he said. “They are cellular layers. Innumerable times people ask me if they have gone through all seven layers of skin. The easiest way to explain is if you scratch yourself and you see blood, then you have gone through all seven layers of skin.”

According to Joel Schlessinger, M.D., a cosmetic surgeon and dermatologist who runs the Advanced Skin Research Center in Omaha, Neb., “The skin barrier is the difference between healthy skin and damaged skin. It is probably something that most dermatologists don’t think about at all. However, the reality is that the skin barrier is a very important concept to articulate to patients.”

In addition to seven layers, skin has seven functions, and the first is the skin barrier, said dermatologist Carl R. Thornfeldt, M.D., the developer and founder of Episciences, Inc. (Boise, Idaho).

“This permeability barrier keeps the aqueous internal environment protected from the dry external environment, which includes all the toxins and contaminants in our environment,” he expressed.

In finding the best way to describe the skin barrier, consider how one might explain it to a child, Dr. Werschler said.

“I use a brick wall analogy,” he described. “The bricks are the skin cells and the mortar holding them together is the intercellular cement substance. At the bottom of the barrier you have the retaining wall foundation, otherwise the bricks would fall apart.”

Furthermore, there are specialized structures in the epidermis, Dr. Werschler continued.

“Imagine every ten bricks or so you place a decorative brick. Those are the melanocytes,” he said. “Your pigmentation is in the epidermis, and you are constantly shedding your pigmentation, as well. In addition, you can also have pigmentation after injury.”

Another visual way to explain the skin barrier is to conjure up the image of a shield, said Peter Lio, M.D., a clinical assistant professor of dermatology & pediatrics at Northwestern University Feinberg School of Medicine, and founding director of the Chicago Integrative Eczema Center (Chicago, Ill.).
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Defining the Skin Barrier – Best Practices for Practitioners and Industry

“Our skin is designed to protect us from things in the world. When it is healthy, it acts like a shield for our skin. If the skin barrier is not working correctly, your skin can get itchy, red and uncomfortable,” he illuminated.

As tissue migrates to the surface it matures and differentiates to form a shield or a brick-and-mortar type of barrier, Dr. Thornfeldt agreed.

“It has lipids and oils in an exact ratio and specific oil groups are required for function in a precise pattern,” he said. “When the skin barrier is damaged, the three barrier oils – cholesterol, ceramides and free fatty acids – are the first things made by the body to repair itself. Notably, 50% of that has to be linoleic acid and there are some other fatty acids, as well.”

A key skin barrier function is the connection between cells within the stratum corneum and epidermis called “tight junctions,” stated Nikolay Turovets, Ph.D., CEO of MediCell Technologies, LLC (Carlsbad, Calif.), a developer of stem cell-related therapies.

“The tight junctions are complex structures of very specific proteins and extracellular matrix molecules, produced by skin cells. If the connections are well-established, in other words there are no gaps between cells, then the skin will hold water and it will not be released by the skin,” he explained.

At the bottom of the epidermis, the dermal-epidermal junction (DEJ) is the tough layer between the epidermis and the underlying dermis. “It is made of collagen and gives us the strength to our skin, noted Dr. Werschler. “It is in that layer of the collagen that you have blood vessels, nerves and all the action of living tissue.”

On the other side of the DEJ, the basal or “basement layer” could be considered as the bricks sitting on top of the foundation. Those cells divide, and as they do, they move up to the skin’s surface to be shed.

In addition to the attacking environmental elements, infection can disturb the skin barrier, as well, Dr. Schlessinger indicated. For example, if a person ends up with a fungal infection, it can impair the skin barrier allowing bacteria to enter, which further impairs the skin barrier.

“What we have found is that with nearly every skin condition we deal with, from psoriasis, eczema to even poison ivy, the skin barrier ends up disturbed and bacteria swoops in and takes a further toll,” he said.

When that complex skin barrier requires protection, a wide range of products are at hand. According to Dr. Schlessinger, anything that improves the skin barrier is, by design, going to take into account a number of factors, the primary of which is moisture and any disease conditions that are impairing the barrier.

“That doesn’t mean that in order to improve the skin barrier you have to have creams,” he said. “Sometimes improving the skin barrier is nothing less than improving the biome on the skin, which is the collection of bacteria that is out of whack or in some way out of sync with a healthy skin barrier.”
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There are many products that claim to address the skin barrier functions, so it can be overwhelming for both clinicians and patients, Dr. Lio admitted.

“Many people are interested in the ‘best’ moisturizer or barrier repair cream, but it is all relative to the indication,” he said. “A more apt analogy may be to cars; for example, a Ferrari might be the ‘best’ car by some measure, but if you are hauling a trailer, it would likely be among the worst. With moisturizers, we are blessed with a huge array of possibilities and formulations.”

Dr. Lio often meets patients that have tried several products and weren’t happy or experienced adverse reactions to them. “Part of my specialty is to read the skin and observe carefully so that I can pick a product that will meet patient needs, both in medical and cosmetic patients. I rely on over a dozen favorite products depending on the skin type, body location, age, and type / severity of skin condition,” he said.

In Dr. Turovets’ experience, some skin moisturizers that claim to protect the skin from water loss and preserve the skin’s barrier actually provide only a masking effect. “After applying moisturizers on the skin, we may feel that it is hydrated, but that is nothing more than a feeling. Our actual skin barrier remains damaged and un repaired.”

Worse yet, some skincare ingredients will actually harm rather than help repair the skin, Dr. Thornfeldt added. “It is the retinols, propylene glycols and lactic acid that damage the skin and activate varying degrees of inflammation. Physicians need to know about products that help repair and even optimize the skin barrier.”

Only barrier balancing and repairing creams can genuinely help restore the skin barrier, Dr. Turovets concurred. “These creams restore barrier function by repairing cell membranes, and they may also contain ingredients, such as defensins that restore tight junctions,” he said.

Improving the skin barrier can be as simple as using the correct topical or oral antibiotic to reestablish the skin and its cohabitants, Dr. Schlessinger stated. “We see a lot of people walking around with a skin barrier that is disturbed, and via a simple regimen they could re-epithelize the skin and end up with a healthier and more robust epithelium.”

Most of the products traditionally used on the skin barrier have been abrasive in nature, expressed Dr. Werschler. “These include microdermabrasion, light chemical peels, alpha hydroxyl acids and RetinA to some degree. All of these have been designed to exfoliate the skin one way or another, to thin out the stratum corneum for a smoother, prettier air corneocyte interface, which makes the skin look healthy and glowing.”

Energy-based systems, such as microneedling, laser and radiofrequency (RF)-based devices, can be employed as well, Dr. Thornfeldt commented.

Some available therapies make use of microneedling and infusion to perform pre- and post-procedure skincare treatments, Dr. Werschler stated.

“A more accurate term to use is diffusion rather than infusion. Developers should use a fixed depth and accurate delivery system. If an energy-based system is involved, then it may involve damage to
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Defining the Skin Barrier – Best Practices for Practitioners and Industry

Before and after using Epionce skin barrier renewal facial cream. This patient was part of a clinical trial comparing this treatment to prescription Renova (0.05% tretinoin) and lactic acid moisturizer.

Photos courtesy of Carl R. Thornfeldt, M.D.

the skin via laser or some other method to strip the skin and deliver products into the different layers of skin,” he explained.

“Energy-based systems work by damaging the skin barrier,” Dr. Thornfeldt said. The key with those systems is you want to deliver a lot of ingredients before inflammation in the skin kicks up. The problem with a lot of the nutrients you put into the barrier is that they are pro-inflammatory, so they accelerate the inflammation. The patient will get plumping for one or two days, or until the inflammation goes down. However, some of what you’ve put in there will also damage the skin and destroy the extra cellular matrix.”

Dermalinfusion from Envy Medical, Inc. (Long Beach, Calif.), is an example of such a product that applies an advanced, non-invasive skin resurfacing technology to perform exfoliation and extraction, as well as accommodate the infusion of condition-specific serums to improve skin health, function and appearance. This system offers customization features that result in immediately noticeable improvement in volume, hydration, tone and texture. As with other dermal infusion-type products, it can also be used in conjunction with other non- and minimally invasive procedures to enhance results.

Among other energy-based microneedling solutions, Secret RF from Cutera, Inc. (Brisbane, Calif.), is a novel fractional RF-based microneedling system for tissue coagulation and hemostasis, designed to stimulate and remodel collagen and address the common signs of aging. Secret RF delivers precise, controlled energy at various depths to target patients’ most common skin concerns – fine lines, wrinkles, scars, photaging and striae – on the face and body with limited-to-no downtime.

Similarly, Vivace RF from Aesthetics Biomedical, Inc. (Phoenix, Ariz.), combines targeted microneedling with RF-based energy to help stimulate and tighten the skin. The system reportedly minimizes the appearance of pores, fine lines and wrinkles; reduces secretion of skin oils (seborrhea); smooths scars; improves delivery and absorption of medical-grade skincare products; and reduces the occurrence of acne.

After any energy-based procedure, “You need to slam that skin barrier shut,” Dr. Thornfeldt continued. “Positive ways to accomplish this include skin preparation so that you have a consistent response. Two to four weeks before you do anything, you want to get the skin barrier in shape. Eliminate inflammation, decrease the microbes, get the biome back in balance, etc. That will give you the best, most predictable result.”

What if you use an energy-based system that delivers product into the skin barrier, but the products have not been tested for internal use?

“We have seen this with microneedling, for instance, where there are punctures made within the skin and products are attempted to be introduced into these punctures. This is concerning and potentially harmful to the patient,” Dr. Schlessinger warned.

Unknown chemicals, formulations and preservatives, as well as many ingredients that are intended for topical use have not been tested for internal use, Dr. Schlessinger continued.
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Defining the Skin Barrier – Best Practices for Practitioners and Industry

“There are risks associated with injecting substances into the skin without testing. Keep in mind there are certain skincare products that are perfectly safe to be internalized, but I’m less certain about introducing different fragrances or colors, and other components of skin creams,” Dr. Schlessinger said.

Mesotherapy can offer an effective system of delivery but is more popular across Europe and Asia than the United States. “In certain countries, mesotherapy can be used to reduce fat as it contains bio salts and compounds that already exist in the skin, for normal skin structure. Those therapies do have measurable benefits,” stated Dr. Thornfeldt.

Dr. Schlessinger even noted the value of regenerative medicine to repair the skin barrier. “People use platelet-rich plasma (PRP), which is reintroducing your own autologous serum into yourself,” he said. “It may offer benefits, and it doesn’t seem to result in any harm. That is a lot different from compounding formulations like Minoxidil and then putting it into the skin via mesotherapy.”

Unpredictable side effects are an overarching issue when using devices and infusion-style therapies to heal the skin barrier. In addition, the FDA has offered no regulations or advice regarding anti-aging skincare and delivery systems, including microneedling and the wealth of cosmeceuticals that are routinely applied to the skin barrier.

“Thousands of cosmeceuticals have been tested in multiple clinical trials for customers or patients, but none of those trials deal with introducing cosmeceuticals into the skin or into the patient,” stated Dr. Schlessinger.

Cosmeceuticals do not exist in the eyes of the FDA, Dr. Werschler said. “The regulators should establish a third category of over-the-counter (OTC) skincare products that have limited effects, but the FDA will not do that. Unless you are a soap made from animal fat and lye, you are regulated by the FDA. For instance, Dial and Dove are considered OTC drugs because they are designed to affect the surface of the skin.”

So then, how does the practitioner address the reportedly more than three-quarters of Americans that have or will have a damaged skin barrier?

“Before a procedure, use a skin barrier renewal cream to ensure normalization of barrier functions; followed by a cleanser that would reduce the number of microbes on the skin; and then a rebalancing toner to obtain the proper pH,” Dr. Thornfeldt outlined. “I do this before a procedure to get a predictable result and minimize side effects.”

Under the current conditions, it is nearly impossible for the average patient to find the best method or approach to repairing the skin barrier. As such, “It is up to the practitioner to improve patient care and the health of peoples’ skin,” Dr. Thornfeldt advised. “We have the technology to do this and patients need to understand that, and search for products that work to control inflammation and optimize skin barrier function.”
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A significant trend in modern aesthetics is the steady increase in males actively seeking anti-aging and cosmetic procedures. While females still make up a large majority of the patient demographic, as many as 10% to nearly 50% of patients in a given practice are male, and as medical aesthetics becomes more mainstream this number will continue to rise.
Understanding the Contrasting Needs of Male and Female Patients

While there is no real variance in how procedures are performed on women versus men, differences exist in the anti-aging goals, and the ways in which practitioners address areas that satisfy both gender and individual patient needs.

Both genders tend to pursue comparable aesthetic results; however they may be focused on different body areas, said Terrence Keaney, M.D., F.A.A.D., a dermatologist in Arlington, Va. “The use of injectables to restore youthful facial features is important to both men and women. Women care more about specific facial areas, such as the cheeks and lips, while for men it’s more about the eyes and jawline. Also, men often seek body contouring, especially in the submentum and abdomen, as well as non-surgical hair restoration with platelet-rich plasma (PRP). Hair loss is important to women, as well, but it is not a top cosmetic concern as it is for men,” he said.

“Definitely more men are seeking aesthetic solutions,” expressed Gregory P. Mueller, M.D., F.A.C.S., a plastic surgeon in Beverly Hills, Calif., who noted that over 40% of his patients are male. “They are coming in for facial procedures like neurotoxin injections, which have been popular with men for the last ten years.”

Nevertheless, he continued, “When men come in they’re not asking for higher cheekbones or a change in the way their face looks. Generally, they want to retain their facial shape, but maybe improve skin quality, tone and texture. Men want to make their skin look younger, they don’t want to look ‘done.’”

For Shino Bay Aguilera, D.O., a cosmetic dermatologist and dermatologic surgeon in Fort Lauderdale, Fla., there are important distinctions between men and women in aesthetics. “Females tend to be more body conscious, worrying about cellulite, wrinkles and laxity, their arms and excess fat. Because of the way they dress, a lot more flesh is exposed. Men can hide pretty much any of these issues from others.”

“In my experience, lots of men worry about crow’s feet more than anything else,” Dr. Aguilera commented. “Their second area of concern is the double chin. Off the face and neck, the waist and love handles are of great concern to men.”

In the body treatment category, men now realize that they can have cosmetic medical procedures without having to deal with the invasive nature of surgery. “There has been an uptick in body treatments for men, as well as skin tightening procedures,” Dr. Mueller reported.

According to experts, both men and women are drawn to non-invasive solutions, such as cryolipolysis, ultrasound, laser or radio-frequency (RF). truSculpt® 3D from Cutera, Inc. (Brisbane, Calif.), is one such modality, based on monopolar RF. This system takes a multidimensional approach to decrease circumference and diminish fat by delivering clinically therapeutic temperatures to the subcutaneous adipose tissue to achieve high clinical efficacy quickly, with enhanced safety and comfort.

Notably, many men are copying women in seeking certain aesthetic procedures. “After seeing their wives or significant others transform into a younger version of themselves, men generally start to feel concerned.

“The use of injectables to restore youthful facial features is important to both men and women. Women care more about specific facial areas, such as the cheeks and lips, while for men it’s more about the eyes and jawline.”
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*Data on file. **Cohen et al. Five-Year Safety and Satisfaction Study of PMMA-Colloidal in the Correction of Nasolabial Folds. Dermatol Surg. 2015 Dec;41 Suppl 1:S302-13. ***Data on file. Bellafill® is indicated 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. Patients who have had a positive reaction to the Bellafill® Skin Test, have a history of severe allergies, have known bovine collagen allergies, are allergic to lidocaine, have bleeding disorders or are prone to thick scar formation and/or excessive scarring should not receive Bellafill®. The safety of Bellafill® for use during pregnancy, breastfeeding, or in patients under 21 has not been established. You may experience temporary swelling, redness, pain, bruising, lumps/bumps, itching, and discoloration at the treatment site. These side effects are usually transient and typically resolve within 1–7 days. You may experience lumps/bumps/pepules that may occur more than one month after injection and that may persist. Less common side effects include rash and itching more than 48 hours after treatment, persistent swelling or redness, lumps/bumps, acne, and increased sensitivity at treatment sites. Infrequently, granulomas may occur and may be treated by your licensed physician provider. Be sure to call your licensed provider immediately if you notice any unusual skin reactions around the treatment area. Based on the 5-year Post Approval Study with 1008 patients, long-term safety of Bellafill® for up to 5-years has been established. For more safety information, please consult with your physician and the patient labeling that can be found by visiting our website www.bellafill.com.
about their weight, the inability to eliminate stubborn body fat, wrinkles and aging skin,” said Shelena C. Lalji, M.D., an OB/GYN and medical director of Dr. Shel Wellness & Medical Spa (Houston, Texas).

“Neurotoxin injections and/or non-invasive fat reduction treatments are the gateway procedures for men in my practice,” she shared. “Both types of procedures are very quick and painless, and patients are able to see the results fairly quickly.”

While most referrals of husbands and boyfriends are made by significant others, there is actually a combination of referrals at work, Dr. Keaney noted. “Male-to-male peer referral is the most effective, but the most challenging to build. Men are often reluctant to reveal that they had a cosmetic procedure to their male friends or colleagues.”

Compared with women, “Men are a little more clandestine than women,” noted Dr. Aguilera. “While they are willing to do anything they can to make themselves look better, they also want no downtime or indications that they got cosmetic work done. They are most comfortable with not letting anybody find out that they did it. However, I see the wives come in and get a body shaping treatment and next thing you know the husband or boyfriend is in our office, asking about it.”

The growth of male aesthetics has also been affected by the up-and-coming Millennial generation, which is perhaps more dedicated to aesthetics than any other demographic.

“The Millennial patient is a lot more cosmetically adventurous and educated about procedures,” Dr. Aguilera pointed out. “We see many young patients come in for enhancement. The older patients need this kind of therapy, but the younger ones want it.”

“Millennials see a friend of theirs on social media who has had some work done, for instance,” said Dr. Mueller. “They are growing more aware of what is available, and they are going for it.”

Similarly, gay men are more adventurous, almost the way a woman would be, according to Dr. Mueller. “There’s a whole world of gay men talking to other gay men about what kinds of aesthetic procedures they have had. Gay men will talk about it more than straight men. They are not afraid to come in and ask, what do you think I need? I’m not happy about the way my body looks. Should I have liposuction? They are a bit more open to what we suggest and they are very dedicated. They will refer their friends to me if they are happy with the results. It’s quite an incredible patient-to-patient referral.”

In recent years, rejuvenation of the genital area has become considerably more popular with both men and women. Penile enhancement is a growing niche in the aesthetic industry; however, most of the advances in techniques and technologies, including clinical studies and FDA approvals, have been made in non-surgical vaginal rejuvenation procedures.

Experts pointed out that currently most of the penile enhancement procedures being used are experimental, however, procedures that extend the penis’ length and girth, should become mainstream soon.
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“Understanding the Contrasting Needs of Male and Female Patients”

“With penile enhancement, there are numerous surgical procedures out there that are not good and produce major deformities. If somebody can come up with an answer to that then yes, the interest will be very high.”

“Regarding girth enhancement, everything out there is considered, at best, experimental,” confirmed Paul Perito, M.D., a urologist in Coral Gables, Fla., who performs over 500 penile implant surgeries per year.

“When it comes to the glans, work has been done in Korea in the use of filler-type materials, such as PMMA or different forms of hyaluronic acid (HA). One evidence-based approach I’ve heard of is the use of a synthetic nanoparticle that shows promising results in increasing girth.”

Eventually, this developing penile cosmetic niche will be brought into mainstream medicine, Dr. Mueller insisted. “It is going to be a huge area. It doesn’t matter if a guy is gay or straight. Yes, there are some unresolved issues, but think women and breast implants. Breast implants remain very popular even though there are lots of problems with them,” he stated. “With penile enhancement, there are numerous surgical procedures out there that are not good and produce major deformities. I’ve seen some results using silicone that have been disasters. If somebody can come up with an answer to that then yes, the interest will be very high.”

By comparison, “Females are asking for procedures that are far less experimental, such as vaginal rejuvenation – from surgical to energy-based techniques,” Dr. Perito said.

For instance, the top trends in feminine rejuvenation include any non-invasive treatment option that improves both the function and appearance of the vagina.

“Women are highly interested in any treatment that allows them to remain as comfortable as possible, with little to no pain, downtime, prescription medications and/or invasive surgeries,” Dr. Lalji acknowledged.

Women’s pelvic muscles go through a great amount of trauma throughout pregnancy, childbirth and even aging, causing the pelvic floor muscles to weaken and not function properly, Dr. Lalji continued.  
“When this happens, women experience laxity and incontinence, as well as a large change in the appearance. This typically leads to sexual dysfunction and/or a decline in sexual desire. Oftentimes, this results in a loss of self-confidence, feelings of embarrassment and a tailoring of their lives according to this,” she said.

In Dr. Lalji’s experience, when it comes to successful approaches to managing patient expectations in non-invasive feminine rejuvenation procedures, “The results vary from patient to patient, but one aspect that remains constant is that nearly all my female patients have experienced life-changing results,” she indicated. “In order to successfully maintain the results and expectations for this type of treatment, it is important that women go through a series of maintenance sessions on an ongoing annual basis.”

Easy-to-use energy-based technologies (RF, laser, ultrasound) have put vaginal rejuvenation on the radar for a lot of practitioners.

“We offer an RF-based procedure and while it has been a slow uptake it is an incredible technological approach,” Dr. Mueller
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stated. “The treatments not only help with sexual function, but also with bladder control, as well as other conditions that are now fairly easy to treat compared with surgery.”

Characteristic of this type of device, ThermiVa® from Thermi, an Almirall company (Dallas, Texas) is a temperature-controlled system that uses RF-based energy to gently heat tissue so that women can reclaim their intimate wellness without discomfort or downtime. The ThermiVa electrode is designed to treat the internal and external anatomical features of the vagina.

Similarly, Votiva from InMode (Richmond Hill, Ontario, Canada) uses FormaV or FractoraV RF technologies to address the internal and external areas of concern. FormaV’s subdermal heating technology applies uniform RF heat to internal vaginal tissue and external vulvar laxity or labial hypertrophy. Treatment addresses a variety of intimate wellness concerns such as aging, hormonal changes and/or physical damage. FractoraV utilizes customized fractional RF energy to improve superficial skin tone problems and for skin tightening. Full-depth heating improves elastin and collagen remodeling to positively impact a woman’s feminine health and quality of life.

Among CO₂-based devices, V-Lase from Lasering (San Ramon, Calif.) is a non-ablative, non-fractional CO₂ modality for feminine rejuvenation. V-Lase creates mild thermal damage in the mucosal lining and underlying tissues of the vaginal canal and vulva. This remodels existing collagen and induces fibroblasts to create new collagen, elastin, reticular fibers and glycosaminoglycans. Treatment is safe, pain-free, non-invasive and results in thickening, tightening and more elastic and pliable vaginal walls, as well as a restoration of vaginal moisture and pH balance.

At the practice level, the problem is not a lack of technology, but rather how do you bring up vaginal rejuvenation during the consultation? “For us, performing these types of treatments and getting the great results is easy,” Dr. Mueller expressed. “The biggest challenge is in the conversation. You don’t want to make the person feel uncomfortable during the consult.”

In reality, anyone seeking aesthetic treatments, regardless of the desired procedure, gender or generation, wants to build a solid trust with the physician performing the work. “The leap into cosmetic procedures can be a reluctant one,” said Dr. Keaney. “Trust in the physician is critical for a patient to make that leap. Do not overpromise results and carefully explain the side effects. With men, we see lower tolerance of side effects, such as bruising, because of their work schedule and concern of being identified as having had a procedure, etc.”

As described by Dr. Perito, male aesthetic patients are ‘one and done.’ “When you set the expectations, they are on board,” he said. “They want to come in and get it done that day. They don’t want to wait. If you string them along then they lose interest. Give them a plan and they will stick with it.”
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As increasing numbers of males seek aesthetic treatments, techniques and technologies continually improve to provide better results with reduced discomfort and downtime. Marketing aesthetic services to men, though, can be a tricky proposition.

At the practice level, growing the male patient population has mostly relied on word-of-mouth and referrals from wives and significant others. At the industry level, manufacturers have started supporting this mega trend by rolling out male-centric marketing campaigns to capture this audience and expand the patient pool.

“A lot of manufacturers are doing direct-to-consumer marketing directed at men,” stated Jason D. Bloom, M.D., a facial plastic and reconstructive surgeon in Ardmore, Pa. “The increasing availability of non-surgical procedures that are safe and have no downtime is an important factor, as well.”

In recent years, Dr. Bloom’s male patient base has grown from 10% of his practice to around 15%. “More men have been coming in the last few years because cosmetic treatments have become more acceptable and it is not taboo for a man to get neurotoxin or dermal filler injections,” he stated. “Among Baby Boomers, men want to stay competitive in an increasingly aggressive job environment and that is driving a lot of them.”

According to Suneel Chilukuri, M.D., F.A.A.D., F.A.C.M.S., a dermatologist
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and dermatologic surgeon in Houston, Texas, who has also experienced a large increase in male patients, gateway procedures that attract men are the ones to actively market both internally and externally. “Body shaping and skin tightening are big, along with neurotoxin and/or dermal filler injections, gynecomastia, hair regrowth or removal, tattoo removal and physician-dispensed skincare,” he said.

The appropriate place to start when creating a male-centric marketing plan is for practitioners to recognize that men have different priorities than women, stated W. Grant Stevens, M.D, F.A.C.S., a plastic surgeon in Marina Del Rey, Calif., who developed Marina Man-Land, a “man cave” built into his clinic.

The phenomenon of specialized “man caves,” as well as the use of separate clinic entrances and even treatment rooms, has developed into a fruitful marketing hook that caters to this growing patient population. “Our Man-Land is a cross between a sports bar and a cigar lounge. My goal was to make it feel like the bar at The Lanesborough Hotel in London,” said Dr. Stevens. “When I started on the Marina Man-Land project, I interviewed over 100 men and received over 200 questionnaires filled out by men. I built my marketing around the responses received from this questionnaire.”

In the process, Dr. Stevens was able to confirm the treatments that he would market directly to men. “For instance, men want more hair on their head; they want less hair on their back. They want to have a V-shaped face, a smaller waist and bigger shoulders. Some of my male patients are starting to venture into IPL and other energy-based treatments. A lot of men have brown spots and they want to get rid of them,” he said.

Additionally, he sought the smallest details of patient preferences. “Our research found that men don’t like couches, they like leather chairs,” Dr. Stevens noted. “When I did olfactory tests with men, I found they don’t like the smell of flowers, but rather they prefer the smell of leather and a new car. They like watching sports programs on flat screens and using Wi-Fi.”

Other marketing approaches that work for men include consumer-facing events, which have also been used successfully over the years to capture female patients.

As reported by Dr. Bloom, “We’ve done some events in the past and we are now planning a new one: The Cigar Bar. This is a Botox-and-bourbon concept that appeals to men. At this male-centered event we’ll talk about neurotoxin and dermal filler treatments for men, neck rejuvenation, and micro invasive procedures. These are things that men are interested in.”

At Dr. Stevens’ practice, while CoolSculpting fat reduction procedures are considered the gateway treatment for his male patients, “They actively seek other types of services as well,” he said. “I track my male patients and follow what they keep coming back for. This includes Botox and fillers, as well as procedures to tighten their necks and faces. Surprisingly, a lot are getting monthly or bi-monthly facials. When I first introduced this idea of facials to men, a lot of them scoffed. The attitude was what you would expect, ‘I don’t need no stinkin’ facial’. I would counter with, ‘you don’t want a beautiful woman rubbing on your face for 30 minutes for free?’ That’s when they say, ‘I’ll take it’. Once they do, they say they want another and another.”

It is important to note that marketing to the gay male inhabits a uniquely diverse niche embracing various geographic regions, political stances, physical categories and professions. “Gay men are in some ways easier to market to than straight males,” said Dr. Chilukuri.

“Their demographic profile encompasses all ages, races, professions and incomes,” he continued. “And as with women, the gay male openly talks to his friends about the work he’s had done, so word-of-mouth is a good method. The straight male, on the other hand, will get the work done but doesn’t necessarily want anyone to know about it.”

In addition to the gay male, practitioners must start reaching out to the Millennial generation of males, as well. “I’ve seen many young men come in looking for what I call preventive work,” Dr. Chilukuri noted. “They’re asking about skincare, neurotoxins and how those treatments can be used in preventive work.”

Millennials are attracted to non-invasive treatment modalities. “Today, we have solutions that don’t have severe side effects,” Dr. Chilukuri pointed out. “For instance, with the toxins and fillers we have today we are able to do far more preventive work. We can see people looking basically the same age for decades now.”
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Non-invasive vaginal rejuvenation is now a well-established and popular procedure to treat a variety of vulvovaginal disorders, improve sexual gratification and enhance the aesthetic appearance of the external female genitalia. This rejuvenation is accomplished via neocollagenesis, neovascularization and possibly neoneurogenesis. While other CO₂ laser devices on the market use ablative fractional resurfacing, Lasering USA (San Ramon, Calif.) recently launched a new, non-ablative/non-fractional CO₂ laser-based device for feminine rejuvenation called V-Lase®, which uses their patented chopped CW technology.

Gentle heat from the non-ablative laser beam creates mild thermal damage to the mucosal lining and underlying tissues of the vaginal canal and vulva. This will remodel (shrink and tighten) existing collagen and induce fibroblasts to undergo mitosis and replicate, thus creating new collagen, elastin, reticular fibers and glycosaminoglycans (GAGs) in the extracellular matrix. All of this activity will thicken, tighten and make the vaginal walls more elastic and pliable over time (reducing the vaginal canal diameter for better sensation during intercourse). It will also create new superficial blood vessels that not only provide better oxygenation and nutrition to the tissue, but also increases vaginal transudate, which helps restore vaginal moisture and pH balance. This will decrease vaginal itching and burning, reduce symptoms of painful intercourse, lower the risk of vaginal infections, strengthen the pelvic floor to improve symptoms of stress urinary incontinence (SUI) and increase neurogenesis, which improves G-spot nerve sensitivity to heighten sexual gratification.

V-Lase offers many benefits over ablative modalities. Since it does not invade the surface tissue, there is no risk of worsening or initiating an infection. There is no bruising and no production of discharge, therefore there is no downtime from sexual activity, exercise (including swimming), or the use of tampons if treatment is performed in proximity of a menstrual cycle.

Human papillomavirus (HPV) is the most common sexually transmitted infection in the United States. There are over 100 types, some of which can lead to numerous forms of cancer. It is estimated that up to 80% of all females will contract HPV at some point during their life. When using an ablative CO₂ laser for vaginal rejuvenation on a patient who is currently infected with HPV there is an elevated risk of spreading or worsening the infection in that patient, as well as a risk of HPV contamination to the medical practitioner and/or support staff assisting in the procedure. Furthermore, ablative CO₂ lasers create a smoke plume, which is a natural consequence of ablation. As a non-ablative system V-Lase does not require the use (or added expense) of a smoke evacuator.

Other benefits of non-ablative vaginal rejuvenation include no need for topical anesthetic due to less patient discomfort during treatment, and the low intensity of non-ablative CO₂ laser light does not require shaving of the external genitalia when treating the vulva. Also, the V-Lase device has no consumables as the probe, insertion ring and external handpiece can be steam sterilized.
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ow in its 12th year, The Aesthetic Show (TAS) has firmly established itself as the leading multidisciplinary annual conference and most influential live-event educational platform in medical aesthetics. Set to take place July 5 – 8, 2018, at the lavish Wynn Resort in Las Vegas, Nev., TAS 2018 will provide attendees with a progressive scientific curriculum once again headed by Andrew Ordon, M.D., F.A.C.S., the acclaimed plastic and reconstructive surgeon and host of CBS television’s The Doctors. Highlights include advanced practice management seminars, live demonstrations and hands-on training courses, in addition to a large, active exhibit hall and THE Aesthetic Awards gala, which features Dr. Ordon as the master of ceremonies.
“You are allowed one-on-one discussions in a much more intimate setting than what you would find at any other meeting. At TAS, every single faculty member, including Dr. Ordon, is approachable and very willing to take questions and make practical points about running an aesthetic practice.”

TAS 2018 will provide attendees direct access to the industry opinion leaders, core physicians and other aesthetic professionals that make up the dynamic and comprehensive faculty.

“You are allowed one-on-one discussions in a much more intimate setting than what you would find at any other meeting,” noted cosmetic and reconstructive surgeon Suneel Chilukuri, M.D., F.A.A.D., F.A.C.M.S., director of Cosmetic Surgery at Refresh Dermatology (Houston, Texas).

“Many times, at meetings, presenters will leave the podium and not engage with an attendee individually. But at TAS, every single faculty member, including Dr. Ordon, is approachable and very willing to take questions and make practical points about running an aesthetic practice.”

The TAS faculty is a group of innovators, trailblazers and disrupters in different fields of medicine, expressed Tess Mauricio, M.D., F.A.A.D., a dermatologist and regenerative aesthetics specialist in Beverly Hills, Calif. “Through these multispecialty experts we really get to see the breakthrough technologies in ways you wouldn’t find if you went to other conferences. I believe in the power of education and sharing information and expertise. I get to share my work with colleagues and see how excited they are, and discover their vision of how we grow the field together,” she said.

Among the top areas of interest, the TAS 2018 program features a series of full-day, pre-show educational symposia focused on the current market growth drivers. During these courses, key opinion leaders and other industry specialists will update attendees on major evolving trends in the industry, which comprise male aesthetics, feminine rejuvenation and emerging technologies, including regenerative aesthetics.

Designed by the thought leaders that helped develop the thriving field of women’s intimate health and wellness, The Art of Feminine Rejuvenation will cover all aspects of non-invasive and minimally invasive vulvovaginal rejuvenation treatments. Attendees will have an opportunity to learn the latest, most advanced techniques and exclusive pearls delivered by experts.

Other pre-show activities include The Art of Male Aesthetics, which closely examines the growing male patient sector, from gateway procedures and patient consultation techniques, to clinical treatment methods and options.

The Regenerative Aesthetics Symposium will zero in on the restoration, replacement and / or rejuvenation of autologous tissues for anti-aging purposes. Topics include new fat grafting and volumization technologies, tissue re-engineering, DNA / RNA therapies, stromal vascular fraction (SVF), growth factors and more.
“Regenerative medicine is becoming more mainstream in the field,” noted Dr. Mauricio. “The pre-conference symposium on this topic is going to be comprehensive, and TAS is really the only place where you can obtain this kind of information.”

Dr. Chilukuri has kept up with trends and new approaches to regenerative medicine, as a result of attending TAS. “Specific workshops are very useful, especially in regenerative medicine, such as PRP and stem cell therapy. I went to TAS and looked at what the research and clinical trials showed, and who was using it. After learning more, I determined that some of these treatments would be good for certain patients. It also helped me seek out experts to consult,” he said.

Also keeping pace with medical aesthetic trends, the general sessions during TAS’s main program, will offer something for everyone, from first-time attendees to the most experienced practitioner. Continuing the prominence of regenerative aesthetics, the Regenerative Aesthetics Revolution lecture series is set to evaluate evidence-based anti-aging therapies and distinguish the real science from all the hype.

An enduring mark of TAS is the abundant coverage of emerging technologies, and this year’s program promises to once again take attendees to the outer limits. Subjects range from new modes of fat transfer to the face; different types of cell-based products and treatments being used to address a variety of conditions, from chronic and acute disease states to aesthetics; the potential benefits of hormone therapy; and the treatment of alopecia via regenerative techniques.

Sessions on advanced body shaping technologies will provide a comprehensive review of the foremost procedures within this leading market segment and top faculty will share their personal experiences with various modalities. “I look forward to participating in this session and the panel discussion, which will touch upon practical evaluations of the newest energy-based devices,” stated Dr. Chilukuri. “The use of energy-based systems and other approaches have formed an exciting new market for perceptive aesthetic practitioners. Also, top faculty will share their experiences.”

The Next-Generation Anti-Aging Skincare course will deliver understanding and awareness of the many categories of available products and ingredients commonly used in skincare formulations and cosmeceuticals.

As one of the hottest topics in aesthetics, women’s intimate health will also be covered during the main program. The Women’s Health Revolution offers a comprehensive review of new technologies and treatments that capitalize on aesthetics and women’s health concerns. The landscape is wide, from the use of energy-based solutions and stem cells, including combined radiofrequency (RF)- and CO₂-based treatments for intimate wellness; sexual dysfunction paired with keys to improve sexual response; to defining the multifaceted needs of the aging female; and genital rejuvenation.

TAS truly offers something for every attendee, including core practitioners. In The Future of Plastic Surgery, Dr. Ordon will co-moderate and orchestrate a discussion of new surgical approaches, as well as examples of the latest techniques and procedures. Conversely, The Future of Aesthetic Dermatology half-day session presents innovations
in the therapeutic aspects of dermatology and the treatment of different skin conditions.

“TAS is fun and different from some of the other meetings in our industry,” said Kian Karimi, M.D., F.A.C.S., a facial plastic surgeon in Los Angeles, Calif. “It is a multispecialty meeting so the scientific program is very well balanced. It offers something to physicians of all different specialties, which I believe is an important part of its success.”

Importantly, attendees can also cycle through the live patient demonstrations and workshops that are dispersed throughout the program. “TAS does the best job with that by giving you a virtual view of everything happening in the industry,” stated Dr. Chilukuri.

Standout workshops include two Advanced Injectable Applications and Techniques Courses, in which attendees will learn the latest injection techniques and tips taught by renowned masters in a fast track learning environment. Participants will receive course materials and earn Continuing Medical Education (CME) credits upon completion of each course.

These courses revolve around principles and practices to achieve optimal results for facial shaping, wrinkle reduction and facial rejuvenation using neurotoxins and dermal fillers. Treatment of difficult complications, the use of microcannulas and Polydioxanone (PDO) lifting threads will also be covered.

Post-lecture, participants will receive personal instruction and hands-on experience performing the demonstrated techniques. At least six months of practical experience with neurotoxins and dermal fillers is required to attend these courses, in addition to having a comprehensive understanding of facial anatomy.

For beginner injectors, the Injectables Course 101 is aimed at the basic science of neurotoxins and dermal fillers, safe injection techniques, proper patient facial evaluation and anatomy, safety protocols, pre- and post-procedure steps, and more.

According to Dr. Mauricio, “The live demonstrations are useful and incredible for attendees. To see our expert colleagues performing their most groundbreaking, new treatments creates a lot of excitement for the attendees.”

Attendees can also acquire up-to-date marketing and business management techniques for practice success. The Certified Aesthetic Consultant (CAC) Fast Track Certification Program offers a highly-structured, interactive and intensive one-day platform that is the only current and continuously updated certification program in the aesthetic industry. Instructors include experts in practice marketing, patient counseling and executive office management.
Beyond all of these closed-door sessions, courses and workshops, TAS’s sizable exhibit hall attracts many top-notch vendors and manufacturers that will line their booths with the newest technological advances and next-generation treatments.

As TAS has continued to add massive numbers of new attendees each year, exhibitors have gained access to an emergent multispecialty group of highly motivated physician customers powering the industry across a variety of medical sub-specialties.

“It truly is one of the largest exhibit halls and definitely highlights the future of medicine and aesthetics. If a practitioner or practice is looking for what is up-and-coming, TAS is the place to be,” Dr. Mauricio stated.

Attendees will have the opportunity to experience some of the newest technologies available. In addition, the hall’s center stage hosts a procession of entertaining and informative daily presentations showing off real-time merchandise currently on display.

As faculty member Dr. Chilukuri remarked, “It is The Aesthetic Show, not just an aesthetic meeting. It is not just science and sessions. TAS shows us the top themes in the field right now and they are global in nature. It is nice to see what is going on in the exhibit hall. It is quite realistic and gives you more of an appreciation for the education, as well.”

Continuing with the show theme, the eighth annual THE Aesthetic Awards™ gala will be hosted by Dr. Ordon and take place in the exhibit hall on Saturday, July 7, 2018 at 6:00 p.m. This year, the Awards will offer new categories for industry excellence. In line with TAS being the place to learn about the latest and greatest in aesthetic medicine, the awards are going to shine a spotlight on individuals, practices, organizations and corporations who are shaping the future of aesthetic medicine.

“The Awards ceremony is something I haven’t seen before at an aesthetics-related meeting,” Dr. Chilukuri pointed out. “It is good to see who the experts are worldwide, so that you can refer back to those patients. Also, I keep track of the physicians that do the best work. There may be a time that I have to perform some similar treatments or procedures in my practice, so I’ll reach out to the winners of the awards.”

Dr. Karimi is excited to be a part of this year’s annual show. “I’m happy to be returning to TAS and I plan to come every year,” he said. “If you are looking for a concise educational meeting that showcases state-of-the-art technology and procedures in aesthetic medicine, then this is the show for you. The live demonstrations and workshops are very popular. THE Aesthetic Awards event is fun, and a great way to highlight the best work. The whole show has a really great energy and atmosphere. It is the true manifestation of work hard, play hard. That is probably its biggest strength.”

As Dr. Mauricio concurred, “It is the best of all worlds. The scientific portion is top notch with the best experts. Cutting edge science drives the presentations and live demonstrations, and the most innovative companies exhibit at TAS. And, you get to enjoy it all Vegas-style.”
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The Art of Male Aesthetics Symposium
Thursday, July 5, 2018
9:00 am – 6:00 pm
- The role of non-invasive body shaping as a priority gateway procedure for men
- Optimizing success with non-surgical gynecomastia
- Penis enhancement without complications via injectables
- Hair restoration for men
- Dealing with the expectations and clinical goals of transgender patients
- Growing your practice revenues via male-oriented procedures and marketing

The Art of Feminine Rejuvenation Symposium
Thursday, July 5, 2018
9:00 am – 6:00 pm
- Laser vaginal rejuvenation and the concept of vulvovaginal beauty
- Labia majora augmentation, including labial or clitoral hood issues
- The successful treatment of atrophic vaginitis
- Labia reduction and contouring for improved appearance or balance, including the use of fat injections
- The G-Spot Connection: Vaginal surgery and sexual satisfaction
- Growing your practice revenues with feminine rejuvenation

www.aestheticsshow.com
Aerolase’s dedication to the advancement of aesthetic medicine has helped healthcare professionals practice more efficiently, effectively and profitably, while greatly satisfying patients with unmatched results, comfort and safety. Aerolase medical aesthetic lasers, built on our patented LightPod® system design, allow you to treat a broad range of patient conditions without a costly array of devices, handpieces, per-treatment costs, consumables or service contracts. Our LightPod lasers deliver unmatched levels of clinical efficacy, versatility, safety, reliability and cost-effectiveness, which command high levels of profit and patient satisfaction. Elevate your business with Aerolase lasers.

Aesthetics Biomedical
4602 North 16th Street, Suite 300
Phoenix, AZ 85016
(800) 526-7029 telephone  www.aestheticsbiomedical.com
Aesthetics Biomedical (ABM) represents a team of the best and the brightest innovators in the global aesthetic market. ABM is dedicated to providing the highest quality patient experience utilizing best-in-class devices that do it right the first time, and deliver results you can trust and share with others.

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.

Alma Lasers, Inc.
485 Half Day Road, Suite 100
Buffalo Grove, IL 60089
(866) 414-ALMA (2562) telephone  (224) 377-2050 facsimile www.almalasers.com
Alma Lasers is a global innovator of laser, light-based, radiofrequency and ultrasound solutions for the aesthetic and surgical markets. With offices, R&D and manufacturing facilities on three continents, and distributors around the world, Alma’s mission is to provide modular, cost-effective and high-performance systems based on the very latest clinical research and cutting edge technology. We enable practitioners to offer safe, effective and profitable aesthetic and surgical treatments, while allowing patients to benefit from the capabilities of state-of-the-art, clinically-proven technologies and methods.

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(800) 260-9497 telephone  (435) 575-7475 facsimile www.AdviceMedia.com
Advice Media is a leader in online digital marketing for medical practices. We offer beautiful websites and proven marketing through SEO, social media, review management and paid search so that we are the last company you will need.

Aesthetics Biomedical
4602 North 16th Street, Suite 300
Phoenix, AZ 85016
(800) 526-7029 telephone  www.aestheticsbiomedical.com
Aesthetics Biomedical (ABM) represents a team of the best and the brightest innovators in the global aesthetic market. ABM is dedicated to providing the highest quality patient experience utilizing best-in-class devices that do it right the first time, and deliver results you can trust and share with others.

Collagen P.I.N. / Induction Therapies
3600 Chamberlain Lane, Suite 336
Louisville, KY 40241
(877) 746-4407 telephone  (855) 856-1424 facsimile www.collagenpin.com / www.inductiontherapies.com
Collagen P.I.N.: More needles, more power, more depth, more collagen. Advanced collagen induction therapy introduces controlled injuries into the skin triggering natural growth factors and collagen. Microneedling causes less damage to the epidermis than other non-ablative / ablative treatments. Induction Therapies topical formulations specifically designed for post needling mini-mize complications and accelerate healing.
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(888) 611-8279 telephone (866) 890-8117 facsimile
www.crystalcleardm.com
Crystal Clear is an industry leader in providing world-class software, marketing and consulting solutions for the modern medical / aesthetic practice. Named “Top Aesthetic Service Provider 2016 - 2017” by Aesthetic Everything® and “Best Practice Marketing Company of 2016 - 2017” by THE Aesthetic Guide®, Crystal Clear strives to help practices around the globe find, serve and keep more profitable patients through one fully-integrated system. From patent-pending opportunity management software to customized digital marketing services, Crystal Clear is the solution for managing all aspects of your medical practice in today's social world.

Cutera, Inc.
3240 Bayshore Blvd.
Brisbane, CA 94005
(415) 657-5500 telephone (415) 330-2444 facsimile
www.cutera.com
Cutera is a trusted authority in energy-based medical aesthetic technologies for face and body, that practitioners turn to for innovation, sophistication and performance. Cutera’s premium portfolio of products include xeo®, truSculpt® 3D, excel V™, excel HR™, enlighten™, Juliet™ and Secret™ RF.

DefenAge Skincare
5845 Avenida Encinas, Suite 130
Carlsbad, CA 92008
(888) 368-5372 telephone (760) 814-8175 facsimile
www.DefenAge.com
A comprehensive multicenter clinical study shows that DefenAge’s core skincare regimen, featuring the exclusive ingredient Age-Repair Defensins®, addresses visible signs of skin aging on a global scale (randomized, placebo/vehicle-controlled, double-blinded study; 44 participants; histology). The study was performed by Amy Forman Taub, M.D. (PI), Vivian Bucay, M.D. and Gregory Keller, M.D.

DermapenWorld
283 Mona Vale Road
Terrey Hills, NSW 2084 Australia
+61 2 9889 3636 telephone
DermapenWorld.com / info@DermapenWorld.com
In 2010 Dermapen revolutionized microneedling. Years of research and development has resulted in the latest breakthrough: Dermapen 4, backed by a seven-year warranty, world-class training, marketing support and protocol recommendations. The DermapenWorld family continues to grow with Dermapen Cyro, Dermapen Infuse, Dermapen Tattoff, Dermapen Inject and the DP Dermaceuticals protocol skincare range.

Eclipse, LLC
5916 Stone Creek Dr., Suite 120
The Colony, TX 75056
(800) 759-6876 telephone (866) 558-0415 facsimile
www.Eclipsemed.com
Eclipse provides superior solutions to the domestic and international medical and aesthetic communities. The company is known for its portfolio of innovative products including: Eclipse PRP®, Eclipse eVIVE™ for male wellness, Theradome® laser hair regrowth helmet, Eclipse MicroPen®, Power Mask mask and under eye patches, and Eclipse Topical Analgesic™, among others.

ENDYMED Medical, Inc.
790 Madison Avenue, Suite 402
New York, NY 10065
(212) 772-0077 telephone
www.endymed.com
ENDYMED Medical provides radiofrequency (RF)-based medical aesthetic treatment systems for both the professional and consumer markets. ENDYMED’s proprietary, FDA cleared 3DEEP® RF technology is a highly effective solution for non-ablative wrinkle reduction, RF microneedling, skin tightening, body contouring, circumference and cellulite reduction, as well as acne and traumatic scar treatment.

Envy Medical, Inc.
5150 E. Pacific Coast Highway, Suite 720
Long Beach, CA 90804
(888) 848-3633 telephone (818) 874-1195 facsimile
www.envymedical.com
Envy Medical develops, markets and sells highly effective, non-invasive, clinically-proven skin rejuvenation therapies. Products include: Dermalinfusion®, an advanced skin resurfacing treatment that provides precision exfoliation with condition-specific serum infusions for better patient outcomes and patented Lumixyl® Peptide, a tyrosinase inhibitor researched and developed by Stanford University, that safely controls, treats and prevents hyperpigmentation.

Epionce
10211 W. Emerald Street
Boise, ID 83704
(866) EPIONCE (374-6623) telephone
www.epionce.com
Epionce is a comprehensive and innovative set of products designed to optimize the appearance and health of the skin by working at the core of the skin’s own protective and reparative systems. Developed by a clinical dermatologist, the unique approach delivers a blend of active botanical ingredients to deeply penetrate the skin. This helps to improve skin function, restore the natural protective barrier and reverse destructive skin inflammation. Fifteen independent clinical studies comparing the marketed products against leading prescription products have validated the technology of the Epionce line.

FotoFinder Systems, Inc.
7100 Columbia Gateway Drive, Suite 120
Columbia, MD 21046
(888) 501-0805 telephone (443) 283-3869 facsimile
www.fotofinder-systems.com
FotoFinder offers a variety of professional photo solutions for face and body, automatic mole mapping and dermoscopy. Our Mission is to bring the skin into the picture brilliantly and make medical photography high performance, time saving and intuitive.

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, safety and cutting edge innovation in treatment speed and efficiency. Our global network of representatives and reference medical centers guarantee exceptional customer support, as well as technical and clinical training.
Galderma Laboratories, L.P.
14501 N. Freeway
Fort Worth, TX 76177
(817) 961-5000 telephone
www.galdermausa.com

Galderma is committed to delivering innovative medical solutions to meet the skin health needs of people throughout their lifetime while serving healthcare professionals around the world.

Healeon Medical, Inc.
1111 Rancho Conejo Blvd., Suite 204
Newbury Park, CA 91320
(805) 499-7482 telephone (805) 435-1488 facsimile
www.healeonmedical.com

Healeon Medical is a leader in the point-of-care regenerative medicine space focused on providing innovative medical devices, clinical expertise and education in the field of regenerative medicine to enhance and improve the health and overall well-being of patients.

Hironic Co., Ltd.
19F U-Tower, 767, Sinsu-ro, Suji-gu, Yongin-si
Gyeonggi-do, 16827, South Korea
+82 31 525 7400 telephone +82 505 360 4201 facsimile
www.hironic.com

Established in 2006, Hironic is a KOSDAQ-listed company that manufactures innovative medical aesthetic laser and energy-based devices for dermatology and plastic surgery clinics. Committed to creating value for beauty and health, Hironic provides a diverse range of products including Doublo™, a skin lifting device utilizing high intensity focused ultrasound (HIFU) technology for skin rejuvenation; Micool™, which permanently destroys fat cells using cryo fat reduction technology for body shaping; MIRACLEAR™ and A-Fit™ for acne treatment; VeraShape™ for obesity care; ByeLIPO™ for fat reduction and cellulite removal; O-Fit™ for pigmented lesion treatment; and Easymo Graft™, a non-invasive hair transplant device. The Hironic brand continues to be recognized, valued and trusted globally because of its beautifully designed, innovative and reliable technology.

InMode
100 Leek Crescent, #15
Richmond Hill, ON L4B 3E6 Canada
(855) 411-2639 telephone (855) 411-6789 facsimile
www.inmodemd.com

InMode is an aesthetic medical technology company devoted on developing products and procedures utilizing the most innovative radiofrequency, light-based energy and laser technologies. Our minimally invasive and non-invasive procedures are clinically proven to reduce treatment time, recovery time and deliver real results so people can live their most beautiful lives.

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.mixtoskinsresurfacing.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. In 2006, Lasering introduced the first micro-fractional CO2 laser for skin resurfacing. The MiXto SX and MiXto Pro have a revolutionary patented scanning technology utilizing chopped CW emission and a “Z” pattern algorithm. MiXto physicians have won the “Best Non-Surgical Facial Rejuvenation Enhancement Award” four times at THE Aesthetic Show.

Lumenis
2033 Gateway Place, Suite 200
San Jose, CA 95110
(877) LUMENIS telephone (408) 764-3500 facsimile
www.aesthetic.lumenis.com

Lumenis® is a global developer, manufacturer and distributor of laser and intense pulsed light (IPL) systems. Surpassing 265 registered patents, 260 FDA clearances, and a presence in over 100 countries, Lumenis products are recognized worldwide as an industry gold standard. Market leading products include UltraPulse® and AcuPulse™ fractional CO2 lasers; LightSheer® Infinity™, Desire™ and Duet® hair removal systems; the M22™ multi-technology platform with VascuPlus+™; and the newly introduced FemTouch™ on Acupulse, a solution for vaginal health related conditions. Lumenis aesthetic systems deliver high standards of excellence, quality and reliability, with premium value and service.

Lutronic
19 Fortune Drive
Boston, MA 01821
(888) 588-7644 telephone
www.aesthetic.lutronic.com

Established in 1997, Lutronic, a leading innovator in advanced aesthetic and medical laser and related technology, is focused on bringing intuitive, robust, versatile, affordable and efficacious devices to the worldwide medical community. Committed to improving medicine, Lutronic partners with key opinion leaders to advance science and ensure the efficacy of its systems. With a focus on physician needs and patient outcomes, Lutronic dedicates time and funding toward the development of devices that offer features and improvements not found in today’s market, and holds more than 300 patents worldwide. With global headquarters located in the U.S., Lutronic also has an Asian center in Korea focused on R&D and manufacturing, and offices in Germany, China and Japan, as well as a worldwide network of distributors.

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.

NewSurg
1934 Hilltown Pike
Hilltown, PA 18927-0261
(215) 570-4327 telephone
www.NewSurg.com

NewSurg develops and distributes the next generation of medical lasers and equipment for cosmetic practices. Generous trade-in credit for old Iridex, Laserscope and pulsed dye lasers towards the compact and affordable NS-532 system. This unit provides clinicians with the solution for pigmented and vascular lesions.

Oxygenetix Institute, Inc.
9662 Santa Monica Blvd., Suite 223
Beverly Hills, CA 90210
(888) 500-1672 telephone
www.oxygenetix.com

Oxygenetix is a breakthrough Breathable Foundation to cover, help heal and minimize – even eliminate – procedural scars. Designed for physici-ans, Breathable Foundation covers and soothes a wide variety of skin problems, including skin injuries, wounds, rashes, cracked, dry skin, acne scars, rosacea and other skin conditions. On post-surgical scars, patients are reassured and impressed that after care includes safely camouflaging any evidence of surgery.
Quanta System S.p.A.
Via Acquedotto, 109
Samarate, Varese 21017 Italy
+39 0331 376 797 telephone  +39 0331 367 815 facsimile
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 and take care of people.

Rohrer Aesthetics, LLC
105 Citation Court
Homewood, AL 35209
(205) 940-2200 telephone  (205) 942-9905 facsimile
www.rohreraesthetics.com
Rohrer Aesthetics was founded by the former Sandstone Medical Technologies management team. The company is dedicated to providing high quality, affordable lasers, IPL and other aesthetic products that will serve the needs of any cosmetic practice and enhance the lives of their patients. Our flagship product is the Spectrum, a multi-platform work station that provides four lasers (810 nm diode, Q-switched 1064 nm / 532 nm, long pulsed YAG and Er:YAG) and an IPL priced under $55,000. The Phoenix CO2 laser is priced under $35,000 and features a large scan pattern (30 mm x 30 mm). The Phoenix can be used to remove uneven pigmentation and reduce fine lines and coarse wrinkles. All of our lasers include a two year warranty and our exclusive “Buy-Back” Guarantee.

Solta Medical, a division of Valeant Pharmaceuticals North America
25881 Industrial Boulevard
Hayward, CA 94545
(877) 782-2286 telephone  (510) 782-2287 facsimile
www.solta.com
Solta Medical is a global leader in the medical aesthetic market, providing innovative and effective solutions. Solta offers energy-based aesthetic devices to address a range of skin-related concerns, including skin resurfacing and rejuvenation, fat reduction, hair removal and acne reduction. More than 5 million procedures have been performed with Solta Medical’s portfolio of products around the world.

Suneva Medical, Inc.
5870 Pacific Center Blvd.
San Diego, CA 92121
(888) 278-3345 telephone  (858) 550-9997 facsimile
www.sunevamedical.com
Privately-held aesthetics company Suneva Medical develops, manufactures and commercializes innovative products, including its flagship brand, Bellafill®. Available in the U.S., Canada, Hong Kong, Korea and Mexico, Bellafill dermal filler is approved by the U.S. FDA for treating nasolabial folds and facial acne scars.

Syneron Candela
3 Goodyear, Unit A
Irvine, CA 92618
(800) 733-8550 telephone  www.syneron-candela.com
Syneron Candela is a global leader in the aesthetic medical device marketplace. We combine a superior level of expertise and customer understanding, offering customers one of the broadest product portfolios, an exceptional global service organization, and an expansive worldwide distribution network.

Thermi, LLC
3131 West Royal Lane
Irving, TX 75063
(866) 981-5017 telephone  (214) 279-0101 facsimile
www.thermi.com
Thermi®, an Almirall company, is a leading global manufacturer of temperature controlled radiofrequency technology. The company’s flagship product is ThermiRF®, a platform technology that uses temperature as a clinical endpoint for various non- and minimally invasive applications. Thermi also offers the Thermi250® device as the newest innovative RF for the body.

Topix Pharmaceuticals
174 Route 109
West Babylon, NY 11704
(800) 445-2955 telephone
www.topixpharm.com
Topix Pharmaceuticals, Inc. is the leader in micro-branded skincare innovations™. Systematically developing pharmaceutical-grade skincare dispensed by physicians, Topix has been consistently delivering safe and effective results for over 35 years.

Viveve, Inc.
345 Inverness Drive South, Suite 250
Englewood, CO 80112
(262) 599-6424 telephone
www.viveve.com
Viveve, Inc. is committed to advancing solutions to improve women’s overall well-being. Their flagship product, the Viveve® System, is the only device in its class that is approved in nearly 50 countries to treat vaginal laxity in a single, 30-minute session – and is backed by randomized, placebo-controlled data. In the U.S., the Viveve System is cleared for electrocoagulation and hemostasis in general surgery.

WonTech Co., Ltd.
200 Lakeside Dr., Suite 260
Philadelphia, PA 19044
(267) 803-6880 telephone
www.wtlaser.com
Using advanced techniques, WonTech’s equipment focuses on a variety of areas including skin aesthetics, fat reduction and surgical uses. The company’s research and development team is continuously working to advance laser and ultrasound technologies with the goal of promoting human health. Based on our technical power and high tech facilities, WonTech has expanded not only into America, but China, Europe, the Middle East and other international markets, to further enhance its position as an outstanding global corporation.

Zimmer MedizinSystems
25 Mauchly, Suite 300
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 ZWave 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.
<table>
<thead>
<tr>
<th>Supplier</th>
<th>Product</th>
<th>Technology</th>
<th>Applications</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advalight</td>
<td>ADVAx</td>
<td>PULSync: 599 nm / 1319 nm Laser</td>
<td>Vascular lesions, acne, scars, rosacea, warts and wrinkles.</td>
<td>Contact mfr.</td>
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<tr>
<td>Aesthetics Biomedical</td>
<td>The Vivace Experience</td>
<td>Microneedling with RF</td>
<td>Fine lines and wrinkles.</td>
<td>Contact mfr.</td>
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<tr>
<td></td>
<td>FemLift/ Pixel CO2</td>
<td>Pico and Nordic (650 nm)</td>
<td>Fractionated skin resurfacing.</td>
<td>Contact mfr.</td>
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<td></td>
<td>Alma-Q</td>
<td>Nano Wavelength</td>
<td>Intravaginal labia magna, skin and body (various handpieces).</td>
<td>Contact mfr.</td>
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<tr>
<td></td>
<td>LipoFlow</td>
<td>Console with Pump and Vacuum</td>
<td>Pigmented and vascular lesions, tattoo removal; resurfacing; fractional resurfacing with pixel handpiece.</td>
<td>Contact mfr.</td>
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<td>All-in-one solution covering all stages of liposuction, fat harvesting, transfer and fat re-implantation for aesthetic body contouring.</td>
<td>Contact mfr.</td>
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<td>Contact mfr.</td>
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<td>BTL Industries</td>
<td>ULTRA Femme FLEX Applicator</td>
<td>RF; EFC; Selective RF</td>
<td>Feminine rejuvenation.</td>
<td>Contact mfr.</td>
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<td></td>
<td>Collagen P.I.N.</td>
<td>Automated Microneedling: Single-Use 36/30 Gauge or Single-Use 15/32 Gauge Needle Cartridges; Corded or Cordless; Lifeline/Forever Warranty</td>
<td>Fine lines, wrinkles, acne scars, post surgery scars, skin tightening and retexturizing. Induction Therapies – specific post-microneedling products minimize complications and maximize results.</td>
<td>$2,995.00</td>
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<td>truSculpt 3D enlighten</td>
<td>Monopolar RF Laser 532 nm, 670 nm, 1064 nm; 750 ps and 2 ns Er:YAG Laser</td>
<td>Body sculpting; Tattoos and pigmentation.</td>
<td>Contact mfr.</td>
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<td></td>
<td>Secret RF</td>
<td>Fractional Radiofrequency Microneedling</td>
<td>Women's health and intimate wellness.</td>
<td>Contact mfr.</td>
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<tr>
<td>DermapenWorld</td>
<td>Dermapen 4</td>
<td>Microneedling, Carboxy Therapy, Automated Meso Infusion, Cyto N2O Therapy</td>
<td>Acne, striae and surgical scars, anti-aging and skin rejuvenation, pigmentation treatment, hair rejuvenation, lesions, cellulite, meso-injections and tattoo removal.</td>
<td>Contact mfr.</td>
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<td>Dermapen Inject</td>
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<td>Dermapen Infuse with TattOff</td>
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<td>Dermapen Cryo</td>
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<td>Eclipse</td>
<td>Eclipse MicroPen Elite</td>
<td>Microneedling, Micromcurrent</td>
<td>Improved appearance of fine lines, scars and texture.</td>
<td>Contact mfr.</td>
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<td></td>
<td>Power Mask</td>
<td>Self-Cooling Mask</td>
<td>Dippable microneedle patches and mask for in-office and at-home use.</td>
<td>Contact mfr.</td>
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<td></td>
<td>Crazy Cool</td>
<td>Power Pulse Therapy</td>
<td>Innovative exothermic mask that aids in patient comfort by cooling and hydrating.</td>
<td>Contact mfr.</td>
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<td></td>
<td>Eclipse eVIVE Theradome L80 PRO</td>
<td>Low Level Light Therapy</td>
<td>Male wellness; Hair loss regrowth treatment.</td>
<td>Contact mfr.</td>
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<td>EndyMed</td>
<td>Intensif</td>
<td>RF-Microneedling using Fractionated Pulse Mode</td>
<td>Dermal skin remodeling; skin rejuvenation; wrinkles, acne and traumatic scars, FDA and CE cleared, Health Canada approved.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Envy Medical</td>
<td>DermalInfusion</td>
<td>Advanced, Non-Invasive Exfoliation for Face and Body</td>
<td>Patented 3-in-1 technology simultaneously exfoliates, extracts and infuses skin with condition-specific serums.</td>
<td>Contact mfr.</td>
</tr>
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<td>Fotonas</td>
<td>IntimaLase StarWalker</td>
<td>2040 nm Er:YAG with SmoothMode Q-Switched Pico/Nano (523 nm, 585 nm, 600 nm, 1064 nm)</td>
<td>Feminine rejuvenation – tightening of internal vaginal tissues. StarWalker FraxATX Tx creates micro-size holes in skin over the tattoo area prior to the main laser procedure. This pretreatment avoids the 'frosting' effect and allows shorter time between multiple passes, reducing the number of TX sessions.</td>
<td>Contact mfr.</td>
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<tr>
<td>Hironic</td>
<td>EasyMo Graft</td>
<td>Automated Follicular Unit Extraction (FUE) Hair Transplant Device</td>
<td>Supports extraction and implantation processes with automated mechanical technologies: pneumatic for extraction and implantation, rotation power for extraction and positive pressure for implantation. Equipped with a low temperature storage system (1°C – 5°C) to improve the survival rate of follicular unit.</td>
<td>Contact mfr.</td>
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<td></td>
<td>Ultra Vera</td>
<td>High Intensity Focused Ultrasound (HIFU)</td>
<td>Improved appearance of fine lines, scars and texture.</td>
<td>Contact mfr.</td>
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<td>Dippable microneedle patches and mask for in-office and at-home use.</td>
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<td>Innovative exothermic mask that aids in patient comfort by cooling and hydrating.</td>
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<tr>
<td>InMode</td>
<td>FemaV FractoV</td>
<td>Non-Ablatif RF Fractional RF</td>
<td>Femine rejuvenation, deep muscle tightening, internal and external treatment.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Lasering USA</td>
<td>V-Lase</td>
<td>Non-Ablatif, Non-Ablatif CO2</td>
<td>Safe, painless, non-surgical office treatment for female wellness. Effectively treats vaginal atrophy, laxity and stress urinary incontinence. An alternative for estrogen therapy without side effects.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Lumenis</td>
<td>FemTouch</td>
<td>CO2</td>
<td>Vaginal rejuvenation.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Lutronic</td>
<td>INF/INI LaserMD</td>
<td>High Intensity Focused RF 197°T Thulium Laser</td>
<td>Skin tightening through wrinkle reduction. Dermatological procedures requiring the coagulation of soft tissue, treatment of actinic keratosis and benign pigmented lesions such as, but not limited to age, and solar lentigines and epidermides.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Merz Aesthetics</td>
<td>Ultherapy Cellina</td>
<td>Micro-Focused Ultrasound with Visualization</td>
<td>Lifts and tightens skin on the neck, chin and brow, and improves lines and wrinkles on the décolleté. Treats the underlying structural cause of cellulite dimples on the buttocks and thighs. U.S. FDA-cleared and E.U. CE-marked with results that last at least three years.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>DESCRIBE PFD Patch</td>
<td>Tissue Stabilized-Guided Subcision (TS-GS)</td>
<td>Treats the underlying structural cause of cellulite dimples on the buttocks and thighs. U.S. FDA-cleared and E.U. CE-marked with results that last at least three years.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Quantum Lasers</td>
<td>Discovery PICO Series</td>
<td>Picoscend with QuattroPulse emission modes (Picoscend, Q-Switched, OptiPulse, PhotoThermal); 1064 nm, 532 nm, 689 pm. Multi-Application Platform: Diode, IPL, Er:YAG, Nd:YAG</td>
<td>Tattoo removal. Treatment of benign pigmented lesions, wrinkles, acne scars and mild to moderate inflammatory acne.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Forte Series</td>
<td>1064 nm, 532 nm (Zoom handpiece) and 785 nm (Titanium Sapphire Crystal handpiece) picosecond wavelengths.</td>
<td>Hair removal, pigmented and vascular lesions, inflammatory acne, skin resurfacing, pseudofolliculitis barbae (FFB).</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Syneron Candela</td>
<td>PicoWay</td>
<td>1064 nm, 532 nm (Zoom handpiece) and 785 nm (Titanium Sapphire Crystal handpiece) picosecond wavelengths.</td>
<td>Tattoo and benign pigmented lesion removal.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Profound CO2/ RE Intima</td>
<td>Resolve 1064 nm and 532 nm picosecond wavelengths each with 101 uniform beams Bipolar RF Microneedling CO2</td>
<td>Wrinkles and acne scars.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Joweline, submental area, wrinkles and cellulite.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Feminine health.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Thermi, an Almiral Company</td>
<td>ThermiRF Thermi250</td>
<td>Temperature Controlled RF Temperature Controlled RF</td>
<td>Offers a myriad of soft tissue applications.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Temperature Controlled RF</td>
<td>Heats tissue in the vulvovaginal area. Temporary reduction in the appearance of cellulite.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>WonTech Co., Ltd.</td>
<td>PICOCARE</td>
<td>True Pico Pulsed Nd:YAG Laser</td>
<td>Tattoo removal, pigmentation treatment, skin rejuvenation and scar treatment with MLA handpiece.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Zimmer MedizinSystems</td>
<td>Z Wave ZOy</td>
<td>Ballistic Radial Pulse Cold Air (up to -30°C)</td>
<td>Temporary reduction in the appearance of cellulite. Skin cooling pre, intra and post laser treatments without interfering with the laser beam. Minimizes pain and thermal injury during laser and dermatological treatments. Temporary topical anesthetic relief for injections. Can be used for hair removal, tattoo removal and skin rejuvenation procedures.</td>
<td>Contact mfr.</td>
</tr>
</tbody>
</table>

Note: Data subject to change; please refer to Company Directory for supplier contact information.
<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Product(s)</th>
<th>Key Component</th>
<th>Description</th>
<th>Physician Price</th>
<th>Regulatory Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adoderm</td>
<td>VARIODERM Fine Line</td>
<td>Non-animal Hyaluronic Acid</td>
<td>6 mg/mL; for superficial wrinkles and lip augmentation.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>VARIODERM Basic</td>
<td>Non-animal Hyaluronic Acid</td>
<td>12 mg/mL; for medium wrinkles and lip contour.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>VARIODERM Plus</td>
<td>Non-animal Hyaluronic Acid</td>
<td>18 mg/mL; for deep wrinkles and volume.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>VARIODERM Subdermal</td>
<td>Non-animal Hyaluronic Acid</td>
<td>27 mg/mL; for volume augmentation and facial contouring.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>VARIODERM Lips and Medium</td>
<td>Non-animal Hyaluronic Acid</td>
<td>12 mg/mL; special formulation for lip augmentation and medium wrinkles.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>VARIOFILL Mesolift</td>
<td>Non-animal Hyaluronic Acid</td>
<td>12.8 mg/mL; effective smoothing of superficial wrinkles.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>Hyabell Body Contour</td>
<td>Non-animal Hyaluronic Acid</td>
<td>10 mL; for various indications on the body surface.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>Hyabell Lips</td>
<td>Non-animal Hyaluronic Acid</td>
<td>12 mg/mL; for lip augmentation and lip contour.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>Hyabell Basic</td>
<td>Non-animal Hyaluronic Acid</td>
<td>16 mg/mL; medium wrinkles and lip contour.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>Hyabell Deep</td>
<td>Non-animal Hyaluronic Acid</td>
<td>20 mg/mL; deep wrinkles, especially of the face.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>Hyabell Ultra</td>
<td>Non-animal Hyaluronic Acid</td>
<td>24 mg/mL; very deep wrinkles, face contouring, volumizing.</td>
<td>Contact mfr.</td>
<td>CE marked, marketed in Europe and other countries.</td>
</tr>
<tr>
<td>Allergan</td>
<td>CosmDerm</td>
<td>Purified Human-based Collagen + Lidocaine</td>
<td>Purified human-based collagen 35 mg/mL. Cross-linked with glutaraldehyde.</td>
<td>$205 Worldwide</td>
<td>Worldwide</td>
</tr>
<tr>
<td></td>
<td>CosmoPlast</td>
<td>Purified Human-based Collagen + Lidocaine</td>
<td>Purified human-based collagen 35 mg/mL. Cross-linked with glutaraldehyde.</td>
<td>$235 Worldwide</td>
<td>Worldwide</td>
</tr>
<tr>
<td></td>
<td>HydraFill – Softline</td>
<td>Non-animal Hyaluronic Acid</td>
<td>All collagen products contain 0.3% lidocaine.</td>
<td>$200 – $225 CE marked.</td>
<td>CE marked. marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>Hydrafill – Softline Max</td>
<td>Non-animal Hyaluronic Acid</td>
<td>Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g.</td>
<td>$200 – $225 CE marked.</td>
<td>CE marked. marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>Juvederm ULTRA 2</td>
<td>Non-animal Hyaluronic Acid + Lidocaine</td>
<td>Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g.</td>
<td>$200 – $225 CE marked.</td>
<td>CE marked. marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>Juvederm ULTRA 3</td>
<td>Non-animal Hyaluronic Acid + Lidocaine</td>
<td>Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g.</td>
<td>$200 – $225 CE marked.</td>
<td>CE marked. marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>Juvederm VOLUMA</td>
<td>Non-animal Hyaluronic Acid</td>
<td>Non-animal, cross-linked cohesive hyaluronic acid 20 mg/g.</td>
<td>$245 CE marked.</td>
<td>CE marked. marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>Juvederm HYDRATE</td>
<td>Non-animal Hyaluronic Acid</td>
<td>Non-animal, cross-linked cohesive hyaluronic acid 13.5 mg/g plus mannitol 0.9%; 1 x 1 mL syringe.</td>
<td>Contact mfr.</td>
<td>CE marked for volume augmentation.</td>
</tr>
<tr>
<td>Biologica</td>
<td>Allofill</td>
<td>Allograft Adipose Tissue</td>
<td>Allograft adipose-based filler containing naturally occurring growth factors.</td>
<td>Contact mfr. FDA regulated as a HCT/P.</td>
<td>FDA approved worldwide with the exception of Japan.</td>
</tr>
<tr>
<td>Technologies 5</td>
<td>Restylane</td>
<td>NASHA</td>
<td>NASHA get – a non-animal hyaluronic acid, stabilized with BBDE. The differentiation is in the size of the NASHA particles, to assure a tissue-tailored range of products.</td>
<td>Contact mfr. Restylane is approved worldwide.</td>
<td>FDA approved in December 2016. Approved as Emerel Classic and Emervek Deep outside of U.S. FDA approved.</td>
</tr>
<tr>
<td></td>
<td>Restylane Lyft</td>
<td>NASHA</td>
<td>Flexible gels with a concentration of 20 mg/mL, varied cross-linking that allows for flexibility and support with consistent textures and smoothness.</td>
<td>Contact mfr. FDA approved.</td>
<td>FDA approved in December 2016. Approved as Emerel Classic and Emervek Deep outside of U.S. FDA approved.</td>
</tr>
<tr>
<td></td>
<td>Restylane Silk</td>
<td>NASHA</td>
<td>Volumizer.</td>
<td>Contact mfr.</td>
<td>FDA approved in December 2016. Approved as Emerel Classic and Emervek Deep outside of U.S. FDA approved.</td>
</tr>
<tr>
<td></td>
<td>Restylane Refyne</td>
<td>NASHA</td>
<td>Cross-linked that allows for flexibility and support with consistent textures and smoothness.</td>
<td>Contact mfr.</td>
<td>CE marked. marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>Restylane Defyne</td>
<td>NASHA</td>
<td>Cross-linked that allows for flexibility and support with consistent textures and smoothness.</td>
<td>Contact mfr.</td>
<td>CE marked. marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>Sculptra Aesthetic</td>
<td>Injectable Poly L-Lactic Acid (PLLA)</td>
<td>Cross-linking that allows for flexibility and support with consistent textures and smoothness.</td>
<td>Contact mfr.</td>
<td>CE marked. marketed in Europe and other countries.</td>
</tr>
<tr>
<td>Hironic</td>
<td>JUVINA – Light</td>
<td>Non-animal, cross-linked cohesive Hyaluronic Acid</td>
<td>20 mg/mL for superficial lines, worry lines, crows’ feet and neck wrinkles.</td>
<td>Contact mfr.</td>
<td>CE marked. marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>JUVINA – Moderate</td>
<td>Non-animal, cross-linked cohesive Hyaluronic Acid</td>
<td>20 mg/mL for deep nasolabial folds, facial contouring and augmentation.</td>
<td>Contact mfr.</td>
<td>CE marked. marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>JUVINA – Deep</td>
<td>Non-animal, cross-linked cohesive Hyaluronic Acid</td>
<td>20 mg/mL for severely deep lines, facial contouring and augmentation, and chin.</td>
<td>Contact mfr.</td>
<td>CE marked. marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>JUVINA – Deep Plus</td>
<td>Non-animal, cross-linked cohesive Hyaluronic Acid</td>
<td>20 mg/mL for forehead, chin and nose.</td>
<td>Contact mfr.</td>
<td>CE marked. marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>JUVINA – Light Comfort</td>
<td>Non-animal, cross-linked cohesive Hyaluronic Acid plus Lidocaine</td>
<td>20 mg/mL plus 0.3% lidocaine for superficial lines, worry lines, crows’ feet and neck wrinkles.</td>
<td>Contact mfr.</td>
<td>CE marked. marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>JUVINA – Moderate Comfort</td>
<td>Non-animal, cross-linked cohesive Hyaluronic Acid plus Lidocaine</td>
<td>20 mg/mL plus 0.3% lidocaine for deep nasolabial folds, facial contouring and augmentation.</td>
<td>Contact mfr.</td>
<td>CE marked. marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>JUVINA – Deep Comfort</td>
<td>Non-animal, cross-linked cohesive Hyaluronic Acid plus Lidocaine</td>
<td>20 mg/mL plus 0.3% lidocaine for severely deep lines, facial contouring and augmentation, and chin.</td>
<td>Contact mfr.</td>
<td>CE marked. marketed in Europe and other countries.</td>
</tr>
<tr>
<td></td>
<td>JUVINA – Deep Plus Comfort</td>
<td>Non-animal, cross-linked cohesive Hyaluronic Acid plus Lidocaine</td>
<td>20 mg/mL plus 0.3% lidocaine for forehead, chin and nose.</td>
<td>Contact mfr.</td>
<td>CE marked. marketed in Europe and other countries.</td>
</tr>
<tr>
<td>Merz Aesthetics</td>
<td>Belotero Balance – 22.5 mg/mL</td>
<td>Hyaluronic Acid</td>
<td>Non-animal double phase cross-linked hyaluronic acid – via biofermentation – with CPM (Cohesive Polydensified Matrix) technology.</td>
<td>Contact mfr.</td>
<td>CE marked in Europe. FDA approved.</td>
</tr>
<tr>
<td></td>
<td>Radiesse</td>
<td>CaHA</td>
<td>Radiesse injectable implant is a sterile non-pyrogenic, semi-solid, cohesive implant, whose principle component is synthetic calcium hydroxylapatite suspended in a gel carrier of sterile water for injection, glycerin and sodium carboxymethyl cellulose (1.5 cc, 0.8 cc).</td>
<td>Contact mfr.</td>
<td>CE marked in Europe. FDA approved.</td>
</tr>
<tr>
<td></td>
<td>Radiesse (+)</td>
<td>CaHA</td>
<td>Radiesse (+) injectable implant is an opaque, sterile non-pyrogenic, semi-solid, cohesive implant, whose principle component is synthetic calcium hydroxylapatite suspended in a gel carrier of sterile water for injection, glycerin and sodium carboxymethyl cellulose (3% lidocaine hydrochloride and sterile water for injection (1.5 cc, 0.8 cc).</td>
<td>Contact mfr.</td>
<td>CE marked in Europe. FDA approved.</td>
</tr>
<tr>
<td>Sunova Medical</td>
<td>Bellafill</td>
<td>Purified Bovine Collagen and PMMA</td>
<td>80% purified bovine collagen and 20% polyethylene-methacrylate (PMMA) microspheres and 0.3% lidocaine.</td>
<td>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.</td>
<td></td>
</tr>
</tbody>
</table>

Note: Data subject to change; please refer to Company Directory for supplier contact information. Not all devices are FDA cleared for the application(s) indicated.
<table>
<thead>
<tr>
<th>Supplier Product Name</th>
<th>Device Type</th>
<th>Wavelength (nm)</th>
<th>Energy Output (Joules)</th>
<th>Pulse Length</th>
<th>Price</th>
<th>Accessories</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advalight</td>
<td>ADATx</td>
<td>Diode</td>
<td>589 nm / 1319 nm</td>
<td>Up to 40 J/cm²</td>
<td>Variable</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
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<tr>
<td>Aerolase</td>
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<tr>
<td>Alma Lasers, Ltd.</td>
<td>Harmony XL Pro</td>
<td>AFT Pulsed Light / Fractional Er:YAG Pixel / Nd:YAG</td>
<td>420 – 950 nm / 2940 nm / 1320 nm</td>
<td>Up to 25 J/cm² / Up to 50 J/cm²</td>
<td>Contact mfr.</td>
<td>Pixel tips are 11 mm² with 1 x 7, 7 x 9 and 9 x 9 arrays. Er:YAG tips are 1 mm and 4 mm. Nd:YAG: 6 mm tip.</td>
</tr>
<tr>
<td></td>
<td>Pixel CO₂</td>
<td>Fractional CO₂ System</td>
<td>10,600 nm</td>
<td>70 W</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>vShape</td>
<td>Pixel RF Fractional CO₂ System</td>
<td>10,600 nm</td>
<td>Up to 80 W</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>EXELOR</td>
<td></td>
<td></td>
<td>3 – 40 W</td>
<td></td>
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<td></td>
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</tr>
<tr>
<td>Cutera</td>
<td>excel V</td>
<td>Laser</td>
<td>532 nm / 1064 nm</td>
<td>Up to 300 J/cm²</td>
<td>Up to 60 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
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</tr>
<tr>
<td>Fotona</td>
<td>SP Dynamics</td>
<td>Nd:YAG / Er:YAG</td>
<td>1064 nm / 2940 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.1 – 50 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>XS Dynamics</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>Up to 500 J/cm²</td>
<td>0.1 – 1.5 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>QX MAX</td>
<td>Nd:YAG Q-Switched / Long Pulse / Nd:YAG / Er:YAG</td>
<td>1064 nm, 532 nm, 585 nm, 650 nm / 1064 nm / 2940 nm</td>
<td>Up to 160 J/cm² / Up to 600 J/cm²</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>SP Spectro</td>
<td>Nd:YAG / Er:YAG</td>
<td>1064 nm</td>
<td>0.1 – 50 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>XP Spectro</td>
<td>Nd:YAG / Long Pulse / Nd:YAG / Q-Switch Pico / Nano</td>
<td>1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.1 – 50 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>XP Dynamic</td>
<td>Nd:YAG / Long Pulse / Nd:YAG / Q-Switch Pico / Nano</td>
<td>1064 nm</td>
<td>0.1 – 50 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>StarWalker MagX</td>
<td></td>
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</tr>
<tr>
<td>Hionic Co., Ltd.</td>
<td>MIRACLEAR</td>
<td>Blue Light, Vacuum, IPL / Diode/RF</td>
<td>400 – 1200 nm</td>
<td>2 – 11 J/cm²</td>
<td>3 – 25 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>A-Fit</td>
<td>Diode / RF</td>
<td>1450 nm / 0.5, 0.7, 1.0 MHz</td>
<td>Max. 13 J/cm²</td>
<td>250 ms</td>
<td>Contact mfr.</td>
</tr>
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<td></td>
<td></td>
</tr>
<tr>
<td>InMode</td>
<td>Fractora / Optimas Workstation</td>
<td>Fractional RF</td>
<td>N/A</td>
<td>Up to 62 ml/jpin</td>
<td>Up to 2 pps</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
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<td></td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lutronic</td>
<td>SPECTRA SOLARI eCO₂</td>
<td>Q-Switched Nd:YAG / IPL / CO₂ Fractional Laser</td>
<td>532 nm, 585 nm, 650 nm / 1064 nm / 420 – 950 nm</td>
<td>Up to 1.5 J / 35 J/cm² (at 510 nm filter)</td>
<td>Up to 240 mJ / 5 – 7 J / 300 µs</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>MOSAIC HP INFINI</td>
<td>Er:Glass F-High Intensity Focused RF</td>
<td>1550 nm</td>
<td>4 – 120 µJ / 50 W</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
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</tr>
<tr>
<td>Quanta Aesthetic Lasers</td>
<td>Forte Series Multi-Application Platform</td>
<td>IPL / AC415-980 nm</td>
<td>5 – 15 J/cm²</td>
<td>15 – 100 ms</td>
<td>Contact mfr.</td>
<td>Portable, upgradeable with up to eight modules; five IPL handpieces, high-speed diode. Er:YAG and Nd:YAG. Advanced contact cooling with Sapphire waveguide coolers to 12°C. Adaptive Pulse Control (APC) adjusts pulse sequence and energy for safe and effective Tx of all skin types.</td>
</tr>
<tr>
<td></td>
<td>EVO Light Series Nd:YAG (pulsed) / IPL (opt.)</td>
<td>1320 nm / 400 – 1200 nm</td>
<td>35 J/cm² / up to 25 J/cm²</td>
<td>5 – 10 ms / up to 40 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>Solta Medical, a division of Valeant Pharmaceuticals North America</td>
<td>Isola 2 Acne Therapy Photopneumatic: Vacuum and Broadband Light</td>
<td>400 – 1200 nm</td>
<td>Up to 60 J/cm²</td>
<td>Up to 25 ms</td>
<td>Contact mfr.</td>
<td>Protective eyewear for patient and physician. Small and large tips available to access different areas with ease, 400 or 580 nm options based on skin type; safe for all skin types.</td>
</tr>
<tr>
<td>Syneron</td>
<td>elis Plus; AC Applicator Multi-Application Platform: Optical Energy (IR) / RF (elis) High Output Pulsed Dye Laser</td>
<td>400 – 980 nm</td>
<td>Light fluence: up to 18 J/cm² / RF: up to 25 J/cm²</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td>25 x 12 mm spot size at 1 Hz pulse rep. rate.</td>
</tr>
<tr>
<td></td>
<td>Vbeam Perfecta</td>
<td>High-Output Pulsed Dye Laser</td>
<td>595 nm</td>
<td>Up to 40 J/cm²</td>
<td>0.45 – 40 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>PicoWay Resolve PicoSecond Laser with 101 Uniform Microbeams</td>
<td>1064 nm</td>
<td>Up to 3.0 mJ/jbeam</td>
<td>450 ps</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>WonTech Co., Ltd.</td>
<td>COSJET SR Long Pulsed Nd:YAG Laser</td>
<td>1064 nm, 1320 nm</td>
<td>50 J (1064 nm), 15 J (1320 nm)</td>
<td>0.3 – 1 ms (short) / 1 – 100 ms (long)</td>
<td>Contact mfr.</td>
<td>Cooling system handpiece (skin cooling spray, sapphire window contact cooling).</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Manufacturer / Supplier</th>
<th>Acne Tx</th>
<th>Collagen Stimulation</th>
<th>Exfoliation</th>
<th>Firming</th>
<th>Peel</th>
<th>Post-Procedure Tx</th>
<th>Scar Reduction</th>
<th>Skin Lightening</th>
<th>Sun Protection</th>
<th>Wrinkle Reduction</th>
<th>Website</th>
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<tr>
<td>COSMED Dermaceuticals</td>
<td>●</td>
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<td><a href="http://www.cosmedderm.com">www.cosmedderm.com</a></td>
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<tr>
<td>DefenAge Skincare</td>
<td>●</td>
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<td><a href="http://www.DefenAge.com">www.DefenAge.com</a></td>
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<tr>
<td>DermapenWorld / DP Dermaceuticals</td>
<td>●</td>
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<td><a href="http://www.DermapenWorld.com">www.DermapenWorld.com</a></td>
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<tr>
<td>Eclipse</td>
<td>●</td>
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<td><a href="http://www.Eclipsemed.com">www.Eclipsemed.com</a></td>
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<tr>
<td>Envy Medical</td>
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<td><a href="http://www.envymedical.com">www.envymedical.com</a></td>
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<tr>
<td>Epionce</td>
<td>●</td>
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<td><a href="http://www.epionce.com">www.epionce.com</a></td>
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<tr>
<td>LIFTLAB Skin Regeneration</td>
<td>●</td>
<td>●</td>
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<td><a href="http://www.liftlabskincare.com">www.liftlabskincare.com</a></td>
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<td>Oxygenetix</td>
<td>●</td>
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<td><a href="http://www.oxygenetix.com">www.oxygenetix.com</a></td>
</tr>
<tr>
<td>SkinMedica, an Allergan Company</td>
<td>●</td>
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<td><a href="http://www.skinmedica.com">www.skinmedica.com</a></td>
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<tr>
<td>TOPIX Pharmaceuticals</td>
<td>●</td>
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<td>●</td>
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<td>●</td>
<td>●</td>
<td><a href="http://www.topixpharm.com">www.topixpharm.com</a></td>
</tr>
</tbody>
</table>

**Note:** Data subject to change; please refer to Company Directory for supplier contact information.
| Supplier/ 
Product Name | Device Type | Wavelength (nm) | Energy Output (Joules) | Pulse Length | Price | Accessories |
<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td><strong>Aerolase</strong></td>
<td>LightPod Neo</td>
<td>650 ms Nd:YAG</td>
<td>1064 nm</td>
<td>Up to 1272 J/cm²</td>
<td>650 µs – 1.5 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td><strong>Alma Lasers, Ltd.</strong></td>
<td>Soprano ICE</td>
<td>CW Diode</td>
<td>1064 nm</td>
<td>Up to 120 J/cm²</td>
<td>10 – 1,350 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Harmony XL Pro</td>
<td>In-Motion AFT Pulsed Light / Alexandrite / Nd:YAG</td>
<td>650 – 950 nm / 755 nm / 1064 nm</td>
<td>Up to 120 J/cm² / 5 – 20 J/cm² / 1 – 32 J/cm² / 30 – 450 J/cm²</td>
<td>1, 3, 30 sec / 3 ms / 10, 15, 45, 60 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>LEDA</td>
<td>Alexandrite Diode</td>
<td>755 nm</td>
<td>Up to 45 J/cm²</td>
<td>5 – 140 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Soprano ICE Platinum</td>
<td>CW Diode</td>
<td>808 nm, 980 nm</td>
<td>Up to 120 J/cm²</td>
<td>10 – 1,350 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td><strong>Cutera</strong></td>
<td>xeo + prowave</td>
<td>Laser / IPL</td>
<td>1064 nm / 680 – 1100 nm</td>
<td>300 J/cm² / up to 35 J/cm²</td>
<td>Up to 300 ms / up to 90 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>excel HR</td>
<td>Laser</td>
<td>755 nm, 1064 nm</td>
<td>Up to 300 J/cm²</td>
<td>Up to 300 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td><strong>Fotona</strong></td>
<td>SP Dynamics</td>
<td>Nd:YAG / Er:YAG</td>
<td>1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.1 – 1.6 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>XP MAX</td>
<td>Nd:YAG</td>
<td>1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.1 – 1.6 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>QX MAX</td>
<td>Nd:YAG Q-Switched / Long Pulse</td>
<td>1064 nm, 532 nm, 585 nm, 650 nm</td>
<td>Up to 160 J/cm²</td>
<td>250 µs</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>StarWalker MaQX</td>
<td>Nd:YAG Q-Switch Pico / Nano</td>
<td>523 nm, 585 nm, 650 nm, 1064 nm</td>
<td>Up to 300 J/cm²</td>
<td>580 ps, 0.6 – 50 ms, 5 ns / Hybrid Pico in Nano, Fractional</td>
<td></td>
</tr>
<tr>
<td><strong>InMode</strong></td>
<td>Diolaze XL / Optimas Workstation</td>
<td>Diode</td>
<td>810 nm</td>
<td>40 J/cm² (short), 60 J/cm² (long)</td>
<td>Single and 1 pps auto repeat</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>LightSheer ET</td>
<td>Diode</td>
<td>800 nm</td>
<td>10 – 100 J/cm²</td>
<td>5 – 400 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>LightSheer Infinity</td>
<td>Diode</td>
<td>805 nm / 1060 nm</td>
<td>8 – 20 J/cm² / 5 – 20 J/cm²</td>
<td>HS: 30 – 400 ms, ET: 5 – 400 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>LightSheer Desire</td>
<td>Diode</td>
<td>805 nm</td>
<td>10 – 100 J/cm²</td>
<td>HS: 30 – 400 ms, ET: 5 – 400 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>M22</td>
<td>Multi-Application, Multi-Technology Modular Platform</td>
<td>IPL: 515 – 1200 nm / Nd:YAG: 1064 nm</td>
<td>10 – 35 J/cm² / 20 – 225 J/cm²</td>
<td>4 – 20 ms / 2 – 20 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Supplier Product Name</td>
<td>Device Type</td>
<td>Wavelength (nm)</td>
<td>Energy Output (Joules)</td>
<td>Pulse Length</td>
<td>Price</td>
<td>Accessories</td>
</tr>
<tr>
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</tr>
<tr>
<td><strong>Lutronic</strong></td>
<td><strong>Clarity</strong></td>
<td>Long Pulsed Alexandrite / Nd:YAG Laser</td>
<td>755 nm / 1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.35 – 300 ms</td>
<td>Contact mfr. Nine spot sizes including 2, 3, 5, 8, 10, 12, 15, 18, 20 mm, ICD oxygen or air cooling available. Field replaceable handpieces with chilled compression tip: D1-800 (10 x 10 mm); D3-800 (10 x 30 mm). Cart.</td>
</tr>
<tr>
<td></td>
<td><strong>Advantage</strong></td>
<td>Diode</td>
<td>805 nm</td>
<td>5 – 100 J/cm²</td>
<td>5 – 400 ms</td>
<td>Contact mfr. Fields: Dark and light skin cooling systems for pulsed lasers and optional IPL.</td>
</tr>
<tr>
<td><strong>Quanta Aesthetic Lasers</strong></td>
<td><strong>EVO Domino</strong></td>
<td>Dual Alexandrite (pulsed) / IPL (opt.)</td>
<td>755 nm / 650 nm, 625 nm, 590 nm, 570 nm, 550 nm; 400 – 1200 nm</td>
<td>198 J/cm² / up to 25 J/cm²</td>
<td>0.3 – 300 ms / up to 40 ms</td>
<td>Contact mfr. Air or contact skin cooling systems for pulsed lasers and optional IPL.</td>
</tr>
<tr>
<td></td>
<td><strong>EVO Light Series</strong></td>
<td>Alexandrite (pulsed) / Nd:YAG (pulsed) / KTP (pulsed) / IPL (opt.)</td>
<td>755 nm / 1064 nm / 532 nm / 1320 nm / 650 nm, 625 nm, 590 nm, 570 nm, 550 nm; 400 – 1200 nm</td>
<td>123 J/cm² / &gt;300 J/cm² / 95 J/cm² / 35 J/cm² / up to 25 J/cm²</td>
<td>0.3 – 300 ms / 0.3 – 300 ms / 2 – 50 ms / 5 – 10 ms / up to 40 ms</td>
<td>Contact mfr. Air or contact skin cooling systems for pulsed lasers and optional IPL.</td>
</tr>
<tr>
<td></td>
<td><strong>EVO MDK Series</strong></td>
<td>Nd:YAG (Q-Switched) / Nd:YAG Q (Q-Switched) / Nd:YAG (pulsed) / Alexandrite (pulsed) / KTP (pulsed) / IPL (opt.)</td>
<td>1064 nm QS / 532 nm QS / 1064 nm / 755 nm / 532 nm / 1320 nm / 650 nm, 625 nm, 590 nm, 570 nm, 550 nm; 400 – 1200 nm</td>
<td>45 J/cm² / 19 J/cm² / 300 J/cm² / 123 J/cm² / 95 J/cm² / 25 J/cm² / &gt;50 J/cm² / 5 – 25 J/cm² / 5 – 10 ms / up to 40 ms</td>
<td>6 ns / 6 ns / 0.3 – 300 ms / 0.3 – 300 ms / 2 – 50 ms / 5 – 10 ms / up to 40 ms</td>
<td>Contact mfr. Air cooling system for Q-switched lasers.</td>
</tr>
<tr>
<td></td>
<td><strong>Forte Series</strong></td>
<td>Multi-Application Platform</td>
<td>805 nm / IPL HR680 – 950, HR635 – 950 nm</td>
<td>90 J/cm² / 5 – 25 J/cm² / 5 – 25 J/cm²</td>
<td>1 – 200 ms / 15 – 100 ms / 15 – 100 ms</td>
<td>Contact mfr. Advanced contact cooling with Sapphire waveguide, which cools to 12°C. Adaptive Pulse Control (APC) adjusts pulse sequence and energy for safe and effective Tx of all skin types.</td>
</tr>
<tr>
<td></td>
<td><strong>Thunder Series</strong></td>
<td>Alexandrite (pulsed) / Nd:YAG (pulsed)</td>
<td>755 nm / 1064 nm</td>
<td>Up to 60 J/cm² / up to 300 J/cm²</td>
<td>0.3 – 300 ms</td>
<td>Contact mfr. Optional Qool-Air; air cooling system connected and controlled by the laser device. Optimized spot shape up to 24 mm, rep. rate up to 10 Hz. Optional OptiScan scanner device for up to 30 cm² per scan. Rep. rate up to 15 Hz (with scanner).</td>
</tr>
<tr>
<td><strong>Rohrer Aesthetics, LLC</strong></td>
<td><strong>Spectrum</strong></td>
<td>Diode Laser</td>
<td>810 nm</td>
<td>N/A</td>
<td>Adjustable up to 400 ms</td>
<td>$54,995 (fully loaded) $29,995 (with single handpiece)</td>
</tr>
<tr>
<td></td>
<td><strong>Sofla Medical, a division of Valeant Pharmaceuticals North America</strong></td>
<td>Clear + Brilliant pelo</td>
<td>Diode</td>
<td>808 nm</td>
<td>Up to 750 J/cm²</td>
<td>4 – 400 ms</td>
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<tr>
<td></td>
<td><strong>Syneron Candela</strong></td>
<td>Dual Wavelength Alexandrite / Nd:YAG</td>
<td>755 nm / 1064 nm</td>
<td>Up to 400 J/cm² / up to 50 J/cm²</td>
<td>0.250 – 100 ms</td>
<td>Contact mfr. Standard Tx spot sizes from 6-18 mm; large spot delivery system handpiece provides 20, 22 and 24 mm Tx spots; finger and foot switch pulse control; patented Dynamic Cooling Device (DCD) providing consistent epidermal protection and patient comfort.</td>
</tr>
<tr>
<td></td>
<td><strong>GentleLase Pro-U</strong></td>
<td>Alexandrite</td>
<td>755 nm</td>
<td>Up to 400 J/cm²</td>
<td>0.250 – 100 ms</td>
<td>Contact mfr. Same as above.</td>
</tr>
<tr>
<td></td>
<td><strong>GentleYAG Pro-U</strong></td>
<td>Nd:YAG</td>
<td>1064 nm</td>
<td>Up to 500 J/cm²</td>
<td>0.250 – 100 ms</td>
<td>Contact mfr. Same as above.</td>
</tr>
<tr>
<td></td>
<td><strong>elos Plus with Motif LHR Applicator</strong></td>
<td>Multi-Application Platform: Optical Energy (IR) / RF (elos)</td>
<td>810 nm</td>
<td>Light Fluence: up to 50 J/cm²; 50 J/cm²</td>
<td>3 Hz</td>
<td>Contact mfr. Spot size: 12 x 12 mm; tip cooling temp: 5°C.</td>
</tr>
<tr>
<td></td>
<td><strong>elos Plus with Motif HR Plus Applicator</strong></td>
<td>Multi-Application Platform: Optical Energy (IR) / RF (elos)</td>
<td>680 – 980 nm</td>
<td>Light Fluence: up to 35 J/cm²; 25 J/cm²</td>
<td>Up to 3 Hz</td>
<td>Contact mfr. Spot size: 35 x 14 mm; tip cooling temp: 5°C.</td>
</tr>
<tr>
<td></td>
<td><strong>elos Plus with Motif HR Applicator</strong></td>
<td>Multi-Application Platform: Optical Energy (IR) / RF (elos)</td>
<td>680 – 980 nm</td>
<td>Light Fluence: up to 45 J/cm²; 25 J/cm²</td>
<td>1 Hz</td>
<td>Contact mfr. Spot size: 25 x 12 mm; tip cooling temp: 5°C.</td>
</tr>
</tbody>
</table>

*Note: Data subject to change; please refer to Company Directory for supplier contact information. Not all devices are FDA cleared for the application(s) indicated.*
<table>
<thead>
<tr>
<th>Supplier</th>
<th>Product Name</th>
<th>Device Type</th>
<th>Wavelength (nm)</th>
<th>Energy Output (Joules)</th>
<th>Pulse Length</th>
<th>Price</th>
<th>Accessories</th>
</tr>
</thead>
<tbody>
<tr>
<td>Advalight</td>
<td>ADVATx</td>
<td>Diode</td>
<td>589 nm / 1319 nm</td>
<td>Up to 40 J/cm²</td>
<td>Variable</td>
<td>Contact mfr.</td>
<td>Included scanner handpiece and optional foot pedal.</td>
</tr>
<tr>
<td>Aerolase</td>
<td>LightPod Neo</td>
<td>650 ms Nd:YAG</td>
<td>1064 nm</td>
<td>Up to 1272 J/cm²</td>
<td>650 µs – 1.5 ms</td>
<td>Contact mfr.</td>
<td>30+ applications with single handpiece. No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No routine maintenance. Portable (35 lbs.). All laser accessories, training and marketing package included. No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No service contracts. Portable (35 lbs.). All laser accessories, training and marketing package included.</td>
</tr>
<tr>
<td>Alma Lasers, Ltd.</td>
<td>Harmony XL Pro</td>
<td>AFT Pulsed Light / Nd:YAG / ClearLift O-Switched / Nd:YAG / Dye-VL AFT Pulsed Light / Alexandrite Diode</td>
<td>515 – 960 nm / 1064 nm / 500 – 600 nm / 755 nm</td>
<td>30 J/cm² / 30 – 450 J/cm² / up to 1200 J/cm² / up to 25 J/cm² / 1 – 32 J/cm²</td>
<td>10, 12, 15 ms / 10, 15, 45, 60 ms / 20 ms / 5, 10, 25 ms / 3 ms</td>
<td>Contact mfr.</td>
<td>Contact cooled version or non-cooled module options. Nd:YAG: 2 mm, 6 mm and 10 mm tips with contact cooling. Alexandrite: 5 and 8 mm tips. Unique robotic pullback fiber system; 1470 nm radial emitting diode for complete and accurate treatment of great and small saphenous veins (GVS, SSV).</td>
</tr>
<tr>
<td></td>
<td>VascuLife</td>
<td>1470 nm</td>
<td>Up to 15 W</td>
<td>10 – 990 ms</td>
<td>Contact mfr.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>BTL Industries, Inc.</td>
<td>Exilite</td>
<td>IPL</td>
<td>480 – 1200 nm</td>
<td>Up to 40 J/cm²</td>
<td>1 – 250 ms</td>
<td>Contact mfr.</td>
<td>IPL handpiece with 11 x 40 mm sapphire light spot and five filters (480, 530, 560, 640, 690 nm); integrated contact cooling. Poly Peak Pulse (PP Pulse) technology and optimized presets.</td>
</tr>
<tr>
<td></td>
<td>excel V xeo</td>
<td>Laser / Limelight</td>
<td>532 nm, 1064 nm / 1064 nm / 620 – 1100 nm</td>
<td>Up to 300 J/cm² / 300 J/cm² / &lt;30 J/cm²</td>
<td>Up to 60 ms / Up to 300 ms / Automatic</td>
<td>Contact mfr.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Fotona</td>
<td>SP Dynanis</td>
<td>Nd:YAG / Er:YAG</td>
<td>1064 nm / 2940 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.1 – 50 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>XP-2 Focus</td>
<td>Nd:YAG</td>
<td>1064 nm</td>
<td>Up to 300 J/cm²</td>
<td>0.1 – 50 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>XP MAX</td>
<td>Nd:YAG</td>
<td>1064 nm</td>
<td>Up to 300 J/cm²</td>
<td>0.1 – 300 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>GX MAX</td>
<td>Nd:YAG Q-Switched / Long Pulse / Nd:YAG / Er:YAG</td>
<td>1064 nm, 532 nm, 585 nm, 650 nm</td>
<td>Up to 160 J/cm²</td>
<td>5 – 20 ns, 250 µs</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>SP Spectro</td>
<td>Nd:YAG / Er:YAG</td>
<td>1064 nm / 2940 nm</td>
<td>Up to 600 J/cm²</td>
<td>N/A</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>XP Spectro</td>
<td>Nd:YAG / Long Pulse</td>
<td>1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.1 – 50 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>XS Dynamis</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>Up to 500 J/cm²</td>
<td>0.1 – 1.5 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>XP Focus</td>
<td>Nd:YAG / Long Pulse</td>
<td>1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.1 – 50 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Star Walker MatQX</td>
<td>Nd:YAG Q-Switch / Pico / Nano</td>
<td>503 nm, 585 nm, 650 nm, 1064 nm</td>
<td>Up to 300 J/cm²</td>
<td>580 ps, 0.6 – 50 m, 5 ms / Hybrid Pico in Nano, Fractional</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Lasering USA</td>
<td>Velure S5 MIXto VX</td>
<td>LBO Diode</td>
<td>532 nm</td>
<td>0.1 – 5 W</td>
<td>10 – 1,000 ms</td>
<td>Contact mfr.</td>
<td>MIXto VX fractional scanner for non-ablative skin rejuvenation. Focusing handpieces with spot sizes of 0.3 mm, 0.5 mm, 1.0 mm, 1.5 mm. No disposables. Focusing handpieces with spot sizes of 0.3 mm, 0.5 mm, 1.0 mm, 1.5 mm. No disposables.</td>
</tr>
<tr>
<td></td>
<td>Velure S5</td>
<td>LBO Diode</td>
<td>532 nm</td>
<td>0.1 – 5 W</td>
<td>10 – 1,000 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>M22</td>
<td>Multi-Application, Multi-Technology Modular Platform</td>
<td>IPL: 515 – 1200 nm, Nd:YAG: 1064 nm</td>
<td>10 – 35 J/cm², 20 – 225 J/cm²</td>
<td>4 – 20 ms, 2 – 20 ms</td>
<td>Contact mfr.</td>
<td>Universal IPL module treats 24 applications, Universal IPL handpiece has two light guides (15 x 35 mm and 8 x 15 mm), with six exchangeable Expert filters: 515, 560, 590, 615, 640, 695 nm. Nd:YAG module treats five applications, MultiSpot Nd:YAG handpiece has 2 x 4 mm and 6 mm light guides, Optional Pulse Technology (OPT) and Multiple-Sequential-Pulsing. Continuous contact cooling with SapphireCool light guides. Optimized presets. Upgradable, expandable, seven IPL filters, OPT for multiple sequential pulsing, optimized presets and patient database, spot sizes: IPL: 15 x 35 mm and 8 x 15 mm, Nd:YAG: 2 x 4, 6 and 9 mm, LightSheer 9 x 8 mm.</td>
</tr>
<tr>
<td></td>
<td>Lumenis One</td>
<td>Multi-Application, Multi-Technology Modular Platform</td>
<td>IPL: 515 – 1200 nm, Nd:YAG: 1064 nm, LightSheer Diode: 800 nm</td>
<td>10 – 40 J/cm², 10 – 225 J/cm², 10 – 100 J/cm²</td>
<td>3 – 100 ms, 2 – 20 ms, 5 – 400 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
</tbody>
</table>

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# Vascular Technology Comparison Chart

<table>
<thead>
<tr>
<th>Supplier Product Name</th>
<th>Device Type</th>
<th>Wavelength (nm)</th>
<th>Energy Output (Joules)</th>
<th>Pulse Length</th>
<th>Price</th>
<th>Accessories</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Lutronic</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SPECTRA</td>
<td>Q-Switched Nd:YAG</td>
<td>532 nm, 585 nm, 650 nm, 1064 nm</td>
<td>Up to 1.5 J</td>
<td>5 – 7 / 300 μs</td>
<td>Contact mfr.</td>
<td>Variety of handpieces: 3 – 8 mm Zoom Collimated, 1 – 7 mm Zoom, 7 mm Fixed Collimated, 585 nm and 650 nm Dye. Cut-off filters.</td>
</tr>
<tr>
<td>SOLARI</td>
<td>IPL</td>
<td>420 – 850 nm</td>
<td>35 J/cm² (at 510 nm filter)</td>
<td>5 – 300 ms</td>
<td>Contact mfr.</td>
<td>Nine spot sizes including 2, 3, 5, 8, 10, 12, 15, 18, 20 mm. ICD oxygen or air cooling available.</td>
</tr>
<tr>
<td>Clarity</td>
<td>Long Pulsed Alexandrite / Nd:YAG Laser</td>
<td>755 nm / 1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.35 – 300 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td><strong>NewSurg</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NS-532 Laser System</td>
<td>Solid State Diode Pumped 532 nm Green Light Laser</td>
<td>532 nm</td>
<td>3 or 5 W</td>
<td>0.5 – 2,000 ms</td>
<td>Contact mfr.</td>
<td>Compact and portable. FDA cleared. Adjustable spot size through flexible fiber delivery.</td>
</tr>
<tr>
<td><strong>Quanta Aesthetic Lasers</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EVO Light Series</td>
<td>Nd:YAG (pulsed) / KTP (pulsed) / IPL (opt.)</td>
<td>1064 nm / 532 nm / 650 nm, 625 nm, 590 nm, 570 nm, 550 nm; 400 – 1200 nm</td>
<td>300 J/cm² / 95 J/cm² / up to 25 J/cm²</td>
<td>0.3 – 300 ms / 2 – 50 ms / up to 40 ms</td>
<td>Contact mfr.</td>
<td>Air or contact skin cooling systems for pulsed lasers and optional IPL. Nd:YAG spot sizes: up to 16 mm. IPL spot sizes: 48 x 13 mm and 25 x 13 mm. Air cooling system for Q-switched lasers. Air or contact skin cooling systems for pulsed lasers and optional IPL. Q-switched spot sizes up to 5 x 5 mm. Alexandrite spot sizes: up to 16 mm; Nd:YAG spot sizes: up to 16 mm. IPL spot sizes: 48 x 13 mm and 25 x 13 mm.</td>
</tr>
<tr>
<td>EVO MDK Series</td>
<td>Multi-Application Platform: Nd:YAG Q-Switched / Nd:YAG F0 (Q-Switched) / Nd:YAG (pulsed) / Alexandrite (pulsed) / KTP (pulsed) / IPL (opt.) Multi-Application Platform</td>
<td>IPL / VPL535 – 980 nm</td>
<td>45 J/cm² / 19 J/cm² / 123 J/cm² / 95 J/cm² / 35 J/cm² / up to 25 J/cm²</td>
<td>6 ns / 8 ns / 0.3 – 300 ms / 0.3 – 300 ms / 2 – 50 ms / 5 – 10 ms / up to 40 ms</td>
<td>Contact mfr.</td>
<td>Portable, upgradeable with up to eight modules; five IPL handpieces, high-speed diode, Er:YAG and Nd:YAG. Advanced contact cooling with Sapphire waveguide which cools to 12°C. Adaptive Pulse Control (APC) adjusts pulse sequence and energy for safe and effective Tx of all skin types.</td>
</tr>
<tr>
<td>Forte Series</td>
<td>IPL / VPL535 – 980 nm</td>
<td>5 – 25 J/cm²</td>
<td>10 – 25 ms</td>
<td>Contact mfr.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Thunder Series</td>
<td>Alexandrite (pulsed) / Nd:YAG (pulsed)</td>
<td>755 nm / 1064 nm</td>
<td>Up to 60 J/cm² / up to 300 J/cm²</td>
<td>0.3 – 300 ms</td>
<td>Contact mfr.</td>
<td>Optional Ool-Air air cooling system connected and controlled by the laser device. Optimized spot shape up to 24 mm, rep. rate up to 10 Hz. Optional OptiScan scanner device for up to 30 cm² per scan. Rep. rate up to 15 Hz (with scanner).</td>
</tr>
<tr>
<td><strong>Rohrer Aesthetics, LLC</strong></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Spectrum</td>
<td>YAG Laser</td>
<td>1064 nm</td>
<td>50 J/cm²</td>
<td>Adjustable up to 10 ms</td>
<td>Contact mfr.</td>
<td>$54,995 (fully loaded); $29,995 (with single handpiece)</td>
</tr>
<tr>
<td><strong>Syneron Candela</strong></td>
<td></td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>elos Plus / LV and LVA, SR Plus, SRA Plus and SRA Mini Applicators</td>
<td>Multi-Application Platform: elos, LV/LVA: Diode/RF Electrical Energy, SR/SRA: Optical Energy/RF Electrical Energy, SRA: Optical Energy/RF Electrical Energy</td>
<td>LV/LVA: 915 nm; SR/SRA Plus: 580 – 980 nm (SR), 470 – 980 nm (SRA); SRA Mini: 470 – 980 nm</td>
<td>Light Fluence: LV/LVA: up to 140 J/cm², 110 – 300 J/cm²; SR/SRA Plus: 580 – 980 nm (SR), 470 – 980 nm (SRA); SRA Mini: 470 – 980 nm (RF Energy; LV/LVA: up to 100 J/cm²; SR/SRA Plus: up to 25 J/cm²; SRA Mini: up to 25 J/cm²</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td>8 x 5 mm spot size at 1 Hz pulse rep. rate (LV/LVA); 35 x 14 mm spot size at 3 Hz (SR/SRA Plus); and 15 x 14 mm at 1 Hz (SRA Mini) for treatment of smaller, more focused areas.</td>
</tr>
<tr>
<td>Vbeam Perfecta</td>
<td>High-Output Pulsed Dye Laser</td>
<td>595 nm</td>
<td>Up to 40 J/cm²</td>
<td>0.45 – 40 ms</td>
<td>Contact mfr.</td>
<td>Six spot sizes up to 12 mm, including 3 x 10 elliptical and two pigmented lesion handpieces; unique, patented Dynamic Cooling Device (OCD); maximizing patient comfort and Tx efficacy. Standard Tx spot sizes from 6 – 18 mm; specialty delivery system option provides 1.5, 3 and 5 x 10 mm Tx spots; finger and foot switch pulse control; patented DCD provides comfort and consistent epidermal protection. Same as above with Nd:YAG grade to GentleMax Pro Pro available. Same as above with Alexandrite system upgrade to GentleMax Pro Pro available.</td>
</tr>
<tr>
<td>GentleMax Pro</td>
<td>Dual Wavelength Alexandrite / Nd:YAG</td>
<td>755 nm / 1064 nm</td>
<td>Up to 400 J/cm² / up to 520 J/cm²</td>
<td>0.250 – 100 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>GentleLase Pro-U</td>
<td>Alexandrite</td>
<td>755 nm</td>
<td>Up to 400 J/cm²</td>
<td>0.250 – 100 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td>GentleYAG Pro-U</td>
<td>Nd:YAG</td>
<td>1064 nm</td>
<td>Up to 520 J/cm²</td>
<td>0.250 – 100 ms</td>
<td>Contact mfr.</td>
<td></td>
</tr>
<tr>
<td><strong>WonTech Co., Ltd.</strong></td>
<td></td>
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<td></td>
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</tr>
<tr>
<td>COSJET SR</td>
<td>Long Pulsed Nd:YAG Laser</td>
<td>1064 nm, 1320 nm</td>
<td>50 J (1064 nm), 15 J (1320 nm)</td>
<td>0.3 – 1 ms (short) / 1 – 100 ms (long)</td>
<td>Contact mfr.</td>
<td>Cooling system handpiece (skin cooling spray, sapphire window contact cooling).</td>
</tr>
</tbody>
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<tr>
<td><strong>Fractions Technologies Comparison Chart</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Aerolase</strong></td>
<td>LightPod Era</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>Up to 1400 mJ</td>
<td>300 µs</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td><strong>Aesthetics Biomedical</strong></td>
<td>The Vivace Experience</td>
<td>Microneedling with RF</td>
<td>1 MHz and 2 MHz</td>
<td>70 W</td>
<td>100 – 800 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td><strong>Alma Lasers, Ltd.</strong></td>
<td>Harmony XL Pro Platform</td>
<td>Pulsed UV Light / AFT Fractional CO2 with Pixel</td>
<td>UV/UV, 300 – 380 nm, 515 – 950 nm, 650 – 850 nm, 1064 nm, 1200 nm, 2940 nm, 550 nm, 650 nm, 6600 nm</td>
<td>2.000 – 5.000 J/cm²</td>
<td>30, 40, 50 ms / 10, 12, 15 ms, 15, 10, 12, 15 ms, 10, 15, 12, 10, 15 ms, 10, 12, 15 ms, 60 ms, 30, 40, 50 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Pixel CO2 System</td>
<td>Fractional CO2</td>
<td>10,600 nm</td>
<td>Up to 70 W</td>
<td>CW Superpulse</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>VShape</td>
<td>Pixel RF</td>
<td>40.68 mHz</td>
<td>Up to 80 W</td>
<td>N/A</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>EXELQ</td>
<td>Fractional CO2 System</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>Up to 2.5 J</td>
<td>100 ms plus CW</td>
</tr>
<tr>
<td></td>
<td>BURANE</td>
<td>Ruby Q-Switched</td>
<td>694 nm</td>
<td>2 – 14 J/cm²</td>
<td>20 ns</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>SINON</td>
<td>Q-switched Nd:YAG with Pico and Nano Modes</td>
<td>1064 nm</td>
<td>250 µJ – 1 J</td>
<td>600 ps – 2 ns</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Alma-Q</td>
<td>Q-switched: Long Pulse, Double Pulse on One System</td>
<td>1064 nm</td>
<td>Up to 30 J/cm²</td>
<td>4 ms – 60 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>xeo pearl</td>
<td>YSGG</td>
<td>2940 nm</td>
<td>Up to 3.5 J/cm²</td>
<td>&lt;1000 µs</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>xeo pearl fractional</td>
<td>YSGG</td>
<td>2940 nm</td>
<td>&lt;400 mJ</td>
<td>&lt;1000 µs</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td><strong>DEKA</strong></td>
<td>SmartXide DOT</td>
<td>Fractional CO2 with Scanner</td>
<td>10,600 nm</td>
<td>50 W max.</td>
<td>200 µs – 80 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td><strong>Fotona</strong></td>
<td>SP Dynamics</td>
<td>Nd:YAG / Er:YAG</td>
<td>1064 nm / 2940 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.1 – 50 ms</td>
<td>F-Runner, fractional Er:YAG scanner: 250 µm spot size, 168 mm² Tx area. Er:YAG handpieces: 0.25 – 12 mm spot sizes.</td>
</tr>
<tr>
<td></td>
<td>XS Dynamics</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>Up to 500 J/cm²</td>
<td>0.1 – 1.5 µs</td>
<td>R6B, R98, R85, R65, RF20, FS20A, FS20B, FS50, up to 20 mm spot size.</td>
</tr>
<tr>
<td></td>
<td>StarWalker MaQX</td>
<td>Nd:YAG Q-Switch Pico / Nano</td>
<td>523 nm, 585 nm, 650 nm, 1064 nm</td>
<td>Up to 300 J/cm²</td>
<td>5 ns / Hybrid Pico in Nano, Fractional</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td><strong>Hironic Co., Ltd.</strong></td>
<td>MNL</td>
<td>CO2 Fractional</td>
<td>10,600 nm</td>
<td>60 mJ</td>
<td>Up to 5,000 µs</td>
<td>Metal tube; scanner type, scan size 3 x 2 mm to 20 x 20 mm, beam size: 70 µm - 200 µm. Max. spot quantity: 40,000.</td>
</tr>
<tr>
<td><strong>InMode</strong></td>
<td>Fracora / Optimas Workstation</td>
<td>Fractional RF</td>
<td>N/A</td>
<td>Up to 62 µJ/pin</td>
<td>Up to 2 pps</td>
<td>Variable pin configurations and Tx depths allow for a Designer Dermis approach to treatment. Safe on ethnic skin. No pulse counter limitations.</td>
</tr>
<tr>
<td><strong>Laserinig USA</strong></td>
<td>SLIM E30 MixTo SX</td>
<td>CO2</td>
<td>10,600 nm</td>
<td>0.5 – 30 W</td>
<td>2.5 – 16 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>SLIM EVOLUTION II MixTo PRO</td>
<td>CO2</td>
<td>10,600 nm</td>
<td>0.5 – 30 W</td>
<td>2.5 – 16 ms</td>
<td>Contact mfr.</td>
</tr>
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<th>Supplier</th>
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<th>Pulse Length</th>
<th>Price</th>
<th>Accessories</th>
</tr>
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<tr>
<td><strong>Lumenis</strong></td>
<td>UltraPulse (with ActiveFX, DeepFX, TotalFX and SCARFx)</td>
<td>Fractional and Full Abative CO₂</td>
<td>10,600 nm</td>
<td>Proprietary, unique UltraPulse technology: up to 225 mJ per single pulse (short pulse duration), Avg. power up to 60 W, peak power up to 240 W</td>
<td>Unique 225 mJ in less than 2 ms</td>
<td>Contact mfr.</td>
<td>Two scanners: CoolScan (CPG) delivers UltraPulse telecentric, collimated scanning with 1.3 mm spot size. DeepFX microscanner delivers energy with 0.12 mm spot size, up to 4 mm penetration depth. Collimated single spot energy delivery and focused incisional handpieces. SCARFx fractional mode delivers 150 mJ per pulse, deep treatment up to 4 mm in a single pulse and optimal ablation/coagulation ratio. 34 FDA cleared aesthetic indications.</td>
</tr>
<tr>
<td></td>
<td>AcuPulse MultiMode</td>
<td>Fractional CO₂</td>
<td>10,600 nm</td>
<td>Average power up to 40 W, peak power up to 200 W</td>
<td>SuperPulse pulses less than 0.3 ms</td>
<td>Contact mfr.</td>
<td>Ten modes: FeatherTouch, SilkTouch, FineTouch, ToeTouch, Porex, Superficil, Deep, Combo, StretchTouch and Bleph. Two scanners: AcuScan120 for fractional resurfacing and Surgitouch for full resurfacing. Three handpieces for use with Surgitouch scanner and one incisional handpiece. 34 FDA cleared indications.</td>
</tr>
<tr>
<td></td>
<td>M22 ResurFX</td>
<td>1565 nm Erbium Fiber Laser</td>
<td>1565 nm</td>
<td>10 – 70 mJ per micro-beam</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td>Single pass CoolScan scanner for non-sequential scanning, continuous contact cooling for increased patient comfort and protection of epidermis. No disposables; 600 combinations of shape, size and density.</td>
</tr>
<tr>
<td><strong>Lutronic</strong></td>
<td>eCO₂</td>
<td>CO₂ Fractional laser</td>
<td>10,600 nm</td>
<td>Up to 240 mJ</td>
<td>Ultra Pulse: 40 – 1,000 μs; Super Pulse: 1 – 5 μs</td>
<td>10 ms – 1,000 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>INFINI</td>
<td>Bipolar Fractional RF</td>
<td>N/A</td>
<td>50 W</td>
<td>10 – 70 mJ</td>
<td>Contact mfr.</td>
<td>MFR handpiece with a variety of tips available: 49 tip (7 x 7 needles, scan size: 10 x 10 mm), Comfort1 / 16 tip (4 x 4 needles, scan size: 5 x 5 mm).</td>
</tr>
<tr>
<td></td>
<td>Mosaic HP LaserMD</td>
<td>ErGlass</td>
<td>1550 nm</td>
<td>Up to 120 mJ</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td>10 x 10, 8 x 8, 6 x 6 and 5 x 10 mm, Contact tip, Hair tip.</td>
</tr>
<tr>
<td></td>
<td>PicoPlus</td>
<td>Thulium Laser / Pico / Nanosecond Dual Pulse Width Laser</td>
<td>594 nm, 595 nm, 660 nm</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td>Five handpieces, including two fractional. *Pending FDA clearance.</td>
<td></td>
</tr>
<tr>
<td><strong>Quanta Aesthetic Lasers</strong></td>
<td>YouLaser CO₂</td>
<td>Fractional and Full Abative CO₂</td>
<td>10,600 nm</td>
<td>Up to 30 W</td>
<td>0.5 – 80 ms</td>
<td>Contact mfr.</td>
<td>Advanced, lightweight scanner is ergonomically designed with the clinician in mind and has nine different fractional patterns that vary in shape, size and density of spot, making it a device for use on the face with minimal patient downtime. Metal RF excited tube provides greater stability and reliability over glass tubes. Peak power up to 0.75 GW at 532 nm and 1.8 GW at 1064 nm. Exclusive Pico-Boost technology (patented) to allow emissions in pico, nano or micro seconds. OptiBeam II technology for fractional, squared and round flat top spots up to 10.5 mm.</td>
</tr>
<tr>
<td></td>
<td>Discovery PICO</td>
<td>Picosecond Nd:YAG</td>
<td>532 nm / 1064 nm</td>
<td>0.3 / 0.8 J</td>
<td>400 ps / 450 ps</td>
<td>Contact mfr.</td>
<td>Twain options available.</td>
</tr>
<tr>
<td></td>
<td>Twain 2940</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>up to 3 J</td>
<td>0.3 – 1 ms</td>
<td>Contact mfr.</td>
<td>Twain 2940 option for all EVO, Discovery PICO Series and Forte. Variable pulsed duration, rep. rate up to 6 Hz. Spot size 2, 4, 9 mm; fractional 9 mm.</td>
</tr>
<tr>
<td><strong>Rohrer Aesthetics, LLC</strong></td>
<td>Phoenix CO₂ Laser</td>
<td>CO₂</td>
<td>10,600 nm</td>
<td>Adjusted up to 200 mJ/point</td>
<td>Adjusted up to 20 ms</td>
<td>$34,995</td>
<td>Incisional handpiece and ergonomic, microthermal zone scanner. Pixelated scanner features unique scanning technology to customize treatment for individual patients. 30 mm x 30 mm pattern size allows resurfacing of both hands in under 2 minutes. Can also be used to improve vaginal health.</td>
</tr>
<tr>
<td><strong>Solta Medical, a division of Valeant Pharmaceuticals North America</strong></td>
<td>Fraxel DUAL 1550/1927 Laser System</td>
<td>Fractional Laser with Zimmer Cryo 6 Skin Cooling System</td>
<td>1550 nm / 1927 nm</td>
<td>Up to 70 mJ/MTZ (1550 nm / 20 mJ/ MTZ (1927 nm)</td>
<td>Up to 70 mJ/MTZ</td>
<td>N/A</td>
<td>$129,000</td>
</tr>
<tr>
<td></td>
<td>Fraxel repair Laser System</td>
<td>Fractional Laser</td>
<td>10,600 nm</td>
<td>Up to 70 mJ/MTZ</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td>FMDA: 600 micron (superficial treatments); FDA: 135 micron (deep treatments); 0.2 mm surgical incisional handpiece; 2.0 mm surgical ablative handpiece.</td>
</tr>
<tr>
<td><strong>Syneron</strong></td>
<td>Profound</td>
<td>Bipolar RF – 460, 5 kHz</td>
<td>N/A</td>
<td>Max. output voltage – 84 VRMS</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td>Single-use, sterile Tx cartridge with either five (dermal) or seven (subQ) independently controlled bipolar microneedle tips. Standard 64: 12 x 12 mm, Focal 44: 11 x 3 mm.</td>
</tr>
<tr>
<td></td>
<td>eMatrix Sublative Rejuvenation</td>
<td>Fractional Bipolar RF Multi-Application Platform: Optical Energy (RF) / Fractional RF (efla)</td>
<td>N/A</td>
<td>Up to 120 mJ /pinRF: up to 100 mJ/pin</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td>Standard 64: 12 x 12 mm, Focal 44: 11 x 3 mm.</td>
</tr>
<tr>
<td></td>
<td>eTwo Sublative Applicator</td>
<td>Fractional Bipolar RF Multi-Application Platform: Optical Energy (RF) / Fractional RF (efla)</td>
<td>N/A</td>
<td>RF: up to 100 mJ/pin</td>
<td>Up to 200 pulses</td>
<td>Contact mfr.</td>
<td>Sublime energy: up to 100 J/cm².</td>
</tr>
<tr>
<td></td>
<td>CO₂RE</td>
<td>CO₂ Resurfacing System</td>
<td>10,600 nm</td>
<td>Up to 396 J/cm²</td>
<td>N/A</td>
<td>Contact mfr.</td>
<td>Exclusive Fusion Tx mode to treat superficial and deep skin layers simultaneously. Multi-use featherweight delivery system, multiple treatment spots, full length fractional, short fractional and tapered surgical handpieces. 10.4” high-resolution color LCD, touchscreen user interface, footswitch.</td>
</tr>
<tr>
<td></td>
<td>Picoway Resolve</td>
<td>Picosecond Laser with 101 Uniform Microbeams</td>
<td>532 nm / 1064 nm</td>
<td>Up to 1.5 mJ/ ybeam / up to 3.0 mJ/ybeam</td>
<td>375 ps / 450 ps</td>
<td>Contact mfr.</td>
<td>101 ybeams, 6 x 6 mm array per Tx area.</td>
</tr>
<tr>
<td><strong>WonTech Co., Ltd.</strong></td>
<td>PICOFARE</td>
<td>Nd:YAG</td>
<td>1064 nm, 532 nm, 595 nm, 660 nm</td>
<td>1.33 Gw (1064 nm), 0.8 Gw (532 nm)</td>
<td>450 ps</td>
<td>Contact mfr.</td>
<td>Zoom (1064 and 534): 2-10 mm; HEXA (1064 and 534): 3, 4, 5/6, 7, 8, 9, 10 mm; Collimation: 7 mm; DOE (1064/534): 5 x 5 mm and 9 x 9 mm (1064); 6 x 6 mm (534); Dye (955/660); spot 3 mm.</td>
</tr>
</tbody>
</table>

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

### Suppliers

<table>
<thead>
<tr>
<th>Supplier Product Name</th>
<th>Device Type</th>
<th>Wavelength (nm)</th>
<th>Energy Output (Joules)</th>
<th>Pulse Length</th>
<th>Price</th>
<th>Accessories</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Aesthetic Biomedical</strong></td>
<td>The Vivace Experience</td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td><strong>Alma Lasers, Ltd.</strong></td>
<td>Harmony XL Pro</td>
<td>AFT Pulsed Light</td>
<td></td>
<td>1 MHz and 2 MHz</td>
<td>70 W</td>
<td>100 - 800 ms</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Clear, A Q-Switched</td>
<td>515 - 950 nm</td>
<td>30 J/cm²</td>
<td>10, 12, 15 ms</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>ND:YAG</td>
<td>1064 nm</td>
<td>30 - 450 J/cm²</td>
<td>10, 15, 45, 60 ms</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Q-Switched</td>
<td>1064 nm</td>
<td>30 - 450 J/cm²</td>
<td>10, 15, 45, 60 ms</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Dye-FLAFT Pulsed Light</td>
<td>520 - 600 nm</td>
<td>Up to 25 J/cm²</td>
<td>5, 10, 25 ms</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Alexandrite</td>
<td>755 nm</td>
<td>2 - 14 J/cm²</td>
<td>20 ms</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Ruby Q-Switched</td>
<td>690 nm</td>
<td>500 mJ / 1 J</td>
<td>600 ps - 2 ns</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Q-Switched ND: YAG with Pico and Nano Modes</td>
<td>1064 nm, 532 nm</td>
<td></td>
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</tr>
<tr>
<td></td>
<td>EXCIMER 308</td>
<td>EXCIMER Laser</td>
<td>308 nm</td>
<td>Up to 30 J/cm²</td>
<td>4 ms - 60 ms</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>IPL</td>
<td>1 MHz and 2 MHz</td>
<td>85 W</td>
<td>Up to 300 J/cm²</td>
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<td></td>
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<tr>
<td><strong>Cutera</strong></td>
<td>excel V</td>
<td>Laser</td>
<td>1064 nm</td>
<td>Up to 300 J/cm²</td>
<td>Up to 300 ms</td>
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<tr>
<td><strong>ENDYMED Medical</strong></td>
<td>ENDYMED PRO</td>
<td>Laser</td>
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<tr>
<td><strong>Forto Dent</strong></td>
<td>SP Dynamics</td>
<td>Nd:YAG / Er:YAG</td>
<td>1064 nm / 2940 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.1 – 50 ms</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>XS Dynamics</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>Up to 500 J/cm²</td>
<td>0.1 – 1.5 ms</td>
</tr>
<tr>
<td></td>
<td></td>
<td>XP MAX</td>
<td>Nd:YAG</td>
<td>1064 nm</td>
<td>Up to 600 J/cm²</td>
<td>0.1 – 300 ms</td>
</tr>
<tr>
<td></td>
<td></td>
<td>QX MAX</td>
<td>Nd:YAG Q-Switched / Long Pulse</td>
<td>1064 nm, 532 nm, 585 nm, 650 nm</td>
<td>Up to 160 J/cm²</td>
<td>5 – 20 ns / 250 μs</td>
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<tr>
<td><strong>Hiron Co., Ltd.</strong></td>
<td>New MIDAS</td>
<td>RF / IR</td>
<td>Bipolar (RF)</td>
<td>Continuous</td>
<td></td>
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<tr>
<td></td>
<td></td>
<td>Metal De 2 Fractional</td>
<td>30 W / 75 W</td>
<td>Continuous</td>
<td></td>
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<td></td>
<td></td>
<td>High Intensity Focused Ultrasound</td>
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<td></td>
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<td>Metal De 2 Fractional</td>
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<tr>
<td><strong>Lumecca/Optilas Workstation</strong></td>
<td>Spectrum Shaped IPL</td>
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<tr>
<td><strong>Forma/Optilas Workstation</strong></td>
<td>Bipolar RF</td>
<td></td>
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<tr>
<td><strong>Fracora/Optilas Workstation</strong></td>
<td>Fractional RF</td>
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<tr>
<td><strong>Laser USA</strong></td>
<td>SLIM E30 Mixto SX</td>
<td>CO₂</td>
<td>10,600 nm</td>
<td>0.5 – 30 W</td>
<td>2.5 – 16 ms</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>CO₂</td>
<td>10,600 nm</td>
<td>0.5 – 30 W</td>
<td>2.5 – 16 ms</td>
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<tr>
<td><strong>Valure Sin Mx Vt</strong></td>
<td>LBO Diode</td>
<td></td>
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</tr>
<tr>
<td><strong>Lumenis</strong></td>
<td>M22</td>
<td>Multi-Application, Multi-technology Modular Platform</td>
<td>PL-515 – 1200 nm / Nd:YAG: 1064 nm</td>
<td>10 – 35 J/cm²</td>
<td>4 – 20 ms / 0 – 20 ms</td>
<td></td>
</tr>
</tbody>
</table>

### Note

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### Skin Rejuvenation Comparison Chart

<table>
<thead>
<tr>
<th>Supplier/Product Name</th>
<th>Device Type</th>
<th>Wavelength (nm)</th>
<th>Energy Output (Joules)</th>
<th>Pulse Length</th>
<th>Price</th>
<th>Accessories</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Lumenis - continued</strong></td>
<td>M22 ResurFX</td>
<td>595 nm Er:YAG Fiber Laser</td>
<td>1565 nm</td>
<td>10 – 70 mJ per microbeam</td>
<td>N/A</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>M22 Q-Switched Nd:YAG</td>
<td>Q-Switched Nd:YAG</td>
<td>N/A</td>
<td>1.6 – 14 J/cm²</td>
<td>6 – 8 ns</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Lumenis One</td>
<td>Multi-Application, Multi-Technology Modular Platform</td>
<td>1060 nm</td>
<td>Proprietary, unique UltraLine technology: Up to 225 mJ per single pulse (short pulse duration). Avg. power: up to 60 W, peak power: up to 220 W</td>
<td>Unique 225 mJ in less than 2 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>UltraPulse MultiMode</td>
<td>Fractional and Full Abative CO₂</td>
<td>1060 nm</td>
<td>Average power up to 40 W, peak power up to 220 W</td>
<td>SuperPulse pulses less than 0.3 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>AcuPulse MultiMode</td>
<td>Fractional and Full Abative CO₂</td>
<td>1060 nm</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Lutronic</strong></td>
<td>Spectra</td>
<td>Q-Switched Nd:YAG</td>
<td>532 nm, 585 nm, 690 nm, 755 nm</td>
<td>Up to 1.5 J</td>
<td>5 – 7 ns / 300 μs, (SuperMode) 5 – 300 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Solaris</td>
<td>IPL</td>
<td>890 nm (with 590 nm); 633 nm; 410 nm available (single wavelength per head)</td>
<td>Up to 35 J/cm² (with 510 nm fiber)</td>
<td>N/A</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Healtite</td>
<td>CO₂ Fractional</td>
<td>10,600 nm</td>
<td>2 – 240 mJ</td>
<td>N/A</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>eCO2</td>
<td>Er:Glass Fractional</td>
<td>1550 nm</td>
<td>4 – 120 mJ</td>
<td>N/A</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Mosaic HP INFINI</td>
<td>CO₂ Fractional</td>
<td>10,600 nm</td>
<td>200 W</td>
<td>N/A</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Long Pulsed Alexandrite</td>
<td>ND:YAG Laser</td>
<td>850 nm</td>
<td>Up to 600 J/cm²</td>
<td>532 nm + 1064 nm, 532 nm</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Clarity</td>
<td>Thorium Laser</td>
<td>980 nm</td>
<td>2 – 240 mJ</td>
<td>N/A</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>LuxaMD</td>
<td>Picosecond ND:YAG Laser</td>
<td>1064 nm</td>
<td>1 – 20 mJ</td>
<td>750 ps</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td><strong>NewSurf</strong></td>
<td>NS-532 Laser System</td>
<td>Solid State Diode, Pumped 532 nm Green Light Laser</td>
<td>532 nm</td>
<td>3 or 5 W</td>
<td>0.5 – 2,000 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td><strong>Quanta Aesthetic Lasers</strong></td>
<td>Fortis Series</td>
<td>Multi-Application Platform</td>
<td>PL: 595/690 nm, 1064 nm</td>
<td>Up to 25 J/cm²</td>
<td>10 – 25 ms / 1, 1.2, 1.5 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>YouLaser C02</td>
<td>Fractional and Full Abative CO₂</td>
<td>10,600 nm</td>
<td>Up to 30 W</td>
<td>0.580 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Twin 2940</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>Up to 3 J</td>
<td>0.3 – 1 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Discovery PICO</td>
<td>Picosecond ND:YAG Laser</td>
<td>1064 nm</td>
<td>0.3 J / 0.8 J</td>
<td>400 ps / 450 ps</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td><strong>Rohrer Aesthetics, LLC</strong></td>
<td>Phoenix CO₂ Laser</td>
<td>CO₂</td>
<td>10,600 nm</td>
<td>Adjustable up to 200 mJ / point</td>
<td>Adjustable up to 34,995 J/cm²</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Spectrum</td>
<td>Er:YAG</td>
<td>2940 nm</td>
<td>100 mJ</td>
<td>300 ms</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td><strong>Solta Medical, a division of Valeant Pharmaceuticals North America</strong></td>
<td>Fraxel repair S3T</td>
<td>CO₂ Laser</td>
<td>10,600 nm</td>
<td>Up to 70 mJ/MTZ</td>
<td>N/A</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Fraxel DUAL 1550 / 1927</td>
<td>Er:YAG: 1550 nm Er:YAG / 1927 nm Thulium Fiber Laser</td>
<td>1550 nm / 1927 nm</td>
<td>Up to 70 mJ/MTZ / up to 20 mJ/MTZ</td>
<td>N/A</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Fraxel 1550</td>
<td>Er:YAG: 1550 nm Er:YAG Fiber Laser</td>
<td>1550 nm</td>
<td>Up to 70 mJ/MTZ</td>
<td>N/A</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Clear+ Brilliant</td>
<td>Diode Laser</td>
<td>755 nm</td>
<td>Up to 9 mJ/MTZ</td>
<td>N/A</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Clear+ Brilliant Pigmae</td>
<td>Fractional Diode Laser</td>
<td>RF</td>
<td>6 – 32 J/cm² (average depending on skin type and body tissue thickness</td>
<td>N/A</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td><strong>Syneron</strong></td>
<td>Profound</td>
<td>Bipolar RF – 460, 5 kHz</td>
<td>N/A</td>
<td></td>
<td>N/A</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>PicolWay Resolve</td>
<td>101 Uniform Microbeam</td>
<td>532 nm / 1064 nm</td>
<td>Up to 1.5 mJ/beam</td>
<td>375 ps / 450 ps</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>eles Plus with SRA applicator</td>
<td>Optical Energy (RF)</td>
<td>470 – 980 nm</td>
<td>Light fluence: up to</td>
<td>1 Hz</td>
<td></td>
</tr>
</tbody>
</table>

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### SKIN REJUVENATION COMPARISON CHART

<table>
<thead>
<tr>
<th>Supplier Product Name</th>
<th>Device Type</th>
<th>Wavelength (nm)</th>
<th>Energy Output (Joules)</th>
<th>Pulse Length</th>
<th>Price</th>
<th>Accessories</th>
</tr>
</thead>
<tbody>
<tr>
<td>Syneron - continued</td>
<td>Multi-Application Platform: Optical Energy (RF) / RF (eco); Multi-Application Platform: Optical Energy (RF) / RF (eco); Multi-Application Platform: Optical Energy (RF) / RF (eco)</td>
<td>470 – 980 nm</td>
<td>Light fluence: up to 139 J/cm² / RF: up to 25 J/cm² ; Light fluence: up to 139 J/cm² / RF: up to 25 J/cm² ; Light fluence: up to 139 J/cm² / RF: up to 25 J/cm²</td>
<td>Up to 2 Hz</td>
<td>Contact mfr.</td>
<td>Spot size: 35 x 14 mm; tip cooling temp: 5°C.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>580 – 980 nm</td>
<td>Light fluence: up to 139 J/cm² / RF: up to 25 J/cm²</td>
<td>Up to 1 Hz</td>
<td>Contact mfr.</td>
<td>Spot size: 15 x 14 mm; tip cooling temp: 5°C.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>750 nm / 1064 nm</td>
<td>Light fluence: up to 139 J/cm² / RF: up to 25 J/cm²</td>
<td>Up to 1 Hz</td>
<td>Contact mfr.</td>
<td>Spot size: 25 x 12 mm; tip cooling temp: 5°C.</td>
</tr>
<tr>
<td></td>
<td></td>
<td>10,600 nm</td>
<td>Light fluence: up to 139 J/cm² / RF: up to 25 J/cm²</td>
<td>Up to 1 Hz</td>
<td>Contact mfr.</td>
<td>Spot size: 35 x 14 mm; tip cooling temp: 5°C.</td>
</tr>
</tbody>
</table>

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

### BODY SHAPING TECHNOLOGIES COMPARISON CHART

<table>
<thead>
<tr>
<th>Manufacturer</th>
<th>Device Source</th>
<th>Energy Source</th>
<th>Mechanism of Action</th>
<th>Regulatory Status (Europe and USA)</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Allergan</td>
<td>CoolSculpting</td>
<td>Cryolipolysis</td>
<td>Non-invasively reduces fat through exclusively licensed Cryolipolysis-based technology. Cryolipolysis is based on the principle that fat cells are more susceptible to energy extraction (cooling) than surrounding tissues. A non-invasive applicator is attached to the targeted area to extract energy from the underlying fat tissue, thus protecting the skin, nerves, muscles and other tissue. The cooled fat cells undergo apoptosis (controlled cell death) and are gradually eliminated (phagocytosis), reducing the thickness of the fat layer.</td>
<td>CE cleared, Class IIa. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Alma Lasers, Ltd.,</td>
<td>vShape Ultra</td>
<td>Ultrasound; Bipolar and UniPolar (with focused RF technology); UniForm; Pixel RF</td>
<td>Deep heating focused RF technology, effective dielectric heating with powerful impedance matching; cold shear wave ultrasound technology to selectively target treatment areas. Acoustic pressure selectively destroys the fat cells with a combination of focused RF technology.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Alma Ultra</td>
<td>UniForm; Pixel RF</td>
<td>Heat-induced collagen shrinkage and micro-thermal injury.</td>
<td>CE cleared. FDA pending.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Soprano ICE ClearTite</td>
<td>Near-Infrared</td>
<td>Same as above.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>HarmonyXQ ClearTite</td>
<td>Pulsed Near-Infrared</td>
<td>Patented 360° lipolysis technology with simultaneous lasing and suction capabilities.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>LipoFlow</td>
<td>Console with Pump and Vacuum</td>
<td>All-in-one solution covering all stages of liposuction, fat harvesting, transfer and fat re-implantation for aesthetic body contouring.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>BTL Industries, Inc.</td>
<td>BTL Exilis Elite</td>
<td>Focused Radiofrequency</td>
<td>Focused RF energy with variable surface cooling delivers precise volumetric heating of tissue for wrinkles, laxity, cellulite and body contouring. Exilis patented technologies deliver maximum thermal effect without costly consumables.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>BTL Vanquish ME</td>
<td>Selective Radiofrequency</td>
<td>Proprietary Selective Field RF with broad field applicator delivering uniform energy for circumferential reduction of the abdomen. 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 technologies deliver maximum thermal effect without costly consumables.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Exilis Ultra</td>
<td>Focused RF and Ultrasound</td>
<td>Transmits pulses of oscillating waves into the treatment area without any skin damage.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>BTL Cellutone</td>
<td>Mechanical Vibration</td>
<td>Contact mfr.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cutera</td>
<td>truSculpt 3D</td>
<td>Monopolar RF</td>
<td>Selective, targeted heating of the subcutaneous tissue.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Eclipse</td>
<td>ZWave</td>
<td>Electromagnetic Ballistic Radial Pulse</td>
<td>Mechanical impact.</td>
<td>FDA Class 1 exempt.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Manufacturer</td>
<td>Device</td>
<td>Energy Source</td>
<td>Mechanism of Action</td>
<td>Regulatory Status (Europe and USA)</td>
<td>Price</td>
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<tr>
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<td>---------------------</td>
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<td>-------</td>
</tr>
<tr>
<td>Zimmer MedizinSystems</td>
<td>2Wave</td>
<td>Electromagnetic Ballistic Radial Pulse</td>
<td>Mechanical impact: radial pulse technology temporarily reduces the appearance of cellulite. Electromagnetic generator creates ballistic force that is transferred to the applicator.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Syneron Candela</td>
<td>UltraShape Power</td>
<td>Non-Thermal, Pulsed Ultrasound Waves</td>
<td>Ultrasound energy is focused at the subcutaneous fat layer beneath skin surface. Oscillating high pressure induces selective destruction of mechanically fragile cell membranes resulting in fat cell destruction.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>VelaShape III</td>
<td>Bipolar RF, IR and Mechanical Tissue Manipulation with Pulsed Vacuum</td>
<td></td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Syneron Candela</td>
<td>Liposonix</td>
<td>High-Intensity Focused Ultrasound (HIFU)</td>
<td>Non-invasive fat reduction system utilizing state-of-the-art HIFU to permanently destroy subcutaneous adipose tissue and provide Custom Contouring capabilities.</td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Symmetry Medical, a division of Valeant Pharmaceuticals North America</td>
<td>Thermage FLX</td>
<td>RF</td>
<td>Patented RF energy penetrates deep into the dermis and subcutaneous tissue to tighten skin.</td>
<td>CE cleared. FDA cleared for non-invasive Tx of wrinkles and rhytides; incl. upper / lower eyelids; temporary improvement in appearance of cellulite (with vibration).</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Lutronic</td>
<td>ACCUSculpt</td>
<td>Pulsed Nd:YAG: 1444 nm (12 W, 360 mJ, 40 Hz)</td>
<td>The 600 µm optical fiber-delivered 1444 nm achieves interstitial lysis of target adipocytes through photothermal and photomechanical mechanisms. High duality of absorption of 1444 nm in fat and water ensures powerful photothermal destruction in target fat aided by tumescent approach, providing safety for overlaying tissues through thermal confinement phenomenon. Extremely high peak powers and 100 µs pulse width create an explosive reaction in water at the fiber tip, causing cell membrane destruction through photomechanical stress. Ideal for laser-assisted facial contouring and fat deposits on the body.</td>
<td>CE cleared. FDA cleared.</td>
</tr>
<tr>
<td></td>
<td>BodyFX and MiniFX / Contoura Workstation</td>
<td>Bipolar RF, Negative Pressure, Mechanical Massage, Ace Technology</td>
<td></td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>BodyTite and FaceTite RFAL</td>
<td>RF</td>
<td></td>
<td>CE cleared. FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>InMode</td>
<td>VeraShape</td>
<td>Multipolar RF; 0.5 MHz, Vacuum, 580 mm Hg, LED 610 nm 658 nm Diode</td>
<td>Cooling energy is delivered to the subcutaneous fat layer without any damage to surrounding tissues. Two CryoPilo handpieces can be used simultaneously. Vacuum-assisted multipolar RF and LED device for obesity care. Low-level laser therapy (LLLT) for fat reduction and cellulite removal.</td>
<td>CE cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>ByeLIPO</td>
<td>Cooling Lipolysis</td>
<td>Cooling energy is delivered to the subcutaneous fat layer without any damage to surrounding tissues. Two CryoPilo handpieces can be used simultaneously. Vacuum-assisted multipolar RF and LED device for obesity care. Low-level laser therapy (LLLT) for fat reduction and cellulite removal.</td>
<td>CE cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Hironic Co., Ltd.</td>
<td>Micool-A</td>
<td></td>
<td></td>
<td>CE cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>VeriShape</td>
<td></td>
<td></td>
<td>CE cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>ByELIPO</td>
<td></td>
<td></td>
<td>CE cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>Thermi, an Almirall Company</td>
<td>ThermaRF</td>
<td>Temperature Controlled RF</td>
<td>Temperature Controlled RF used in general surgical procedures for electrocoagulation and hemostasis and to create lesions in nerve tissue. Temperature Controlled RF to provide temporary reduction in the appearance of cellulite.</td>
<td>FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td></td>
<td>Therma250</td>
<td>Temperature Controlled RF</td>
<td></td>
<td>FDA cleared.</td>
<td>Contact mfr.</td>
</tr>
<tr>
<td>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.</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
**Allumera**

Allumera is a light-activated cosmetic cream that fits seamlessly into any aesthetic practice and offers a non-invasive solution for fine lines, elasticity, skin tone, skin texture, discoloration, pore size, and improves the overall appearance of the skin. Allumera® is ideal for patients who desire the latest in non-invasive procedures to improve the overall appearance of the skin, reduce the outward signs of aging and minimize the appearance of pores with minimal downtime.

Bellus Medical: 888-372-3982 or visit myallumera.com

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**StarWalker**

Combining four complementary wavelengths and 14 laser modalities, the StarWalker functions as a highly versatile, multipurpose system that performs a wide range of applications in aesthetics. StarWalker’s energy, four colors and proprietary FracTAT™ procedure also make it an industry leading tattoo removal laser system. StarWalker’s third-generation technology combines the unsurpassed range of pulse duration modes of Fotona’s VSP (Variable Square Pulse) technology with ASP™ to adapt the temporal structure of laser pulses to the biophotonic dynamics of laser-tissue interaction.

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

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**Z Wave**

The Zimmer Z Wave constitutes the latest development in the treatment of cellulite. Utilizing soft pulse technology to enhance patient comfort, it delivers mild, consistent sound wave therapy to the target area over a series of treatment sessions. The Z Wave is FDA-cleared for the temporary reduction of the appearance of cellulite. Typical patient treatment time is 3-4 minutes per body zone.

Zimmer MedizinSystems: 800-327-3576 or visit www.zimmerusa.com

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**Ultherapy**

Ultherapy is the only non-invasive procedure FDA-cleared to lift skin on the neck, under the chin and on the eyebrow, with a specific indication for improvement of lines and wrinkles on the décolleté. Ultherapy relies on ultrasound therapy to stimulate new endogenous collagen and elastin production. It also incorporates traditional ultrasound imaging, which allows practitioners to see the layers of tissue they are treating, ensuring energy is delivered to where it will be most beneficial. Ultherapy has been established as effective in clinical studies® and in over a million treatments worldwide. It continues to be recognized as a premier non-invasive skin lifting and tightening therapy with time-tested ultrasound, in a single 30-90 minute treatment with no patient downtime.

Merz Aesthetics: 844-469-6379 (4MYMERZ) or visit www.ultherapy.com

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**Envy Medical**

Envy Medical was born out of a demand for safer alternatives to treating problem skin. Dermalinfusion technology, and a concise range of daily at-home skincare products support the high standards of professionals while maximizing patient satisfaction with visible results. Envy Medical’s products are powered by ingredient discoveries including Lumixyl® peptide, the tyrosinase-inhibitor researched and developed by Stanford University that is clinically-proven to safely address, control and prevent hyperpigmentation. Choose Envy Medical for results that retain patients and build your practice without compromising skin’s delicate balance.

Envy Medical: 888-848-3633 or visit www.envymedical.com

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**miXto pro V-Lase**

miXto Pro V-Lase® utilizes a patented CO₂ laser chopped CW technology to deliver a safe and gentle non-ablative treatment for vaginal rejuvenation. V-Lase is a new 15-minute no-downtime medical procedure that is a pain-free alternative to surgery, providing noticeable results after only one treatment. The miXto Pro V-Lase system is a multi-platform CO₂ laser with accessories for skin resurfacing and surgical applications.

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

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CAC has taken Rejuva Medical Aesthetics to a level of growth and excellence that we are incredibly proud of. The decision to have our entire staff participate in this exceptional program has fostered the development of a confident, productive and resourceful team. This program offers a wealth of knowledge that enables aesthetic practices to flourish.

Join over 2,000 Successful CAC Graduates

– Sherry Leigh
Practice Administrator
Rejuva Medical Aesthetics

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- Increase practice revenues and growth
- Master social media and internet marketing
- Acquire advanced staff management skills
- Learn how to run a more efficient and profitable practice
- Enhance your sales and marketing abilities
- Improve your patient assessment and consultation skills
- Learn how to deal with patient expectations
- Understand financial analysis and practice metrics

To sign up for a free trial of the new CAC online program or for promotional rates contact Anjail Mitchell +1 (949) 830-5409 or anjail.mitchell@ubm.com

cac.aestheticshow.com
“CAC has taken Rejuva Medical Aesthetics to a level of growth and excellence that we are incredibly proud of. The decision to have our entire staff participate in this exceptional program has fostered the development of a confident, productive and resourceful team. This program offers a wealth of knowledge that enables aesthetic practices to flourish.”

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Practice Administrator
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• Acquire advanced staff management skills
• Learn how to run a more efficient and profitable practice
• Enhance your sales and marketing abilities
• Improve your patient assessment and consultation skills
• Learn how to deal with patient expectations
• Understand financial analysis and practice metrics
Dermapen 4
DermapenWorld releases the new Dermapen 4. Over 10,000 man hours of research and development were dedicated to reinventing microneedling as we know it. Utilizing digital, Bluetooth, RFID, dual power turbo-cut systems and anti-contamination mechanisms, Dermapen 4 boasts a dedicated scar treatment setting. Available and supported by a worldwide authorized distributor network, full marketing and training, and a seven-year warranty, Dermapen 4 is reportedly the safest, fastest pen offering more superior treatment results.

DermapenWorld: +61 2 9889 3636 or visit www.DermapenWorld.com

Replenix
Replenix® Pure Hydration Plumping Lip Treatment SPF 30 protects lips while helping to restore hydration and youthful volume. A proprietary complex of stimulating ingredients draws natural color. Immediately lips appear more plump and rosy, with lasting benefits to lip hydration and overall health.

Topix Pharmaceuticals: 800-445-2595 or visit www.topixpharm.com

The Vivace Experience
The Vivace is the newest generation of microneedling with radiofrequency and is FDA-cleared for patient safety. This non-surgical treatment for contouring and tightening the face, neck, hands and body stimulates the natural production of collagen, and reduces fine lines and wrinkles beginning with just one office visit. The Vivace is designed for an incomparable, comfortable patient experience. If you are looking for optimal results for your patients, look no further than The Vivace Experience.

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

M22 ResurFX
The ResurFX module of M22 is a true, one-pass, fractional non-ablative treatment technology. Unlike other fractional technologies, ResurFX needs only one pass to be effective, saving you time and protecting the patient’s skin. ResurFX uses a 1565 nm fiber laser and a very advanced scanner, which enables you to choose from more than 600 combinations of shape, size and density for optimal treatment results. Even better, your practice wins as there are no consumables or recurring procedure fees.

Lumenis: 877-LUMENIS (586-3647) or visit www.aesthetic.lumenis.com

Collagen P.I.N.
Collagen P.I.N. is a new innovation in advanced collagen induction therapy that introduces a controlled wound into the skin triggering the release of natural growth factors, new collagen and elastin. Automated microneedling causes less damage to the epidermis than dermal rolling, laser or other ablative treatments. Utilizing Collagen P.I.N. with our Induction Therapies clean, clinical products (specifically designed for use post microneedling) minimizes complications and provides quicker healing and longer lasting results. More needles. More power. More depth. More collagen.

Collagen P.I.N.: 877-746-4407 or visit www.collagenpin.com / www.inductiontherapies.com

Fraxis DUO offers a unique combination of CO₂ laser and RF microneedling. With these two modalities, indications such as scars, photo-aged skin, poor skin tone, facial resurfacing and stretch marks can easily be treated. Because the Fraxis DUO is such a workhorse, there is no need to purchase additional equipment. This device can do it all while providing maximum treatment flexibility for your practice.

Rohrer Aesthetics: 205-940-2200 or visit www.rohreraesthetics.com
**Doublo Gold**
Doublo Gold is a new model of Hironic’s Doublo series, delivering HIFU energy to different skin layers from 1.5 mm to 4.5 mm under the epidermis to non-invasively and effectively lift skin and remodel the collagen layer. The Doublo series is internationally recognized with over 1,700 systems installed worldwide. Doublo Gold is approved by the KFDA. Treatment time is shortened by two times compared to Doublo-S. Doublo Gold upgrades the user-friendly functions with continuous shot mode and a shot interval control system. The Doublo technology holds 11 patents and was named a World-Class Product by the Department of Commerce, Industry of Korea.

Hironic: +82 31 525 7400 or visit www.hironic.com

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**Secret RF**
Secret RF is a novel fractional radiofrequency (RF) microneedling system for tissue coagulation and hemostasis designed to stimulate and remodel collagen and address the common signs of aging including fine lines and wrinkles, photodamage, scarring and striae. Secret RF delivers precise, controlled energy at various depths to target patients’ most common skin concerns on the face and body with limited to no downtime.

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

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**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

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**Soprano Ice Platinum**
Alma Lasers’ Soprano Ice Platinum platform is the complete solution for laser hair removal and lesions. Soprano Ice Platinum offers three combined wavelengths covering the optimal spectrum with new three-dimensional (3D) trio-clustered diode technology for 755 nm, 810 nm, and 1064 nm treatment. With multiple revenue streams and zero disposables, Soprano Ice Platinum now represents the most robust platform ever in the award-winning Soprano family. Soprano Ice Platinum continues to offer the treatments your patients demand: virtually painless SHR hair removal; proven safety on all skin types, including tanned skin; and full, homogenous coverage for optimal results.

Alma Lasers: 866-414-ALMA (2562) or visit www.almalasers.com

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

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

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**Spectrum**
The Spectrum is a multi-platform laser / IPL that features: 810 diode (hair removal), Erbium YAG (skin resurfacing), Q-switched Nd:YAG (tattoo removal), long pulsed YAG (vascular reduction) and IPL (hair removal, vascular and pigmented lesion reduction and acne reduction). The Spectrum can be purchased fully loaded for $54,995.

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

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**Thermage FLX**
Thermage FLX is the newest generation of Thermage® technologies known for non-invasively reducing the appearance of fine lines and wrinkles on the face, eyes and body, as well as being the only system on the market indicated to treat the eyelids. Thermage FLX features a new optimized energy delivery algorithm, AccuREP™ technology, which offers real-time tuning with each pulse to account for variations in local impedance and deliver consistent energy from one treatment site to the next. The system also features multidirectional vibration in a new ergonomic handpiece to improve patient comfort and enhance user experience. Treatment time is now also 25% faster with a new tip that covers a larger surface area.

**Canfield Scientific:** 973-434-1201 / 800-815-4330 or visit [www.canfieldsci.com](http://www.canfieldsci.com)

**VECTRA H1**
Perfect for imaging on any part of the anatomy, Canfield’s VECTRA® H1 is ideal for facial aesthetics and clinical documentation, providing automated image stitching and realistic 3D results. With the H1, the patient’s images are used to explore possible surgical and non-surgical outcomes, share options, explain limitations, and set appropriate expectations. Completely self-contained with integrated flash and converging ranging lights for fast, reproducible imaging, the H1 is ready to go with minimal staff training.

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

**Quanta System S.p.A. for Quanta Aesthetic Lasers:** 866-353-5115 or visit [www.quantausa.com](http://www.quantausa.com)

**Cellfina System**
The Cellfina® System combines highly advanced, proprietary technology with a well-established procedure called Subcision® to treat the underlying structural cause of cellulite with precise and reproducible results. The Cellfina treatment is a U.S. FDA-cleared and E.U. CE-marked minimally invasive procedure that effectively improves the appearance of cellulite for at least three years. With a single, minimally invasive treatment, patients in the clinical study reported 93% patient satisfaction at three years.

**Merz Aesthetics** 844-469-6379 (4MYMERZ) or visit [www.cellfina.com](http://www.cellfina.com)

**ThermiRF**
ThermiRF® is a platform technology that combines temperature control with advanced real-time temperature monitoring to enable various non- and minimally invasive aesthetic applications. Physician control makes the ThermiRF a customizable platform technology.

**Thermi, LLC:** 866-981-5017 or visit [www.thermi.com](http://www.thermi.com)

**DefenAge Clinical Power Trio**
A comprehensive multicenter clinical study shows that DefenAge’s core skincare regimen (exclusive ingredient Age-Repair Defensins®) addresses visible signs of skin aging on a global scale (randomized, placebo/vehicle-controlled, double-blinded study; 44 participants). This wide-ranging visible improvement of aging skin was confirmed by multiple advanced methods of evaluation of skin conditions including histopathology and high-resolution skin ultrasound. The study was performed by Amy Forman Taub, M.D. (PI), Vivian Bucay, M.D. and Gregory Keller, M.D.

**DefenAge Skincare:** 888-368-5372 or visit [www.DefenAge.com](http://www.DefenAge.com)

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

**Quanta System S.p.A. for Quanta Aesthetic Lasers:** 866-353-5115 or visit [www.quantausa.com](http://www.quantausa.com)

**ThermiRF**
ThermiRF® is a platform technology that combines temperature control with advanced real-time temperature monitoring to enable various non- and minimally invasive aesthetic applications. Physician control makes the ThermiRF a customizable platform technology.

**Thermi, LLC:** 866-981-5017 or visit [www.thermi.com](http://www.thermi.com)

**DefenAge Clinical Power Trio**
A comprehensive multicenter clinical study shows that DefenAge’s core skincare regimen (exclusive ingredient Age-Repair Defensins®) addresses visible signs of skin aging on a global scale (randomized, placebo/vehicle-controlled, double-blinded study; 44 participants). This wide-ranging visible improvement of aging skin was confirmed by multiple advanced methods of evaluation of skin conditions including histopathology and high-resolution skin ultrasound. The study was performed by Amy Forman Taub, M.D. (PI), Vivian Bucay, M.D. and Gregory Keller, M.D.

**DefenAge Skincare:** 888-368-5372 or visit [www.DefenAge.com](http://www.DefenAge.com)

**Solta Medical, a division of Valeant Pharmaceuticals North America LLC:** 510-786-6946 or visit [www.solta.com](http://www.solta.com)

**Cellfina System**
The Cellfina® System combines highly advanced, proprietary technology with a well-established procedure called Subcision® to treat the underlying structural cause of cellulite with precise and reproducible results. The Cellfina treatment is a U.S. FDA-cleared and E.U. CE-marked minimally invasive procedure that effectively improves the appearance of cellulite for at least three years. With a single, minimally invasive treatment, patients in the clinical study reported 93% patient satisfaction at three years.

**Merz Aesthetics** 844-469-6379 (4MYMERZ) or visit [www.cellfina.com](http://www.cellfina.com)

**ThermiRF**
ThermiRF® is a platform technology that combines temperature control with advanced real-time temperature monitoring to enable various non- and minimally invasive aesthetic applications. Physician control makes the ThermiRF a customizable platform technology.

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**Product Profiles**

**LightPod Neo**
Aerolase 650 ms laser technology offers a new approach for highly effective, long-lasting results for treating active acne including problematic conditions such as nodulocystic acne and acne conglobata. This new treatment option offers an efficacious solution for patients who have not been able to use or have not responded to traditional therapies. Aerolase laser technology allows immediate results, is uniquely gentle and sanitary, and offers maximum versatility for both adolescent acne and adult acne.

**Votiva**
As women age, their bodies face a host of new changes, from a loss in elastin and collagen, to physical trauma associated with vaginal childbirth, to reduced estrogen. The time has come for a safe and effective treatment that treats both internal and external areas, and is quick and comfortable. Votiva by InMode offers technologies that deliver immediate results and continued improvement over time for the treatment of sexual dysfunction, or as an adjunct to Kegel exercises (tightening of the muscles of the pelvic floor to increase muscle tone). Votiva is the number one choice for safe and effective treatment for feminine health.

**Alma-Q**
With both 532 nm and 1064 nm wavelengths, Alma-Q features Q-switched, long pulse and double pulse modes on a single dedicated platform to treat a wide-range of indications. The high powered Q-switched laser is effective in removing natural or artificial pigmentation while minimizing the risk of damage to surrounding tissue. Approved for all skin types, Alma-Q is FDA cleared for tattoo removal, skin resurfacing and hair removal, and can also be used to treat benign pigmented lesions, benign vascular lesions, wrinkles and pseudofolliculitis barbae (PFB).

**PICOCARE**
PICO CARE is an Nd:YAG picosecond laser system for pigment removal (tattoo, epidermal and dermal pigmented lesions). The short picosecond pulse (700 ps) breaks large fragments of tissue into smaller pieces and lowers the chance of side effects. The HEXA-MLA (Micro Lens Array) handpiece uses optical refraction and the multiple focusing lenses (MLA) are combined. PICOCARE is irradiated as a fractional laser, but the energy intensity is concentrated at the center of the dot.

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**Alma Lasers**
Alma Lasers: 866-414-ALMA (2562) or visit www.almalasers.com

**WonTech Co.**
WonTech Co.: 267-803-6880 or visit www.wtlaser.com
PRODUCT PROFILES

Dermalinfusion
Dermalinfusion is an advanced skin resurfacing technology that combines exfoliation, extraction and infusion of condition-specific serums to improve skin health, function and appearance. A patented, non-invasive treatment, Dermalinfusion is fully customizable and the perfect solution to address a wide variety of skin concerns and conditions from head-to-toe and is suitable for all Fitzpatrick types. This high degree of customization results in skin that shows immediate and noticeable improvement in volume, hydration, tone and texture. Dermalinfusion is ideal when used in conjunction with other non and minimally invasive procedures to enhance results.

Envy Medical: 888-848-3633 or visit www.envymedical.com

truSculpt 3D
truSculpt 3D is the latest non-invasive RF platform clinically proven to deliver targeted, repeatable, uniform heating to sculpt and contour virtually all areas of the body – large and small – with comfort and ease.

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

truSculpt 3D
truSculpt 3D is a new and innovative laser hair removal technology with a first-in-class mechanism of action which incorporates linear scanning technology to help maximize efficacy, speed and patient comfort, all with just one handpiece. This new device has the largest spot size and scan area within the class of diode hair removal lasers, allowing for full body treatments amongst all skin and hair types.

Merz Aesthetics: 844-4MY-MERZ (469-6379) or visit www.describepatch.com

DESCRIBE PFD Patch
The DESCRIBE Patch offers a faster, safer and more effective laser tattoo removal experience, compared to treatments without the Patch. DESCRIBE is a dual-layer silicone patch infused with the optical clearing agent perfluorodecalin (PFD) that quickly resolves the laser induced whitening to allow for multiple laser passes in a single treatment session. The Patch is FDA-cleared as an accessory to laser tattoo removal with the commonly used wavelengths in both Q-switched (QS) and picosecond lasers.

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Clear + Brilliant pélo
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Solta Medical, a division of Valeant Pharmaceuticals North America LLC: 510-786-6946 or visit www.solta.com

Bellafill
dermal filler is clinically proven and established as safe and effective for the correction of nasolabial folds and the correction of moderate to severe, atrophic, distensible facial acne scars on the cheeks in patients over the age of 21 years old. The smooth collagen-based injectable gel is comprised of 80% purified collagen-gel and 20% polymethylmethacrylate (PMMA) microspheres that offer highly effective results.

Suneva Medical: 888-278-3345 or visit www.sunevamedical.com

VISIA Complexion Analysis System
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Canfield Scientific: 973-434-1201 / 800-815-4330 or visit www.canfieldsci.com

Dermalinfusion
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<table>
<thead>
<tr>
<th>Wavelength</th>
<th>Pulse width</th>
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<tbody>
<tr>
<td></td>
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<tr>
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<tr>
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<td>630 nm</td>
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