



THE AESTHETIC GUIDE

Updated Helium Plasma/RF Device
Transforms Face and Body Contouring

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Minimally Invasive Helium Plasma/RF Device Catapults Body and Facial Contouring to New Heights

By Kevin A. Wilson, Contributing Editor

The unique capabilities of the recently updated Renuvion® cosmetic technology from Apyx™ Medical (Clearwater, Fla.) provide a minimally invasive subdermal thermal therapy that is changing the game. According to physicians, subdermal coagulation with Renuvion does wonders when added to body or facial contouring protocols by enhancing outcomes and expanding the potential patient base, causing doctors to rethink what's possible. Now more than ever, physician users can bring patients closer to idealized results with less downtime, using smaller incisions and less invasive surgical procedures.

FDA cleared for cutting, coagulation and ablation of soft tissue, Renuvion's powerful technology provides a therapeutic thermal effect in a unique manner, according to plastic surgeon and high definition body sculpting expert Arian Mowlavi, MD (Laguna Beach, Calif.).

"It contracts tissue, often eliminating the need for cutting/excisional surgery. After the handpiece is inserted under the skin through the same, very small incision required for fat removal, helium is energized to plasma at the tip, simultaneously heating nearby tissue and serving as a pathway for the proprietary RF energy, which provides an additional effect," Dr. Mowlavi explained. "This effect is automatically selective for untreated tissue because the plasma seeks out low-impedance tissue. As the impedance of treated tissue rises during treatment, the plasma automatically seeks un-treated areas. There is nothing out there that provides this level of safety, specificity and speed. You can apply energy at different tissue depths for a layered, full and thorough treatment."

Adam Rubinstein, MD, a Miami-based plastic surgeon, feels the innovative combination of RF energy and plasma with Renuvion makes it both revolutionary and extremely efficient. "RF tissue heating, especially for body contouring, can be very time consuming. With Renuvion, the improvement in treatment time is almost

exponential because tissue is heated to 85° C and then cools back to baseline in under half a second, which is almost instantaneous."

"The type of energy is often less important than the tissue temperature you can achieve," said facial plastic surgeon Richard Gentile, MD (Akron, Ohio). "Tissue contracts and fat melts at certain temperatures, greater than 67° C and 55° C, respectively. By reaching 85° C the time to cause the desired effect is extremely short. And, because the heat with the plasma is neutralized very quickly, we can achieve these subdermal temperatures and heat connective tissue, or fat, or collagen, without unwanted thermal damage to the overlying skin or vital structures below. Until Renuvion we haven't seen this kind of capability."

"Faster treatment plus scarless outcomes and soft tissue contraction with Renuvion allow me to treat a much wider range of patients," Dr. Mowlavi explained. "I can offer less invasive treatment options to younger patients and males, who don't want the stigma of an incision line or don't want to lose time from work. And, Renuvion is especially helpful when treating older patients, who want to avoid general anesthesia, the long scars and prolonged recovery times associated with incisional surgery."

"Although we offer an array of aesthetic surgeries, more than 90% of our patients undergo liposuction. We do it every day; easily 300 cases a year, and on all body areas," said plastic surgeon Justin Yovino, MD (Beverly Hills, Calif.).

"As we age, our tissue loses its elasticity," Dr. Yovino continued. "So, being able to provide subdermal heat-based tissue contraction is the key in my practice."

"Renuvion has significantly improved our ability to treat specific areas such as the upper arm. Women who want upper arm fat reduction, but have associated moderate to severe skin and soft tissue laxity, often require skin removal, which results in long scars that patients typically don't



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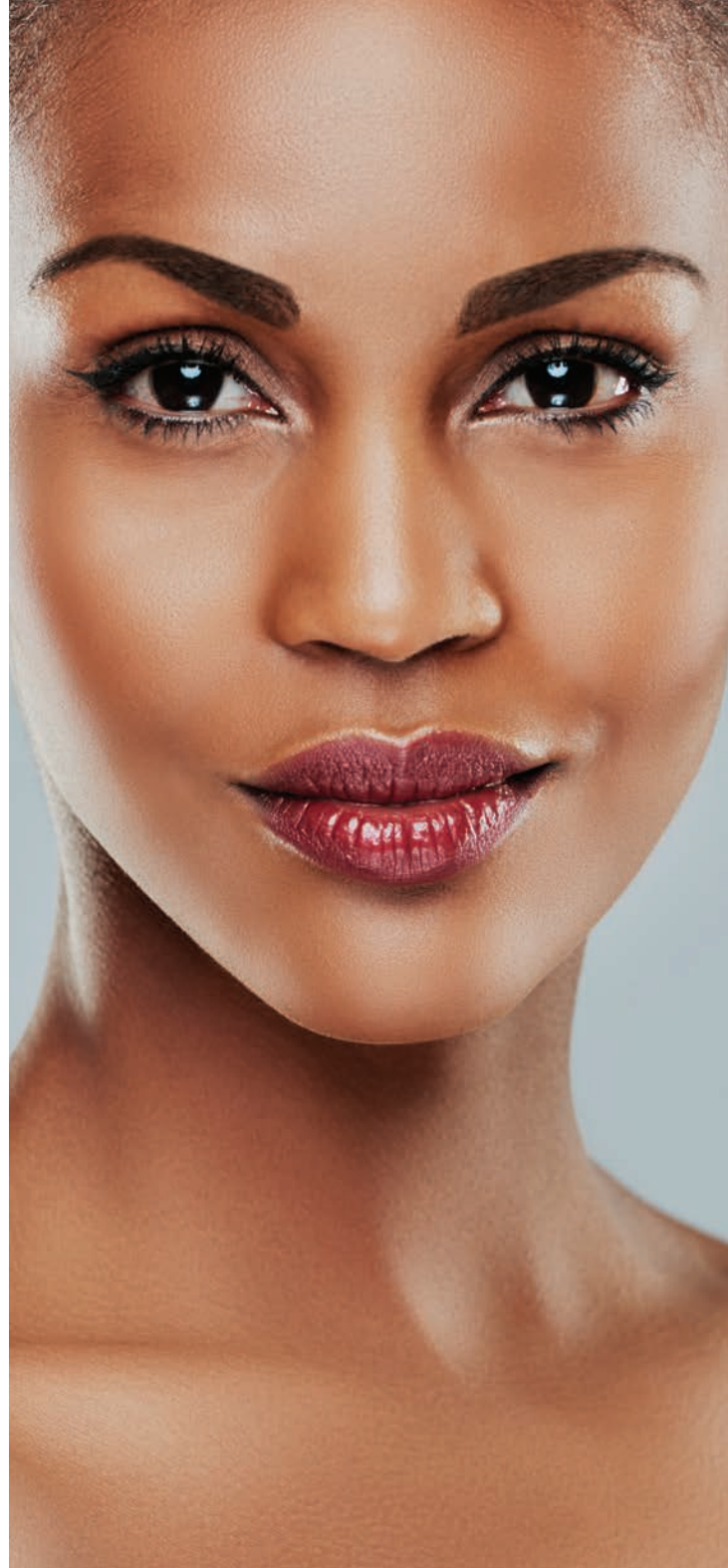
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want, so they decline to proceed and leave discouraged,” Dr. Yovino explained.

“In the past I wouldn’t even offer arm liposuction to patients with moderate to severe skin laxity because the best they’d get is a deflated arm,” Dr. Yovino noted. “With Renuvion we can do even more with our signature liposculpting procedure. This procedure happens in the office setting, using specially powered liposuction canulas under local anesthesia, and allows us to reposition the patient as we treat. The repositioning is especially important with arm sculpting, which requires a delicate approach with high attention to detail,” he shared.

“Now our patients can get a more rewarding result because I can remove fat as well as provide the tissue contraction necessary to give them an outcome that reflects what they actually want,” Dr. Yovino pointed out. “I’ve always been on the lookout for this kind of thing, and I’ve found it in Renuvion. It allows me to treat more people less invasively, which appeals to anyone’s patient base.”

Renuvion has revolutionized Dr. Mowlavi’s body contouring capabilities. “This does amazing things for my high definition liposuction (HDL) and body sculpting procedures, which by definition are stunning and transformative,” he reported. “Renuvion gives me better, full-circumference treatment capability when removing fat comprehensively and selectively from the deep and superficial layers – both of which are essential to crafting outstanding hi-definition results.”

The reason for this? Because with any liposuction procedure, skin contraction is a key element to the final outcome. “You can’t achieve good hi-def results without

skin contraction that is consistent and predictable,” Dr. Mowlavi stated. Renuvion helps Dr. Mowlavi better realize the final result after he sculpts with ultrasound-assisted hi-def liposuction. “Also, using my technique with Renuvion, I can preserve 90% viability of the fat used in Brazilian Butt Lifts, a critical component of HDL body contouring.”

Dr. Mowlavi uses a 2 to 10 HDL Body Scale (2 being the lowest and 10 being the highest score) to grade body shape and guide his customized surgical plan. He chooses which modalities to use, and how, depending on where patients fall in the scale. “Before Renuvion you couldn’t get a 9 or 10 result for anyone who didn’t walk in the door with at least a 7 score,” he said. “The capabilities of Renuvion allow me to deliver top outcomes to patients with lower scores such as a 5. Patient satisfaction is incredible.”

And for full body treatment, Renuvion continues to change the game. “I can treat six to eight areas, double that bilaterally,” Dr. Mowlavi said. “At a treatment time of 45 minutes per area with the competing technology, this is prohibitive. With Renuvion I can contract the skin and soft tissues in five minutes per area and thus treat the full body as needed in one session.”

With the importance of skin contraction to body contouring so evident, a study by Dr. Mowlavi scheduled to appear in *Plastic and Reconstructive Surgery* highlights the changes in elasticity seen with Renuvion treatment. “We measured distraction force using a special meter to determine how much force it takes to pull the skin 0.5 inch, 1.0 inch and 1.5 inches away from the body before and after Renuvion treatment. Data showed that Renuvion increased average distraction force required to pull the skin by 115% at 0.5 inch, 82% at 1.0 inch and 58% at 1.5 inches. This data demonstrates dramatic decrease in tissue elasticity and improved skin quality with Renuvion.”

“We really haven’t had a truly powerful tissue contraction technology for very long in this field. Because it is so efficient, Renuvion has changed how I do many of my procedures,” Dr. Rubinstein explained. “As a stand-alone procedure I can treat laxity on the abdomen, arms, neck, anywhere on the body, to provide an almost shrink-wrap effect for maximum recontouring. As an adjunct to liposuction, Renuvion is outstanding because correcting the overlying laxity is a key consideration.



Before and three months after High Definition Liposuction with VASER and Renuvion skin tightening of the medial thighs, lateral thighs, back, flanks and abdomen, as well as a Brazilian Butt Lift.

Photos courtesy of Arian Mowlavi, MD

“Renuvion allows us to do things we couldn’t do without it,” Dr. Rubinstein continued. “If a patient already has some loose skin and we do liposuction we’d just be creating additional laxity. With Renuvion we can be a bit more aggressive with liposuction in some regions, counting on technology to fix the laxity. Areas such as the inner thigh, which is very sensitive, respond extremely well to Renuvion. If I just did liposuction we’d have the problem of additional laxity, but with Renuvion I can be a bit more liberal in who I treat with confidence. And it is

where the brow or facelift has much smaller scars, 1.5 cm on each lateral brow rather than a full trichophytic brow flap.”

During treatment, Dr. Kluska treats the entire subcutaneous space with Renuvion, then does a small wedge resection in the lateral brow area to elevate and properly position the skin as the subcutaneous contraction continues over time. “Downtime is reduced to five to seven days versus 14 days, and results maximize over the next six to nine months as the thermal effect of Renuvion continues to

“With Renuvion we can be a bit more aggressive with liposuction in some regions, counting on technology to fix the laxity.”

easy to add to my procedures because it doesn’t significantly increase total time under anesthesia.”

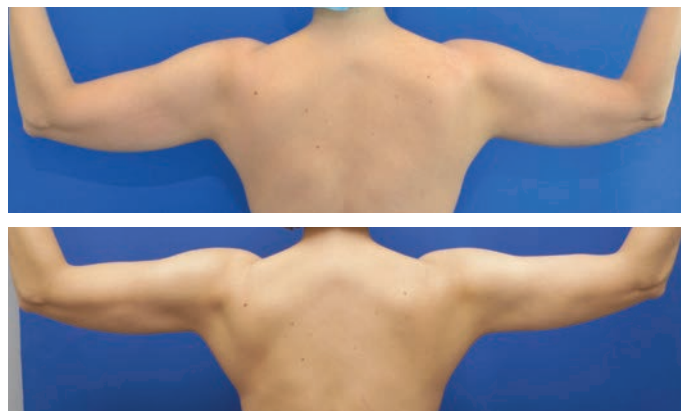
Michael S. Kluska, DO, a plastic surgeon in Chattanooga, Tenn. completed a comparative study at the end of December 2019 pitting helium plasma/RF against bipolar RF as an adjunct to liposuction with follow-up out to six months. “I told the team at Apyx Medical that I was going to do a comparative study and if their device was better, I’d buy it. I bought three,” he said. Follow-up in the study occurred at one week, one month, three months and six months. “We included 11 patients treating medial thighs, arms and back rolls bilaterally with the different devices. It was a well-controlled study: same amount of tumescent solution, same volume of aspirate for each location and we followed the recommended application protocols for each product. Renuvion came out ahead in all areas: greater contraction, reduced treatment and recovery times, decreased discomfort, decreased procedure and anesthesia expense and decreased time, and ultimately outcomes and patient satisfaction were higher.”

In addition to body treatment, Renuvion is transforming the facelift paradigm, according to Dr. Kluska. “I use Renuvion for full face treatment, it has given me an added color in my palette allowing me to achieve more definitive skin contraction. I can use it by itself, but I now offer short-incision brow lifts or mini-brow lifts that give us great results but are much less invasive. I offer a unique procedure

stimulate new collagen generation,” he elaborated. “It is a more conservative approach with a natural looking result that patients enjoy. More and more, patients don’t want to look ‘done’, but refreshed. I could describe a similar procedure for the lower face and neck which is equally profound. In any case patients are back to work in five days.”

Dr. Gentile’s use of Renuvion has altered the landscape of his facial correction offerings as well. “In our office we call it ‘Sculpturing’, a combination of sculpting and contouring to help restore the youthful shape of the face less invasively,” he shared.

“We categorize these procedures in a spectrum that starts with Renuvion alone for a less aggressive treatment where appropriate, reducing fat and contracting



Before and three months after body sculpting using a proprietary “Precision Sculpt” technique and Renuvion
Photos courtesy of Justin Yovino, MD



Before and two months after facial rejuvenation protocol that included Renuvion brow lift, liposuction and Renuvion to the neck, fat grafting to the face, rhinoplasty and chin augmentation

Photos courtesy of Michael Kluska, DO



Before and four weeks after liposuction and Renuvion to the neck with full-face fat grafting

Photos courtesy of Michael Kluska, DO



Before and after a nonsurgical facelift and subdermal skin contraction with Renuvion

Photos courtesy of Richard Gentile, MD

tissue in the lower face and neck using very small insertion points. Up from there we can do minor surgery with similarly small incision points made possible by Renuvion, and then progress to a full surgical approach. Renuvion allows us to achieve the contraction of skin with less reliance on the surgical aspect and gives us a broader spectrum of care. This concept allows us to provide better and more natural looking results. We may also provide complementary fat grafting to further improve contours.”

Dr. Yovino sees the neck as one of the best response areas for Renuvion. “I use it all over the body in conjunction with many procedures, but the neck is a special area similar to the upper arms,” he explained. “Renuvion allows us to be as minimally invasive as possible while providing the best result, especially for patients who are candidates for a more aggressive surgical approach, like a neck lift, but who don’t want one. These people can be counselled that while the result won’t be as profound as surgery, the overall look will be improved.”

Both the Renuvion generator and the handpieces have been recently updated. “Renuvion is still young as far as devices are concerned, but it has been around a long time for other surgical specialties,” said Dr. Rubinstein. “The technology was born for laparoscopic use, so its original handpiece design was more in tune with that model. How we’re using it now requires a new paradigm.

“The new Renuvion APR handpieces are slimmer and more suited to aesthetic applications,” Dr. Rubinstein continued. “And the improved generator works with the new handpieces for more efficient treatment. The ergonomic design features a pencil-type grip rather than a pistol grip. Instrument shaft diameter has been reduced from 5 mm to 3 mm on the new handpieces, which are both strong and slightly flexible to facilitate proper movement through the tissue. The bullet-shaped tip can direct plasma flow to side-facing ports rather than out the front. There are three designs with different lengths and tip port configurations (twin-port tip with 27 cm or 15 cm shaft, or single-port tip with 15 cm shaft) to facilitate a variety of treatment possibilities. Distance indications on the tips, with accompanying dermal marking templates, help physicians keep the application of heat away from the

“What Renuvion does is bring added value to my practice by enhancing what I am already doing, as well as opening up new areas of treatment.”

incision/insertion site. All this makes treatment much easier.”

The addition of a joule counter to the Renuvion generator allows for measurement of how much energy is being delivered. “This is still new technology so we’re still working out best practices such as how much energy to deliver, and the joule counter will help us develop improved protocol recommendations and augment the capabilities of this already excellent technology,” Dr. Rubinstein reported. “As we figure out ranges of energy for different applications this will help us provide consistent, reproducible guidelines toward optimal results.”

Additionally, this new system upgrade is free of charge. “Apyx is committed to doing things right,” Dr. Rubinstein praised. “As they determine better ways to do things, they stand by their physician partners rather than try to capitalize on improvements, which would penalize early adopters. Users can be confident that they have the highest level of capability with the device at all times, which speaks volumes about the company and its customer service.”

In fact, Apyx used a physician advisory board to guide current and future improvements, Dr. Gentile pointed out. “Transforming from the original surgical-focused device to this new handpiece has made Renuvion truly ideal for aesthetic indications all over the face and body. It is easier to use, more comfortable for physicians as well as patients, and will help us refine our techniques and broaden versatility further as we move forward.”

“The Apyx commitment to the customer is part of what will make Renuvion so successful,” Dr. Yovino maintained. “They listen to physicians and spend significant resources in research and development to take initiative and remain progressive. They make sure doctors are educated and aware, with verified information you can trust about what this device can, and cannot do. They have consistently overdelivered on their promises.”

“What Renuvion does is bring added value to my practice by enhancing what I am already doing, as well as opening up new areas of treatment,” said Dr. Kluska. “Renuvion allows me to deliver consistent results I can be confident in and proud of – an add-on to any procedure. It saves treatment time and anesthesia cost. It is a win-win that makes everything better for both physician users and patients.”

Dr. Kluska added that Renuvion itself doesn’t require general anesthesia and can be done under local anesthesia in-office. “I can use it on all locations, face or body, including lower extremity calf sculpting, less-aggressive scarless breast lifts, turn a traditional tummy tuck into mini-tummy tucks using the heat of Renuvion to contract the upper abdomen, and more, all with reduced treatment time and downtime.”

By broadening the potential patient base, the potential revenue stream is also improved, according to Dr. Yovino. “I purchased Renuvion to give my patients better results, but it helps me convert more consults into scheduled procedures. I won’t treat inappropriately, but if we don’t treat we can’t help the patient and we don’t make any money. By allowing us to treat more patients, more successfully and more conveniently, with better outcomes, everybody wins. It also provides an add-on that yes, raises the price, but is 100% justifiable because it truly maximizes the patient outcome.”

“Good surgical technique is always the key to good surgical outcomes. And Renuvion allows us to do more safely, use better techniques and achieve the quality outcomes patients are looking for,” Dr. Yovino persisted. “It is all about safety and results.”

EMSCULPT Dominates HIFEM Muscle Stimulation Market

By Kevin A. Wilson, Contributing Editor



Judson Brandeis, MD
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The niche of muscle stimulation has been dominated by EMSCULPT® from BTL Industries Inc. (Boston, Mass.), since its inception, warding off potential competitors and still delivering efficacious non-invasive muscular sculpting, without consumables. As pioneers of high-intensity focused electromagnetic (HIFEM) procedures, with more than 20 years of research and experience in the field of electromagnetic energy (eight years with HIFEM itself), BTL has catapulted EMSCULPT to the top of its industry-leading family of body contouring technologies, each of which feature unique, but complementary capabilities.

EMSCULPT is intended for improvement of abdominal tone, strengthening of the abdominal muscles, development of a firmer abdomen; strengthening, toning and firming of buttocks, thighs and calves; and improvement of muscle tone and firmness, for strengthening muscles in arms.

“EMSCULPT is a revolution in aesthetic medicine because it is both functional and aesthetic,” said urologist Judson Brandeis, MD, an expert in sexual medicine and male rejuvenation in San Ramon, Calif. “It allows you to build strength and improve appearance rapidly. Beauty fades quickly if the underlying musculature and body structure are weak. Even if you don’t have the time or energy to get to the gym, you can effortlessly build a strong core that converts into a posture that is seen as beautiful and confident.”

According to Dr. Brandeis, the EMSCULPT device uses a focused electromagnetic current to induce supramaximal contractions over the course of a treatment session.

“EMSCULPT’s unique algorithms control the delivery of electromagnetic current throughout treatment, varying the speed and intensity of contractions in a manner designed to provide thorough stimulation to every muscle in the target area,” he said.

“When we look at a bicep, it is two muscles, but the core is an interconnected system of muscles that is much more complicated to treat comprehensively,” Dr. Brandeis elaborated. “The EMSCULPT algorithm selectively trains even the small muscles that might be overlooked in a manual exercise regimen. Thus, the overall effect is a thorough workout for the targeted muscles that far exceeds what could be achieved via manual exercise alone. The higher-than-normal workload induces a localized energy demand that stimulates regional metabolism, which has been shown by research to cause fat cell apoptosis.¹ This dual tissue remodeling effect makes it the only device that simultaneously reduces fat² and thickens underlying musculature.”³ The recommended protocol for EMSCULPT is four, 30-minute treatments each over a period of approximately two weeks, with the full result manifesting over the next few months.

Currently, the EMSCULPT platform and its mechanism of action are supported by 20+ peer-reviewed studies in publication or pending. These studies feature short- and long-term data using a variety of measures including MRI, CT, ultrasound and animal histology to demonstrate the powerful effect of HIFEM on muscle and fat. Average fat reduction of 19% and an average increase in muscle mass of 16% were shown among the studies.^{2,4,5} And as of early 2020, more than 400,000 procedures have been performed with no documented adverse events.

Furthermore, with the recent advent of the EMSELLA® applicator – a ‘chair’ designed to provide the targeted pelvic floor muscle stimulation capabilities – to the EMSCULPT platform, the versatility of the device has been increased. Two existing EMSCULPT applicators include the large for the abdomen, buttocks and thighs, and the small for arms and legs.

EMSELLA is intended to provide entirely non-invasive electromagnetic stimulation of pelvic floor musculature for the purpose of rehabilitation of weak pelvic muscles and restoration



Before and six weeks after fourth treatment with EMSCULPT
Photos courtesy of Eugene J. Nowak, DO

of neuromuscular control for the treatment of male and female urinary incontinence.

“EMSELLA does for the pelvic floor what EMSculpt does for the core and extremities,” Dr. Brandeis explained. Through its applicators, the device delivers up to 2.5 Tesla of magnetic induction (measured at coil surface; data on file with BTL). Induced current plays a key role in triggering muscle contractions, and higher current contributes to stronger muscle contractions. The strength of these contractions is much higher and more numerous than could ever be achieved through exercise alone.

The mechanism of action with EMSculpt differs from traditional aesthetic modalities, so much so that it lends itself outstandingly to use with other technologies. Technologies such as BTL EMTONE, BTL Exilis Ultra 360 and BTL Vanquish ME, from the company’s growing suite of body contouring devices, serve as complementary treatments. While BTL has made every effort to advocate the fact that non-BTL technologies a physician already employs will work well with it too, combination treatments with the company’s own devices feature associated protocols built to maximize the synergy between them. With EMSculpt and EMSella, for example, there is the Core to Floor protocol. “It is essential to have a thoroughly strong core for a healthy posture, movement and range of motion,” Dr. Brandeis explained.

According to the manufacturer, data shows that EMSculpt induces stronger muscle contractions than the competition with up to 56% more induced current, shorter pulse width to induce more current in a targeted manner and consistent magnetic intensity, all while running on a 110V power supply. BTL holds more than 35 patents or patents pending globally, which the company is defending through recent legal action.

EMSculpt is also a proven practice builder. Its website receives more than 30,000 visitors monthly, and it is featured regularly on mainstream and social media (nearly 14 billion media impressions).

Millennials, an emerging market segment, comprise more than 38% of the current patient base. Among surgical lifts and augmentations, EMSculpt buttock treatments account for almost 60% of the total number of procedures. In addition, more than 18% of EMSculpt patients are men, another rapidly growing aesthetic market, representing a more than 40% increase in male non-invasive body sculpting treatments. The average



Before and after two treatments with EMSculpt
Photos courtesy of BTL Aesthetics

monthly revenue seen with EMSculpt is about \$24,250 per device.

Moreover, the procedure is safe enough to delegate to physician extenders or trained ancillary staff (EMSELLA itself requires no operator intervention), which improves office profitability and efficiency.

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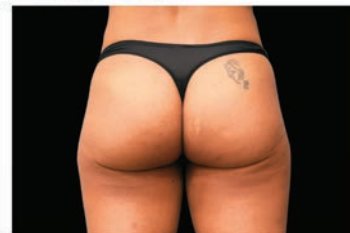


AFTER 4th TREATMENT, COURTESY OF: SUNEEL CHILUKURI, M.D.

BEFORE



AFTER EMSCULPT



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EMSELLA Applicator Boosts EMSCULPT Versatility

By Kevin A. Wilson, Contributing Editor



Carolyn DeLucia, MD
OB/GYN
Director
VSPOT MediSpa
New York City, NY



Judson Brandeis, MD
Urologist
San Ramon, CA



Dendy Engelman, MD
Cosmetic Dermatologist
Manhattan Dermatology &
Cosmetic Surgery
New York, NY

With the addition of a newly launched applicator, users of the EMSCULPT® platform from BTL Industries, Inc. (Boston, Mass.), can now harness the pelvic floor and core muscle stimulation power of EMSSELLA® without purchasing an entirely new device.

EMSCULPT is intended for improvement of abdominal tone, strengthening of the abdominal muscles, development of a firmer abdomen; strengthening, toning and firming of buttocks, thighs and calves; and improvement of muscle tone and firmness, for strengthening muscles in arms. The operator- and consumable-free EMSSELLA is intended to provide entirely non-invasive electromagnetic stimulation of pelvic floor musculature for the purpose of rehabilitation of weak pelvic muscles and restoration of neuromuscular control for the treatment of male and female urinary incontinence.

The unique high intensity focused electromagnetic (HIFEM) capabilities of the complementary devices are engineered to non-invasively induce muscular hypertrophy¹, strengthening and toning for therapeutic purposes well beyond the capability of exercise or physician therapy alone.

According to OB/GYN Carolyn DeLucia, MD, director of VSPOT MediSpa in New York City, N.Y., who has been in the aesthetic arena since 2002, non-invasive body contouring has been one of the fastest-growing procedures for the past seven years. “I have owned many of the devices that have come and gone in this space. EMSCULPT is the first to market capable of affecting fat with visible results while simultaneously building muscle,” she shared. “For patients who desire a full body transformation, there is no other procedure that comes close. Now, with its ability to build muscle in the arms and calves, and the addition of EMSSELLA for the pelvic floor, this machine encompasses the most comprehensive body contouring device available up to this point.”

Joining an EMSSELLA applicator to EMSCULPT was an obvious move given the devices’ related purpose, function and mechanism of action. “The addition of the pelvic floor platform allows for full core development,” Dr. DeLucia continued. “As the only non-invasive device specifically FDA cleared for the treatment of all kinds of urinary incontinence it can treat the condition most efficiently. It is also logical that improving abdominal wall strength

using the EMSCULPT will improve the results of the EMSSELLA treatment of the pelvic floor musculature. The combination is a definite improvement.”

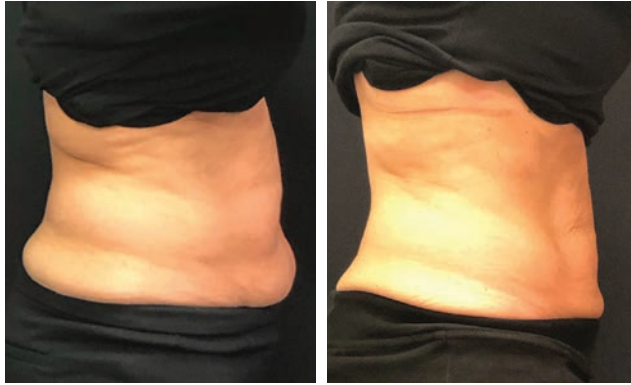
The EMSSELLA ‘chair’ applicator joins EMSCULPT’s large (for buttocks or abdomen) and small (for arms and legs) applicators. While six, 28-minute treatments given twice weekly is a typical course with EMSSELLA, EMSCULPT requires approximately four, 30-minute sessions at intervals of at least two to three days.

Urologist Judson Brandeis, MD, an expert in sexual medicine and male rejuvenation in San Ramon, Calif., also believes that the two applications go hand-in-hand, especially given the unique methods employed. “EMSCULPT and EMSSELLA both use HIFEM in specific protocols that alternate intensities and pulse rhythms to fully work the targeted musculature with tens of thousands of supramaximal contractions. This provides a complete, thorough stimulation for the core, pelvic floor or skeletal muscles, depending on the applicators used. The range of exercises one would need to work these areas successfully would take a lot of time without the same level of benefit because exercise cannot duplicate the therapeutic effect of the HIFEM procedure.”

EMSSELLA was originally intended to strengthen and restore the reduced function of pelvic floor muscles that can affect a variety of women’s health issues, but rebuilding pelvic and core muscles have been shown to improve male and female urinary incontinence, a condition that affects more than 200 million people worldwide.² In a study presented at the 2018 *American Society for Laser Medicine and Surgery* annual conference on



Together EMSCULPT and EMSSELLA provide “Core to Floor” therapy, a combination of HIFEM stimulation designed to build and straighten the core muscles and pelvic floor.



Before and three months after treatment with EMSculpt

Photos courtesy of Carolyn DeLucia, MD

energy-based medicine and science, more than 67% of patients saw reduced use of hygienic pads after EMSELLA treatment as per study protocols.³

Dr. Brandeis treats men with incontinence regularly. “EMSELLA is the first technology able to create lasting strength in the pelvic floor, the set of muscles holding up the pelvic organs. When you try to stop urinating or clench your buttocks, you are flexing your pelvic floor muscles. By strengthening these difficult-to-train muscles, we can improve these sphincters beyond their original capacity. This works both for incontinence after prostate surgery as well as uncontrolled urinary dripping that occurs as we age.”

And as with EMSculpt, EMSELLA also has research using credible measures backing its claims, including pelvic floor ultrasound.⁴

Together, EMSculpt and EMSELLA provide “Core to Floor” therapy, a combination of HIFEM stimulation designed to build and strengthen the core muscles and pelvic floor specifically to combat conditions such as incontinence and abdominal separation, according to Dr. DeLucia.

“Research has shown that about two-thirds of women are affected by abdominal separation after childbirth, and more than 65% of women with abdominal separation also have pelvic floor disorder, so the need is there,” she emphasized. “While there is still much to be studied, it is obvious that treating abdominal separation and pelvic floor disorder, together, will have complementary benefits due to the contiguous nature of the musculature. In my experience, after Core to Floor therapy, patients showed a significant increase in quality of life, leading to a return to activities, such as exercise, that they were no longer enjoying.” The effect of EMSculpt on abdominal separation has also been demonstrated in scientific study.^{5,6}

Cosmetic dermatologist Dendy Engelman, MD, who practices at Manhattan Dermatology & Cosmetic Surgery in New York, N.Y., believes EMSculpt with EMSELLA does wonders for the mommy makeover. “Post-childbirth moms need more than sit-ups to restore the musculature of the abdomen and pelvic floor,” she stated. “Women who have undergone C-section surgery aren’t ideal candidates for more abdominal surgery if they have abdominal separation. Having this kind of non-invasive, nonsurgical option available is a major benefit to patients and practitioners alike. The hassle, risk, downtime and cost are all reduced significantly.”

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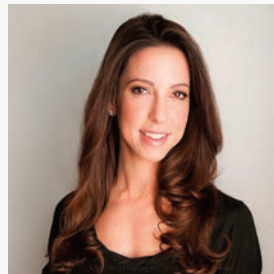
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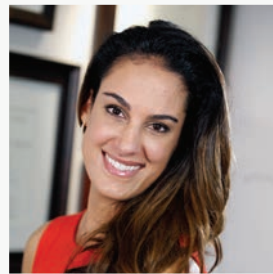
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THE PERPETUAL PURSUIT OF PERFECTION
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Fotona4D Provides Rapid Injectables-Free Facial Treatment for Any Aesthetic Practice

By Kevin A. Wilson, Contributing Editor



Amy Woehrmann, MD
Medical Director
Glow Medical Aesthetics
Houston, TX

Now available on both the flagship SP Dynamis™ and TimeWalker™ platforms, Fotona4D® from Fotona (based in the U.S. and Europe) is an excellent option for physicians looking for a topline non-invasive, customizable facial anti-aging therapy that lifts and tightens. Unique in offering a treatment that works from the inside out, and with no downtime, this four-stage laser procedure is perfect for treating busy professionals, as well as the average patient seeking to stave off the need for a more invasive therapy in the future. Fotona4D is also safe for all skin types.

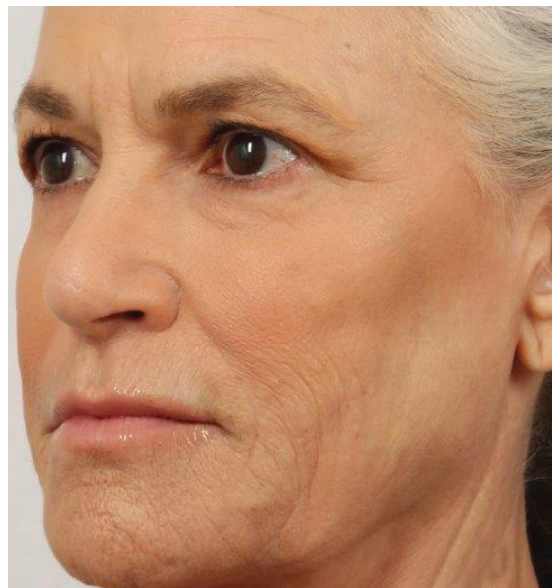
The highly touted Fotona4D protocol is performed using either the SP Dynamis or TimeWalker platforms. While the powerful SP Dynamis features a wide variety of possible therapeutic applications, the capabilities of TimeWalker are more focused, making it a cost-effective option for physicians wishing to limit their use to Fotona4D or to those wanting to provide the protocol in multiple offices less expensively. Both feature the 1064 nm Nd:YAG and 2940 nm Er:YAG lasers which, in different modes of delivery, make up the Fotona4D procedure.

According to Amy Woehrmann, MD, medical director of Glow Medical Aesthetics in Houston, Texas, and former emergency

medicine physician, “Fotona4D gives us the ability to provide that full-thickness thermal skin treatment that initiates collagen production on every level of the tissue. I was impressed by the way the erbium component of therapy is what provides the intraoral treatment as well as the final light peel. The ability to provide a multi-vector, multi-modality treatment that protects and resurfaces resonates with patients. It is very easy to explain to patients, smooth and quick to perform and gives us high patient satisfaction.”

Dr. Woehrmann uses the SP Dynamis platform to perform Fotona4D several times per week in her practice. “The device itself is heavily utilized, for applications ranging from body contouring to laser hair reduction. It is a real workhorse, predictable and reliable to the point where I was considering purchasing another one because it is the most used laser in my practice, by far.”

This four-step procedure runs the gamut of each device’s capabilities. The first stage requires the Er:YAG wavelength in SMOOTH® mode, a powerful but gentle long pulse that can even treat mucosal surfaces for intra-oral or vaginal applications. “This ability to treat the mucosa behind the lips or under the cheeks is what excited me



Before and after treatment with Fotona4D
Photos courtesy of Eugene Nowak, DO

the most originally,” Dr. Woehrmann stated. “Perioral wrinkles and fine lines are a regular complaint among my patients, and this provides an additional vector for treating those.”

The Nd:YAG wavelength harnesses the unique proprietary pulse structure of FRAC3® mode for a pseudofractional resurfacing treatment. “I’m always impressed by how this mode works,” Dr. Woehrmann stated. “The unique pulse structure provides peak areas of high heat creating thermocoagulation points in a seemingly random, scattered format just by the way the pulse is manipulated, without ablation or burning. It is one of the things Fotona is known for – getting the most out of these lasers in ways that are creative and innovative.”

To address deeper tissue collagen remodeling, the Nd:YAG is used in PIANO® mode, an ultra-long pulse setting. “This is a lovely mode for bulk heating. You cannot really have this kind of full-thickness procedure without being able to address deeper collagen with bulk heating, and this gives us a safe, effective and convenient way to do so.”

In SupErficial™ mode the Er:YAG adds the finishing touch, a laser peel that can be as light or aggressive as required, and is the place where the most adjustment to the protocol is usually seen. “The customizability of Fotona4D happens right here,” Dr. Woehrmann expressed. “It is appealing to patients because we can go heavy or light with the laser peel at the end, depending on their individual needs and their tolerance for added downtime. This capability is very satisfying for providers like me. The vast majority of my clients prefer the rapid recovery of the lighter peel. People with scarring or dense, thick dermal texture issues are more likely to need the heavier peel.”

The speed and variety of treatment, Dr. Woehrmann explained, is easy on the provider as well as the patient. “Many laser procedures are time consuming, with simple repetitive application of laser energy over the same area,” she noted. “Fotona4D is much more enjoyable to perform. We have several different modes to work with in a particular order as per protocol, which we can do rapidly in succession and be done in no time. Patients like this, but it also reduces the likelihood of operator fatigue.”



Before and after treatment with Fotona4D

Photos courtesy of Eugene Nowak, DO

Dr. Woehrmann’s clientele includes many busy professionals such as doctors, lawyers, and – being in Houston – energy company executives. “This is a true lunchtime procedure, which makes it great for that segment of our patient base because they can receive a comfortable, effective treatment over the course of an hour and go right back to work,” Dr. Woehrmann reported. “They are happy to come in and undergo treatment. And whenever you have multiple sessions involved in successful therapy, compliance is a key to success. It also helps that we get an immediate ‘glow’ afterward, which drives patient satisfaction in the short term.” At least three sessions, with a few weeks between each treatment, are recommended, with additional sessions depending on the patient’s age or the condition of their skin.

“The procedure lends itself well to augmentation with non-invasive ancillary treatments such as platelet-rich plasma (PRP) to speed healing, and I believe may provide further improvement,” she explained, “which also serves as an add-on.

“I love treating with Fotona devices,” Dr. Woehrmann continued. “They are so easy to use and so capable, we’ve barely scratched the surface of what they can do, but they are still workhorses for any practice, and very reliable. Fotona gives us great guidance on how to successfully perform Fotona4D and other treatments we may wish to offer. Fotona4D itself is so easy to do, and difficult to perform improperly once you’ve been accurately trained because it is so straightforward. We love it, our patients love it.”

Nd:YAP 1340 nm for Global Skin Rejuvenation

By Cindy Papp, Contributing Editor

With an exclusive subdermal resurfacing technology for global skin rejuvenation, VYDENCE Medical (Sao Carlos, Brazil) introduces the innovative ProDeep Nd:YAP 1340 nm fractional laser to the family of ETHEREA-MX® handpieces.

Utilizing subdermal non-ablative fractional resurfacing technology, the Nd:YAP 1340 nm can effectively treat a host of skin concerns to satisfy patient demand for non-invasive cosmetic procedures. The ProDeep handpiece enables practitioners to easily treat mild to moderate wrinkles, minimize fine lines and stretch marks, tighten pores and treat acne scarring. With deep penetration targeting water within the cells, the 1340 nm infrared wavelength provides greater efficacy with a shorter recovery time than traditional 1550 nm lasers.

According to Lisa Kellett, MD, FRCPC, a dermatologist in Toronto, Ontario, Canada, the ProDeep handpiece can be used for many types of global skin rejuvenation, even scarring, thanks to its ability to stimulate collagen growth. “It is useful for patients with textural changes such as scars. This improvement in scars is generated by heating the dermis and producing new collagen.”

A larger handpiece surface ensures greater operator visibility and expanded treatment area coverage, as well as improved accuracy. Furthermore, the square shape adds to the efficiency of the Nd:YAP 1340 nm, so the patient can enjoy a shorter treatment time.

Dr. Kellett prefers this larger 8 mm handpiece. “I have the ability to treat acne scars effectively and quickly as the new 8 mm square spot size offers a 25% larger treatment area than a round-spot configuration,” she shared.

Using clinical innovation with power and efficacy, this advanced handpiece also reportedly penetrates deeper than other non-ablative lasers. “The ProDeep can apply up to 220 mJ per MTZ in fractionated beams, which generate more heat in subdermal tissue resulting in deeper collagen remodeling,” Dr. Kellett advised. The result is tighter, smoother skin that looks and feels rejuvenated and fresh.

But what about recovery? The advanced technology ensures treatment is well tolerated by most individuals. Thanks to the deep subdermal penetration, patients experience recovery time of 12 to 24 hours with overall less visible erythema. Aside from mild redness, some patients experience mild edema for up to 12 hours post-treatment. According to Dr. Kellett, “By using the deeper wavelength, patients experience less erythema and can return to normal activities the day after treatment.”

With no consumables, no need for topical anesthesia and no preheating involved, the ProDeep Nd:YAP 1340 nm handpiece is easy to incorporate into any portfolio of treatment options. Its versatility allows the physician to treat a wide variety of skin concerns, affording a larger patient cohort and increased patient satisfaction.

Featuring an impressive range of options, the ETHEREA-MX platform with the ProDeep handpiece enables physicians to deliver global skin rejuvenation. The quality of technology, along with the superior customer support allows physicians to consistently deliver positive and beneficial results to a broader group of patients, while increasing their scope of practice.

“By using the deeper wavelength, patients experience less erythema and can return to normal activities the day after treatment.”



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Regenerative Aesthetics: Expanding Possibilities and Creating Controversy

By Kevin A. Wilson, Contributing Editor

Few developments are as exciting and full of promise as the future of regenerative medicine. The ability to harness the body's own natural processes to improve healing and restore injured or otherwise compromised functionality of body tissues seems like science fiction to many, but paradigms are shifting, and the practice of aesthetic medicine is being upended in the process.

The medical aesthetic industry has been uniquely positioned at the leading edge of the movement, according to Kate Goldie, MD, medical director at European Medical Aesthetics Ltd., in London, U.K., a training facility for aesthetic practitioners. "Historically, we've been performing treatments that show visible improvements to skin and as it turns out, what makes us look better is often a sign of improved tissue health. We've sort of reverse-engineered these to learn their mechanism of action and better address the signs of aging," she explained.





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Dermatologist
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Chicago, IL



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Plastic Surgeon
Arizona Facial Plastics
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Diane Duncan, MD
Plastic Surgeon
Fort Collins, CO



Joel Schlessinger, MD
Dermatologist
Skin Specialists P.C.
Omaha, NE

“In a sense, what we do is regenerative by nature, so our interest in and adoption of regenerative medical therapies is an extension of this, especially in optimization of the microenvironment and generation of soft tissue at the cellular level,” Dr. Goldie continued. “Aesthetic medicine has, as a result, been a part of many of the light-bulb moments revealing how we can safely and effectively use these new tools. Through aesthetic medicine we see people who look better at 50 than they did at 40, and their skin is not only younger looking, but healthier.”

One benefit of these technologies is the more global aspect of improvement at the cellular level. “When we are applying regenerative treatments we are not stimulating just one type of collagen, for example, but many aspects and processes restoring the structure and function of tissue and the mechanisms that support them, the depth of which we don’t fully understand despite the breadth of research so far,” said Dr. Goldie.

Emily S. Rubenstein, DO, of the Swedish Skin Institute in Chicago, Ill., agreed. “In aesthetic medicine and dermatology, we have been treating the skin, in which you can see a visible difference with improvement. So, we know something works by how it looks, which is an honest reflection of its improved health. This, understandably, drives medical interest in these types of products.”

However, the role of aesthetic medicine has been a double-edged sword. Arguably, no other medical field has seen the kind of forward movement impact of regenerative medicine as the aesthetic industry. This is due to modalities such as platelet-rich plasma (PRP) and stem cell therapies, which have been touted as easily and inexpensively improving and speeding recovery, healing and the final result.

Conversely, some see this as snake oil; part of a money grab not sufficiently tested or proven through rigorous science. Given the financial stakes involved, this issue is a challenge that has regularly faced new developments in aesthetic medicine – the balance between hype and scientific

substance in an effort to secure market share in a competitive and fertile field.

And this field is indeed fertile. Not only are the developments rife with potential, society as a whole is becoming more in tune with the concepts of wellness and holistic approaches to care. This is partially driven by the trend toward less invasive, less risky and more lifestyle-friendly therapeutic options, but there is more.

“There is a lot more public interest in wellness and this drives the market, everything from plant-based ‘meats’ to IV infusions of vitamins to regenerative aesthetics,” said Farhan Taghizadeh, MD, medical director of Arizona Facial Plastics (Scottsdale, Ariz.). “Consumers see wellness as a pathway to a longer and more productive life. This patient base is interested and more educated, so when they pursue aesthetic treatment, they seek parallel therapies including nutrition or IV therapies, lifestyle coaching and things like hormone balancing.”

People like the idea of using natural or autologous regenerative therapies and may be turned off by some of the established modalities and potential risks involved. “People are wanting to get away from things they perceive as toxins or foreign bodies, which may cause problems, some of which are only recently emerging,” said plastic surgeon Diane Duncan, MD, who practices in Fort Collins, Colo.

Regenerative medicine fits perfectly into the osteopathic philosophy of care, according to Dr. Rubenstein. “These products and their implications are especially intriguing to me,” she said. “The fact that different parts of the body affect and reflect the health of other parts, along with overall health, is part of how we look at the body, healing and wellness. Many physicians are using PRP and newer products, and I’m looking at how I can best incorporate these products into my practice.”

“What were once peripheral ideas in the wound care industry, such as fibroblast-derived exosomes, have become mainstream in the aesthetic industry over the last year,” Dr.

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Taghizadeh pointed out. “Exosomes derived from tissue cultures represent a huge area with growth potential, if properly managed, because there are a host of regulatory issues surrounding these and other aspects of regenerative medicine.”

As a result, many popular therapies in aesthetic medicine have added regenerative elements. “This makes these technologies accessible to thousands of people each day getting something such as a HydraFacial, microneedling or lasers,” Dr. Taghizadeh continued. “Major companies are integrating these into their repertoire of treatments in some way with proprietary adjunctive components, including modifying their devices to incorporate the dispensation of regenerative medical products.”

Fat is a primary source of regenerative material such as stem cells, “because it is accessible, it comes from our own bodies and we all have plenty of it throughout our lifetimes,” Dr. Taghizadeh indicated. “Micronization of fat, where we process the fat further, exposes more of the regenerative constituents such as stem cells and growth factors, and exposes the tissue to more of the core regenerative components.”

As Dr. Duncan explained, “Macrofat is unprocessed fat, with particles larger than 2.4 mm. Millifat is smaller than that, and microfat smaller still. Nanofat is even smaller and is different than stromal vascular fraction (SVF), which requires collagenase and has been

banned by the FDA because by adding the collagenase, even to autologous tissue, it becomes a ‘drug’ and falls under FDA regulation.

“Nanofat is mechanically processed so it does not fall under that designation,” Dr. Duncan continued. “Using the process proposed by Patrick Tonnard, MD (Belgium), this leaves no adipose, only stem cells. As studied and performed by companies using FDA approved methods, the stem cell counts are significant and can be used.”

Dr. Duncan uses macrofat for significant volume restoration in places like the jawline and cheek, and millifat in areas such as the lips or around the eye where you don’t want any lumpiness or chunkiness. “I don’t use microfat, but it can be injected and some people do that,” she shared. “Nanofat can be injected intradermally to improve skin quality and thickness. There isn’t much else that will do that, I see it as a game changer.”

Regenerative medicine was a hot topic at the Miami Cosmetic Surgery and Aesthetic Dermatology 2020 symposium (MCS). Dr. Rubenstein, who practices with plastic surgeon and MCS chairman, Steven Dayan, MD (Chicago, Ill.), said, “Regenerative medicine was highly discussed at MCS because not only is this technology exciting, but it was sort of the wild west as far as how these therapies were being used, and the FDA has stepped in to tighten regulations and prevent some of the cavalier use of products like exosomes,” she said, referring to the December 2019 public safety notification on exosome products by the FDA.

Exosomes are naturally-produced extracellular vesicles that are a key component of intercellular communication and management of the cellular microenvironment. They are gaining traction as a therapeutic vector, and for good reason, said Dr. Duncan who was among those discussing regenerative medicine at MCS.

“Exosomes, which are a form of secretome, had long been thought of as the trash can of the cell, but they play a major role in the form of local cell-to-cell communication called paracrine



Before and 16 weeks after treatment with SoME Skincare by Aesthetics Biomedical

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Photos courtesy of Zoe D. Draelos, MD

signaling,” Dr. Duncan expressed. “We have a growing body of science regarding exosomes. About 91% of the influence of stem cells occurs through exosome paracrine signaling, so you don’t necessarily need the stem cells themselves. They are derived through co-culture with whatever type of tissue you are looking to influence and have remarkable properties.”

“These can be used topically,” Dr. Duncan clarified, “but they cannot be injected. The strong statement made by the FDA in December 2019 makes this very clear. But there are several companies in the process of obtaining FDA I.N.D. (investigational new drug) designations to propel the proper research and development of exosomes.”

Among the available skincare solutions proven to harness the body’s regenerative power, probably the most talked about topical product right now is SoME™ Skincare from Aesthetics Biomedical, Inc. (Phoenix, Ariz.). This emerging PRP-based at-home skincare product is supported by rigorous science demonstrating its efficacy and mechanism of action. PRP is generated from the patient’s blood, then further concentrated and added to a proprietary formulation that stabilizes the PRP and provides a vehicle for easy application. Once

created, the product lasts for 90 days.

On a different front, FDA-cleared Renuva adipose allograft matrix from MTF Biologics (Edison, N.J.) serves as a natural volumizer that can be used all over the body. Treatment consists of injecting the bio-compatible matrix and collection of growth factors, collagens and proteins into subcutaneous fat; these provide a framework which keeps the constituents in place and induces the body to replace it with fat cells and necessary support mechanisms naturally, a process which takes place over several months for a natural-looking outcome.

Joel Schlessinger, MD, director of Skin Specialists P.C., in Omaha, Neb., uses PRP, but is very careful about what he does and how he’s moving forward, due to growing controversy in the field. “I’ve been using PRP and I’m very interested in how stem cell and growth factor treatments are developing, there is definitely some potential there. But I’m wary of the way regenerative aesthetics is being put out there so fast, surrounded by hype, with doctors touting their own unique stem-cell or growth factor treatments and branding themselves when the science is still in its infancy in many ways,” he said.

“With any medical advancement, it is incredibly important to responsibly and appropriately develop information and represent products in an evidence-based manner,” Dr. Schlessinger expounded.



Renuva adipose allograft matrix from MTF Biologics serves as a natural volumizer that can be used all over the body

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"In this situation, unfortunately, we have generally seen hype over substance on a regular and rampant basis. Sadly, the narrative has been developed by doctors who have completely, and sometimes falsely, promoted these regimens to the detriment of science, and sometimes patients."

This, Dr. Schlessinger explained, has caused an altogether appropriate backlash and growing distrust of these technologies, as well as action from regulatory agencies. "The most unfortunate aspect of this is that some of these technologies have a lot of potential to be extremely beneficial. But, with the cacophony and false information surrounding these, and the hucksters promoting them, it is difficult for legitimate physicians to bring up the idea of these technologies to patients in a credible fashion."

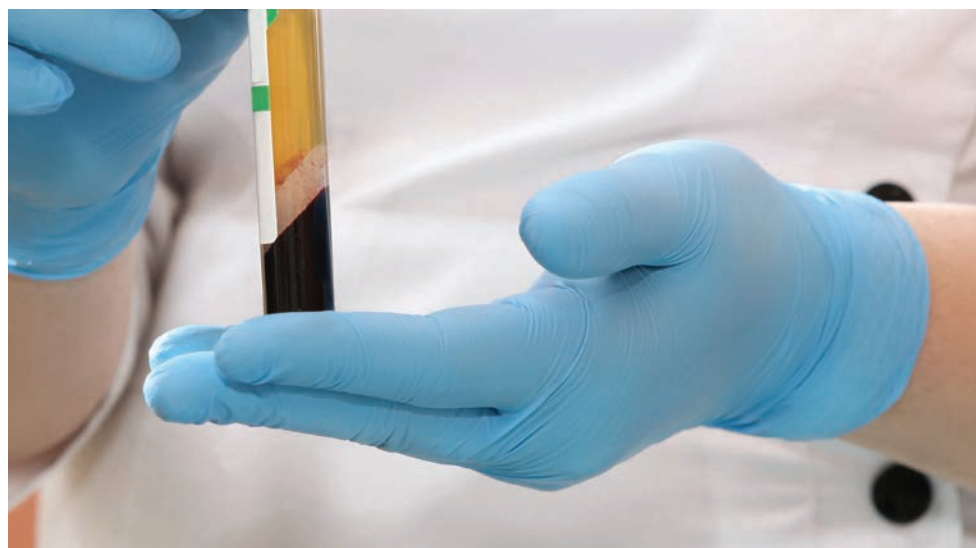
"Make no mistake, this isn't simply about overexcitement, but avarice," Dr. Schlessinger continued. "There are a wealth of situations where people have gone off the deep end to trademark terms and inappropriately promote new technologies because of their financial interests, and hold back the science for their own short-term benefit. This impedes the advancement of the science, which is essential for the proper, successful development of truly useful treatments. We now have a situation where a potentially legitimate opportunity for dermatology and plastic surgery has been co-opted, and it is going to be incredibly difficult to bring this back around. It will require significant effort on the part of legitimate researchers in this area."

PRP for hair loss is a great example, according to Dr. Schlessinger. "I was on the fence about this kind of procedure for about five years, until recently, mainly because of self-promoting physicians and non-physicians who were circling the information. I've since come around

because I've seen a genuine benefit, but sadly, if you search anything with certain terms like 'PRP' and 'stem cell' in the title, Google will not allow the website to appear in the search because these terms have become so muddled. This makes it harder to promote yourself legitimately, and harder for patients to find proven treatments. It all stems from unethical behavior and claims that are not yet substantiated by the science. This turns a potential profound medical advancement into a hand grenade."

Despite the controversy, Dr. Schlessinger remains hopeful. "My sincere wish is that these technologies will continue to be researched by legitimate medical professionals and the untruthfulness that has been associated with them can be further exposed, and then overcome, to some degree."

"It is imperative that we continue to explore these technologies," Dr. Goldie concluded. "They have the ability to completely change the way we do dermatologic and surgical procedures, improving healing and outcomes in very profound ways."



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Injectable Adipose Allograft Matrix Revolunizes Naturally

By Kevin A. Wilson, Contributing Editor

Containing the same growth factors, collagen and proteins present in autologous fat, Renuva adipose allograft matrix from MTF Biologics (Edison, N.J.) is being used to volumize naturally. Wherever injected, the bio-compatible agent acts as a scaffold, allowing the body to replace it with fat, restoring volume over several months.

According to Sheila Nazarian, MD, founder of Nazarian Plastic Surgery in Beverly Hills, Calif., Renuva is injected into the subcutaneous fat. “Following injection, adipocytes, collagen, blood vessels, and whatever else would naturally be there, form. Renuva can be used anywhere fat naturally exists.” Patients will often experience transient edema and erythema and possibly some firmness or tenderness, but because the injection bypasses the dermis, bruising is unlikely.

“Essentially, once injected, Renuva is replaced with your own fat,” said Beverly Hills-based plastic surgeon Leif Rogers, MD. “Your body will repopulate the area with its own adipocytes. There are nuances to dilution and injection based on the application, but in general, volume replaced will equal about 50% of what was injected. Data from mouse studies suggests that the volume replaced may be greater than when using autologous fat itself.”

“I believe Renuva will be most commonly used on the face instead of fat grafting,” Dr. Rogers continued. “Rather than harvesting fat from the body and placing it elsewhere, you can open a box of Renuva and you are ready to go. This is easier and more efficient, much more cost-effective with small volumes, and there is in my opinion a secondary benefit because the material also improves the texture, elasticity and thickness of the skin above the area you treat. This is probably due to the naturally occurring growth factors. Injected fat will also do that.”

Dr. Nazarian uses Renuva on the buttocks primarily, but for many other areas as well. “I will use Renuva to fill liposuction divots from other surgeons, to smooth out cellulite

in conjunction with other procedures, and anywhere aging or genetics has caused lack of volume. I have extensive fat grafting experience so I use it the way I would use autologous fat,” she added. “For me the technique is very similar.” The off-the-shelf nature of Renuva is a distinct advantage. “You don’t have to go through the process of harvesting fat, which is costly and involves downtime. And many patients don’t have enough fat to transplant, especially if you’re going for larger volumes.”

Renuva also provides an extracellular matrix around which fat can populate. “This is not just replacement by fat, but anything that supports the fat as part of the body’s response to the presence of naturally-occurring growth factors, on the backbone of the extracellular matrix to which the growth factors are bound,” Dr. Rogers explained. “The growth factors remain in the area where injected. Otherwise, if you just inject growth factors they will rapidly dissipate to the rest of the body.”

“With Renuva we can restore volume with the patient’s own fat and collagen, therefore we anticipate much longer lasting results than what we’d expect from fillers,” Dr. Nazarian added, “because fat cells have a lifespan of about ten years, after which they are generally replaced. Fillers typically last a year at best, so you could not achieve volumization using fillers and expect a persistent result.”



Sheila Nazarian, MD
Plastic Surgeon
Founder
Nazarian Plastic Surgery
Beverly Hills, CA



Leif Rogers, MD
Plastic Surgeon
Beverly Hills, CA



Before and after treatment with Renuva
Photos courtesy of Leif Rogers, MD



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Public Displays of Passion

Allergan Launches Initiative to Recognize Practitioners' Passions Outside of Aesthetic Medicine

By Lisette Hilton, Contributing Editor

Allergan teamed up with the inaugural Miami Cosmetic Surgery (MCS) conference to debut The Passion Project, which aims to reveal and recognize what aesthetic providers are passionate about outside of their practices.

Select aesthetic providers from around the U.S. shared their charitable work, personal causes, special interests and more in a gallery that was presented during the meeting. The Passion Projects displayed were chosen among hundreds of submissions for their creativity and impact.

According to the Passion Project originator and MCS Chairman, Steven Dayan, MD, a facial plastic surgeon in Chicago, Ill., this initiative offers a glimpse into colleagues' lives that might otherwise be missed at an aesthetic conference.

"The Passion Project was created because I believe it is the things that we do outside of medicine that makes us better in medicine. We all have our passions and there is nothing more exhilarating than to hear one talk about their passions. When we talk about our passions, the conversations change, the energy rises and we become more connected," Dr. Dayan expressed.







Steven Dayan, MD
Facial Plastic Surgeon
Chicago, IL



Will Kirby, DO, FAOCD
Dermatologist Chief Medical Officer
LaserAway
Los Angeles, CA



A. Jay Burns, MD
Plastic and Reconstructive Surgeon
Dallas, TX



Stanley Jacobs, MD, FRCS(C)
Facial Cosmetic Surgeon
The Jacobs Center for Cosmetic
Surgery
World Skin LLC
San Francisco, CA



Eric Bernstein, MD, MSE
Director
Main Line Center for Laser
Surgery
Ardmore, PA



Anthony Rossi, MD
Dermatologic Surgeon
New York City, NY

Dr. Dayan's passion is writing. Writing was something Dr. Dayan feared in school, but later he came to realize the importance of the written word in practice. He started to write, but instead of taking a formal approach, Dr. Dayan wrote as if he were sculpting clay.

"I threw the words on paper and just started molding," he said. "My world opened, and I've never looked back. Words are my solace; words are my salvation; and words will likely be my legacy."

Dr. Dayan and the other Passion Project board members – all aesthetic physicians and surgeons – put their passions on display at the gallery. The board members, in turn, judged the final entries and selected five Passion Project winners and three finalists that were all showcased at MCS 2020.

"Aesthetic providers know one another in the context of aesthetic medicine, but the truth is that it's not a defining factor of what makes them who they really are," said Passion Project board member and judge Will Kirby, DO, FAOCD.

"These are brilliant, dynamic, fascinating people. But the truth is you wouldn't know that because everything in life is contextual," he continued. "It is great that Allergan and Dr. Dayan opened these lines of communication. It makes for a really intriguing and deep look into these people's lives. While some of the passions are medical in nature and very altruistic, others are fun and light. There were so many fascinating passions that didn't win that were nothing short of unbelievably interesting."

Dr. Kirby is a dermatologist and the chief medical officer of the leading aesthetic dermatology group, LaserAway by day, but he has had a life-long love affair with television. His passions are comedy, improvisation and melding his television background, both on camera and production, into his personal and professional life.

"As a child, I was obsessed with TV," Dr. Kirby conveyed. "But I also always loved science. There has never been

a clear delineation in my life between entertaining, comedy, improvisation and medicine."

Dr. Kirby uses his media savvy to promote LaserAway, which has 58 clinics nationwide. The company has an in-house media team charged with making videos for social media specifically targeting the millennial market.

Other Passion Project board members include dermatologist Melanie Palm, MD, whose passion is Angel Faces, which provides intensive educational and healing retreats and ongoing support for girls and young women with burns and other traumatic injuries.

Plastic and reconstructive surgeon Renato Saltz, MD, shared his passion for Image Reborn Foundation of Utah, a nonprofit dedicated to providing no-cost retreats for breast cancer survivors.

Deborah Sherman, MD, a plastic and reconstructive surgeon has been a volunteer surgeon for Mexico Medical Mission Project for more than 26 years, providing eye surgeries and treatments to indigent people in Mexico who lack access to healthcare.

And, A. Jay Burns, MD, a plastic and reconstructive surgeon in Dallas, Texas, shared how his son's addiction to drugs led him on the path to help other families of addicts.

"We were blindsided by this chaos, and I really think it drives families into despair. They can just implode, or they can learn from it. We were fortunate to learn from it," Dr. Burns said.

Today, Dr. Burns and his wife Ginny help to run a fast-growing faith-based ministry that accepts all comers, regardless of their religion. "We use Biblical principles. Those principles are the same principles that almost every drug addiction counselor uses to this day," he said.

In the beginning of the family's journey with addiction, Dr. Burns said they sent their son to a rehabilitation facility and tried Families Anonymous and Alcoholics Anonymous. While Dr. Burns

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supports these organizations, he felt, as a man of faith, he and his family needed something more.

He looked at what he and his family did right and wrong during that time. Dr. Burns and his wife started on a small scale talking with friends and people at church about problems with addiction they were having. Soon, the Burns family realized families needed to be more immersed in getting through the crises and healing, by regular weekly meetings and daily review.

“One thing led to another and now we have a 20-week curriculum that’s well over 200 pages. We have a podcast in the works after a successful pilot. I’m not retired, but I have limited my surgery significantly, so that I can put more time into this project,” Dr. Burns said. “I have two books that I’m interviewing editors to help me write. We just got tax exempt status with our church. We’re in four other churches now and are expanding pretty rapidly. We’ve got 40 leaders just at our location alone. We’ve treated hundreds of families over the last 10 years. The stories of transformation are amazing.”

There are many resources for addicts, but few for families of addicts. Dr. Burns and his family aim to close that gap. The Passion Project helped Dr. Burns tell colleagues about his life’s work. And in his experience, so many listen because most people know someone suffering from addiction

And the Winners Are...

Facial plastic surgeon and Passion Project winner, Stanley Jacobs, MD, FRCS(C), was teaching San Francisco high school students how to sew a pig’s foot at a medical career event a few years ago. He noticed some students took to suturing right away and did it beautifully. Dr. Jacobs, director of The Jacobs Center for Cosmetic Surgery and CEO of World Skin LLC, thought if he could teach kids to sew a wound in an hour, how might teaching the simple technique save lives where people don’t have access to healthcare?

“I was inspired by two amazing people in my hometown of Santa Rosa, Calif. They started Love Manifest, a non-profit to build wells for fresh water in India. I had been thinking about the basic needs that villagers have around the world,” he said. “This is when the high school girls’ sewing lesson dawned on me. I thought what would happen if a person in a village cuts his or her foot on a stone. Unattended, it could lead to a wound infection, sepsis, amputation or death. And if on the face, disfigurement and societal rejection.”

It occurred to Dr. Jacobs that he and other surgeons could teach villagers to sew their own wounds, and the villagers could teach others. “From my research, nobody has been doing that,” he said.



Thus, the SODOTO Healing Project was born. The name is from a phrase Dr. Jacobs said he often heard during his surgical residency: “See one, do one, teach one.”

“I have been acquiring hundreds of sutures, local anesthetics, syringes and purchasing suture kits to take with us,” Dr. Jacobs said. “Our first trip is to Uganda in April. The plan is to expand the program to many other countries, such as India, starting with Tamil Nadu.”

On a side note, his trip to Uganda will be featured on Discover New Dimensions, a new medical TV series and companion podcast created to present inspirational, emotional and enlightening global health issues, according to Dr. Jacobs.

Dr. Jacobs said he was grateful for the added exposure from the Passion Project. One of the board members offered to donate local anesthetic.

Passion Project winner Eric F. Bernstein, MD, MSE, of Main Line Center for Laser Surgery in Ardmore, Penn., shared his passion for the Energize the Chain project (<https://www.energizethechain.org/>), the brainchild of Harvey Rubin, professor of medicine at the University of Pennsylvania’s Perelman School of Medicine.

Energize the Chain is about keeping vaccines cold so that they remain useful and effective, according to Dr. Bernstein.

That sounds easy enough in the U.S. but it’s not so easy in places like Africa, where electricity is scarce and the weather hot. “If vaccines are warm for three hours, they’re no good anymore,” Dr. Bernstein explained.

Interestingly, there might not be many of life’s basic needs, like running water and electricity, in areas of Africa, but there are cell towers, according to Dr. Bernstein. Dr. Rubin and colleagues came up with a way to keep vaccines cold using a system to harness power from remote cell phone towers to provide energy, data and communications necessary to maintain and monitor the cold chain. The result is an economically and technologically sustainable energy infrastructure for effective transportation and storage of vaccines, according to the Energize the Chain website.

In Zimbabwe, alone, there are now 110 sites in operation with 100 more under construction and Energize the Chain vaccines have been administered to more than 250,000 children.

Dr. Bernstein wants to get the word out about Energize the Chain for many reasons – some personal. Winning the Passion Project helped him do that.

“When I was young, the measles vaccine had just come out. My parents said that since it is a new vaccine we should wait a year and make sure it’s ok. That is not advice I would give anyone today. It was during a pretty major measles epidemic. Not only did I get the measles, but I got measles encephalitis, which is a serious brain infection,” Dr. Bernstein said. “I personally know the importance of vaccines.”

Another reason is Dr. Rubin is a mentor to Dr. Bernstein’s wife, who is an infectious disease doctor.

“There is no better fit for Allergan than to donate to a project where you’re trying to keep something cold,” said Dr. Bernstein, referring to the company’s CoolSculpting technology.



“It is great to be a part of and practice global health for areas where access is limited.”

Access to Care, Anywhere

Anthony M. Rossi, MD, a dermatologic, Mohs, cosmetic and laser surgeon spends his days in New York City as an assistant attending at Memorial Sloan Kettering Cancer Center and New York Presbyterian Hospital. He is also assistant professor at Weill Cornell Medical College, but his passion is to widen his reach.

“I am passionate about teaching and using my dermatology skills in areas where access to care is limited,” said Dr. Rossi, a Passion Project winner. “I have been working in sub-Saharan Africa since I was a medical student and have worked in areas of Ghana, Botswana, Kenya and Tanzania.”

In recent years, Dr. Rossi has helped to set up a small tele-dermatology connection with Cornell Hospital in Tanzania called Weill Bugando.

“I collaborate with one of the internal medicine doctors down there to discuss cases,” he said. “We previously had sent iPhones to triage consults and more recently sent down dermatoscopes. It is great to be a part of and practice global health in areas where access is limited.”

Other winners featured at the MCS Passion Project Gallery included dermatologist Todd E. Schlesinger, MD, who is passionate about organized medicine and devotes a lot of time to it, including as president of the *South Carolina Medical Association*.

Dermatologist Neil Sadick, MD, is passionate about improving the U.S. railway system, so that it measures up to transit systems in other parts of the world. The goal, according to Dr. Sadick, is to have a developmental model of how the rail system can be improved that addresses cost-efficiency, services, eco-improvement and improving how people travel from one part of the country to another.

Allergan has just announced that the next Passion Project Gallery will be displayed at Vegas Cosmetic Surgery 2020, September 8-11 and submissions are now being accepted for consideration. To submit your entry for the Passion Project please visit: www.surveymonkey.com/r/6733JVJ by April 17, 2020.





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Six Must-Have Tools for Success

By Gregory Laurence, MD



Before and after panfacial treatment with MiXto SX laser, Croton Phenol Peel, Bellafill and Juvéderm XC

Photos courtesy of Gregory Laurence, MD

It is critical to make total facial restoration a focus of any surgical or nonsurgical aesthetic practice. There are six modalities that I commonly employ on the face for natural results, which can also be used above or below the waist.

While these modalities possess some level of regulatory clearance, it is important to note that off-label use of these products involves risk, thus they should only be utilized, or appropriately delegated, by well-trained licensed professionals.

1. Neurotoxins. Neurotoxins are the foundation of medical aesthetics. Patient satisfaction is high, and indications have grown from relaxing lines to facial reshaping and minimizing underarm sweat.

2. Dermal fillers. The realization that facial aging was a phenomenon of volume loss/ misdistribution was a game-changer. Using a single modality to surgically pull skin hurt the reputation of aesthetics. In addition, responding to panfacial loss with segmental restoration using dermal fillers was a mistake. We have now learned it is better to split two syringes of filler between the cheeks and lips with attention to transition areas rather than placing all the volume into the cheeks only. And, for most patients, it is better to treat the entire face starting with six to eight units of dermal filler to cover all areas of loss.

3. Fat grafting. In our practice fat grafting to the face has introduced the mindset of comprehensive restoration. As practices embrace full restoration, patient satisfaction will increase, and new patients will enter the market. As a result, the use of dermal fillers will continue to expand.

4. Platelet-rich plasma (PRP). PRP is another autologous procedure that should be a part of all aesthetic practices. PRP bridges aesthetic and therapeutic indications. It is used for hair restoration, sexual health, skin brightening, and to extend the life of dermal fillers.

5. Thread lifts. This modality is on my list because it enjoys niche indications, is delegable and has desirable margins. PDO filaments come in a variety of sizes and contours, and we've been using

them for three years to rejuvenate skin and to lift tissue. A moderate amount of skill is required, but the risk profile for patients is favorable.

6. Versatile energy-based platform. Every practice in aesthetic medicine needs a multi-use energy-based device platform that delivers state-of-the-art results.

Since hair removal became a commodity, my workhorse choice is the CO₂ family of MiXto V-Lase lasers, which are available in a single platform. This system may be the most effective and versatile device on the market. Offering several modes, it delivers extreme value. The surgical handpiece allows us to destroy superficial lesions. We can perform pressureless cutting, including blepharoplasty. And it is more reliable for capillary destruction than my three other vascular lasers.

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Winning the Best Nonsurgical Facial Rejuvenation Enhancement award at The Aesthetic Show 2012 served as a pivotal point for our practice, providing validation of our dedication to the field of cosmetic surgery. Further validation has come in the form of vendors offering luminary relationships and being named Best Aesthetic Practice in 2015.

Having become patient- and peer-evaluated as a top-tier practice, I am often asked to share my insights on the tools needed for success in aesthetic medicine.

So, my advice to any aesthetic practitioner entering aesthetics – if you are going to join the party bring these six friends!



Gregory Laurence, MD, ABFM, ABLS
Dr. Laurence is a cosmetic surgeon in Germantown, Tenn., and the 2017 president of the American Society of Cosmetic Breast Surgery. He lectures on practice development and a wide variety of topics, including surgical and nonsurgical techniques.



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*THE Aesthetic Show, Las Vegas, Nevada

The Aesthetic Show 2020 Introduces New Interactive and Immersive Program

By Lisette Hilton, Contributing Editor

The summer of 2020 promises to be an exciting time for the aesthetic industry as dermatologists, surgeons and other aesthetic providers from around the world gather in Las Vegas for the foremost multispecialty conference: The Aesthetic Show (TAS).

Now in its 15th year, TAS has been established as one of the most important and influential events dedicated to the rapidly-expanding field of aesthetic medicine. Unique in offering a true multidisciplinary approach, TAS unites contemporaries across various medical disciplines looking to learn trailblazing techniques and discover the groundbreaking solutions redefining the current and future trends in medical aesthetics.

Known for originating the idea of edutainment within aesthetic medicine, TAS is maintaining its reputation for creative learning experiences by offering the most interactive and immersive educational program seen at any aesthetic conference yet.

More than 100 expert educators will address traditional to revolutionary topics in innovative and intimate ways, including best and safe practices; surgical procedures and minimally invasive treatments; combination approaches; genital rejuvenation; hair restoration; body contouring and skin tightening; regenerative aesthetics; thread lifting and injectables. Faculty will tackle management of surgical and nonsurgical complications, as well as optimal uses for today's energy-based devices.







Suneel Chilukuri, MD
Cosmetic and Dermatologic Surgeon
Refresh Dermatology
Houston, TX



Lori Robertson, MSN
Clinical Director
Skin Perfect
Brea, CA

TAS will kick off on Thursday, with a full day dedicated to educational sessions covering injectables, minimally invasive facial rejuvenation with live training and practice management.

The Certified Aesthetic Consultant Program

This practice management certification program is for those looking to master the business of medical aesthetics. Participants receive certification upon completion of the course and exam. New for 2020, organizers have revamped this program to include more interactive training exercises like “Call My Practice,” where one practice will be mystery shopped live in front of the class; consultation role-playing; team-building exercises; and roundtable discussions of the pressing issues aesthetic practices are experiencing daily.

Foundations of Facial Injectables

This course focuses on the fundamentals of injecting and injectable products. The course curriculum covers the basic science of neurotoxins and dermal fillers, safe injection techniques, proper facial evaluation and anatomy, safety protocols and more. Offering hands-on training on mannequin heads, this course can benefit anyone working in

an aesthetic practice – from support staff to skilled injectors.

Facial Rejuvenation Masterclass

In this new, two-part training course, expert trainers offer an in-depth learning experience, demonstrating their techniques and methods for achieving optimal results on live patients. Part 1 covers thread lifting and Part 2 focuses on facial injectables. And, to ensure a high-quality and more intimate learning environment, this course will be offered a second time on Saturday.

Within the main program taking place Friday-Sunday, highlights include:

The X-Factor: Mastering Video Performance to Enhance Your Presence & Your Practice

This skills building experience will take place on Friday, July 10 and will address all concerns associated with video creation and using video to become better known and more influential locally, nationally and internationally. Taught by Mark Tager, MD of ChangeWell and Leslie Marcus, a three time Emmy-nominated television producer, this session will feature extensive role playing, interactive exercises and even a mock interview.





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Insta-Fame: How to Predictably Drive Millions of Views Without Spending \$1 on Ads!

Also on Friday, viral expert Jon Jacques will reveal the secrets to increasing social media viewership and follower counts while avoiding the high costs for ads. This course promises to leave you entertained and educated on enhancing your credibility on social media, driving millions of organic views without advertising, streamlining the content creation process and monetizing your viewers for additional revenue.

Sales Strategies Live Interactive Training

Attendees can end on a high note by making sure to stay for a comprehensive and immersive session dedicated to one of the biggest struggles in any practice – the art of “selling.” On Sunday, July 12, two of the industry’s foremost practice management consultants – Terri Ross and Chris Stock – will be teaching a highly interactive, experiential and engaging sales training workshop that you don’t want to miss!

Wake Up with Shino Bay

And finally, Wake Up with Shino is probably the most highly-anticipated special event at TAS 2020. All attendees are welcome to grab a cup of tea and settle in for a morning of wisdom, relaxation and enlightenment with the incomparable Shino Bay Aguilera, DO. As a true artist of natural rejuvenation, Dr. Aguilera will share some of his daily rituals of spiritualness and affirmations, while leading guided meditation, yoga and breathing exercises.

TAS’s Scientific Advisory Board comprises both established and up-and-coming practitioners from a variety of specialties, including Russell Bartels, MD, FACOG; Gregory Chernoff, MD, FRCS; Cameron Chesnut, MD, FAAD; Suneel Chilukuri, MD, FAAD; Erez Dayan, MD; Lara Devgan, MD, FACS; Kimberly Evans, MD, FACOG; Michael Gold, MD; Richard Goldfarb, MD, FACS; Nasir Mohammedi, MD, FAAFP; Joseph Niamtu, III, DMD; Anil Rajani, MD; Lori Robertson, MSN, FNP-C; Jay Shorr, BA; Christian Subbio, MD; Ryan Welter, MD, PhD; and Edward M. Zimmerman, MD. This multidisciplinary group ensures the true cross-collaborative environment that TAS has become best known for.

For Dr. Chilukuri, a cosmetic and dermatologic surgeon in Houston, Texas, this meeting stands out because so many of the speakers think outside the box.

“They are advanced thinkers. It is not just about the technology, but also how to incorporate that technology into a full running practice,” he pointed out. “Rather than presenting theories, the faculty share practical pearls on how to combine devices and treatments to obtain great results for your patients.”

There is a lot going on that is driving change in the medical aesthetic space and meetings like The Aesthetic Show keep us at the cutting edge, Dr. Chilukuri said.

“Aesthetic medicine has evolved in important ways in recent years and professional meetings help aesthetic providers like me stay abreast,” he continued. For example, Dr. Chilukuri specifically noted how HIFEM has created a whole new market in the arena of



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muscle stimulation. And how aesthetic providers are ideally positioned to treat and manage these patients.

“Now we’re seeing other manufacturers getting into this new market,” Dr. Chilukuri noted. “This market is growing by double digits.”

Regenerative medicine, one of TAS’s hottest topics, is also trending, according to Dr. Chilukuri. “Between aesthetics and regenerative medicine, we are going to be able to offer our patients so much more,” he said.

“Among the leading aspects of regenerative medicine are the technological advances for hair loss, hair retention and hair growth,” he stated.

Ms. Robertson, clinical director of Skin Perfect in Brea, Calif., said TAS is one of her favorite conferences of the year because there are so many subjects and so many breakout sessions. “I can choose anything I want to learn and it is going to be there,” she expressed.

The Aesthetic Show attracts top faculty, from plastic surgeons and dermatologists to nurse practitioners and physician assistants.

“I look forward to The Aesthetic Show every year because I know that besides being faculty and speaking, I’ll get to hear and see a lot of presentations that

will help me be a better provider. When we learn new information on anatomy, facial volume, bone loss and adverse events related to some of the dermal fillers, it helps all of us stay aware of what’s going on outside our own clinics.”

For example, Ms. Robertson says if she hears from one of her colleagues at TAS that a product has a lot of adverse reactions, she’ll steer clear of that product. Or, if she hears about another assessment tool to make treatments safer for patients, she might incorporate that.

“A lot of people bring up their own little pearls that they use in their clinics and those can be valuable,” she noted. “As practitioners, our goal is to make sure our patients are safe and have really good outcomes. That is why we do what we do, and why every single provider is going to conferences like this. We want to be better. We want to be safer injectors. We want patients to be happy and safe.

“At The Aesthetic Show we have faculty who are really on the cutting edge of medical aesthetics and surgery. It makes for an amazing conference,” she added.



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Nevada, USA

The Aesthetic Show 2020 Program at a Glance

THURSDAY, JULY 9 2020

7:30 am	Registration & Breakfast		
	Facial Rejuvenation Master Class	Foundations of Facial Injectables	Certified Aesthetic Consultant Program
8:30 am 10:15 am	Part 1: Thread Lifting Lectures	Facial Analysis & Adverse Outcomes	Module 1: Marketing Techniques
10:15 am 10:45 am	Coffee Break		
10:45 am 12:45 pm	LIVE Thread Lift Training	Comparison of Injectable Products & The Patient Experience	Module 2: Advanced Practice Metrics and Business Planning
12:45 pm 1:45 pm	Lunch Break		
1:45 pm 3:15 pm	Part 2: Facial Injectables Lectures	LIVE Safe Injection Techniques & Pearls with Live Training on Mannequin Heads	Module 3: Advanced Counseling & Sales Skills
3:15 pm 3:45 pm	Coffee Break		
3:45 pm 5:45 pm	LIVE Facial Injectables Training	Foundations of Injectables Exam	Module 4: Management & Leadership Skills

FRIDAY, JULY 10 2020

7:00 am	Registration & Breakfast		
8:00 am 5:00 pm	Exhibit Hall Open		
	General Education Track 1	General Education Track 2	Practice Management & Marketing
8:30 am 9:30 am	Welcome Keynote Address		
9:30 am 10:15 am	Coffee Break		
10:15 am 11:45 am	Regenerative Aesthetics	Dealing with Side Effects & Complications	The X-Factor: Mastering Video Performance to Enhance Your Presence & Your Practice
11:45 am 1:15 pm	Lunch Break		
1:15 pm 3:30 pm	Sponsor Symposiums		
3:30 pm 4:15 pm	Coffee Break		
4:15 pm 6:00 pm	Nonsurgical Body Shaping	Male Aesthetics *Panel Discussion Facial Aesthetics - Practical Concepts Panel Discussion	Insta-Fame: How to Predictably Drive Millions of Views Without Spending \$1 on Ads!

The Aesthetic Show 2020 Program at a Glance

SATURDAY, JULY 11 2020

7:00 am	Registration & Breakfast					
8:00 am 6:00 pm	Exhibit Hall Open					
	Facial Rejuvenation Master Class		General Education Track 2		Practice Management & Marketing	
8:30 am 10:00 am	Part 1: Thread Lifting Lectures		Emerging Threatments & Technologies		Process Improvement	
10:00 am 10:45 am	Coffee Break					
10:45 am 12:15 pm	LIVE Thread Lift Training		Plastic Surgery		Practice Management Proactive vs. Reactive	
12:15 pm 1:45 pm	Lunch Break					
1:45 pm 4:00 pm	Part 2: Facial Injectables Lectures		Sponsor Symposiums			
4:00 pm 4:45 pm	Coffee Break					
4:45 pm 6:15 pm	Sexual Health in Aesthetics	Facial Injectables Training	Energy-Based Aesthetic Solutions		Must-Know Marketing Strategies	

SUNDAY, JULY 12 2020

8:30 am	Registration & Breakfast		
8:30 am 1:00 pm	Exhibit Hall Open		
	General Education Track 1	General Education Track 2	Practice Management & Marketing
9:00 am 10:00 am	Microneedling Panel	N/A	Sales Strategies Live Interactive Training
10:00 am 12:00 pm	LIVE Microneedling Demos on Stage		



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Inaugural Miami Cosmetic Surgery Conference Makes Magic in The Magic City

By Wendy Lewis

A new aesthetics congress from the Informa group made its debut this February at the sprawling Miami Convention Center. Set in the heart of South Beach, Miami Cosmetic Surgery (MCS) 2020 merged the multispecialty faculty and longtime success of Vegas Cosmetic Surgery with a stellar Scientific Committee and the expertise of the AMWC global team.

This new international conference brought over 800 industry experts together from across the U.S., Latin America and Europe for a truly interactive and educational experience, under the direction of Chicago-based facial plastic surgeon Steven Dayan, MD. The best way to describe this meeting is, 'thinking outside the box.'

"The goal with Miami Cosmetic Surgery was to evolve our conferences," Dr. Dayan expressed. "Attendees are demanding it, rightfully so. They spend their hard earned money and precious time to come to these conferences and they deserve better. Therefore, we instituted innovative creative forums, inspiring sessions and real time ratings so that speakers are held accountable."







Steven Dayan, MD
Plastic Surgeon
Chicago, IL



Terrence Keaney, MD
Dermatologist
Washington, DC



Michael Gold, MD
Dermatologist
Nashville, TN



Sarbina Fabi, MD
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Shino Bay Aguilera, DO
Dermatologist
Fort Lauderdale, FL



Jeffrey Epstein, MD
Facial Plastic Surgeon
Miami, FL



Jean Carruthers: Looking Beyond the Obvious Keynote Address

One of the highlights of MCS 2020 was a memorable Keynote Address from a rockstar among aesthetic physicians all over the world; the legendary ophthalmologist Jean Carruthers, MD. Along with her husband-partner, dermatologist Alastair Carruthers, MD, this dynamic duo is credited with pioneering the cosmetic use of botulinum toxin in the late 1980s, and continue to be influential in the injectables category.

As someone who has been to hundreds if not thousands of conferences, Dr. Dayan says he is fortunate to have intimate insights into what is important for speakers, attendees and industry. “While our inaugural event was a success, there is still a long way to go, but I am fortunate to have the support of Informa and its team,” Dr. Dayan stated. “I remain committed to raising the bar each year as we merge science, aesthetics and creativity with a goal to impact the way we all share, teach and learn best practices in aesthetic medicine. So, stay tuned!”

The meeting featured four robust tracks that covered the most important topics of interest to attendees:

Minimally Invasive: Facial Injectables

Sessions in this track went beyond traditional learning and explored the finer details to achieve natural, safe and effective outcomes in nonsurgical treatments. Attendees gained new gems through interactive sessions and demos on the nuances of procedures and techniques of facial injectables, thread lifting, collagen generating products, PRP, volumizing and more.

Minimally Invasive: Devices & Cosmeceuticals

Attendees in this track discovered how their contemporaries are using the right device with the right protocols at the right price to achieve superb nonsurgical results. Faculty discussed device-based and topical products that improve the appearance of aging and damaged skin, body reshaping, treating skin of color, rejuvenating tissue and collagen and the latest product comparisons.

Surgical

The surgical sessions advanced the frontiers of surgical face and body procedures while preserving the importance of setting realistic patient expectations. Sessions focused on facelifting, neck lifts, blepharoplasty, breast augmentation/reduction and rhinoplasty.

Practice Management

To assist attendees with growing their aesthetic practices, the practice management sessions offered a roster of digital marketing and social media experts, consultation skills, business growth strategies and global trends in aesthetics under the direction of Mark Tager, MD.

With an impressive roster of key opinion leaders in their respective fields – dermatology, facial plastic surgery, plastic surgery and oculoplastic surgery – MCS 2020 delivered a wide range of choices covering three full days of learning.

“MCS was expertly organized to appeal to the changing dynamics of medical conferences,” said Washington, D.C.-based dermatologist Terrence Keaney, MD. “They placed an emphasis on quality and entertaining speakers, audience interaction and unique topics. I was fortunate to present on hair loss, male aesthetics and filler complications, and had the opportunity to share my experience on starting a new aesthetic dermatology practice. I can’t wait to see how this conference grows over time. Bravo!”

According to scientific advisor Michael Gold, MD, a dermatologist from Nashville, Tenn., “MCS was a wonderful exchange of scientific information from an outstanding

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faculty assembled by Dr. Dayan. The sessions were well balanced and covered all the important areas in the aesthetic arena and the industry support was phenomenal. I am sure this meeting will continue to flourish in the Sunshine State.”

One of the highlights of the program was the chance to wake up with Florida-based dermatologist and spiritual enthusiast, Shino Bay Aguilera, DO.

“While most aesthetic conferences are starting to sound and look alike, MCS was a testimonial to how the concept of edutainment can make this learning experience much more intimate and efficacious for the attendees by bringing new, out-of-the-box ideas, like Rise and Shine (a Yoga and guided meditation) to start the congress,” Dr. Aguilera highlighted.

Another popular feature of this new congress were the myriad networking events, including brainstorming roundtable sessions, the Passion Project showcasing creative talents outside of medicine, an entertaining charity fundraising gala, as well as special receptions hosted by exhibitors and industry leaders.

“The inaugural MCS meeting redefined how educational meetings should be,” exclaimed dermatologist Sabrina Fabi, MD (San Diego, Calif.). “I was honored to present the one and only innovator and pioneer of Botox Cosmetic, Dr. Jean Carruthers, my mentor, for her Keynote Address. Doing real time evaluations of innovative topics, and awarding the faculty presenter with a Maverick Award, is an ingenious way to bypass giving everyone equal time and reward those who bring innovative concepts and present well with more time.”

The MCS Maverick Award was another new idea created to foster a creative, open atmosphere where progressive ideas are publicly celebrated. Audience polling was conducted in each scientific session to immediately determine an MCS Maverick winner. Winners were recognized on stage and were presented with a token gift.

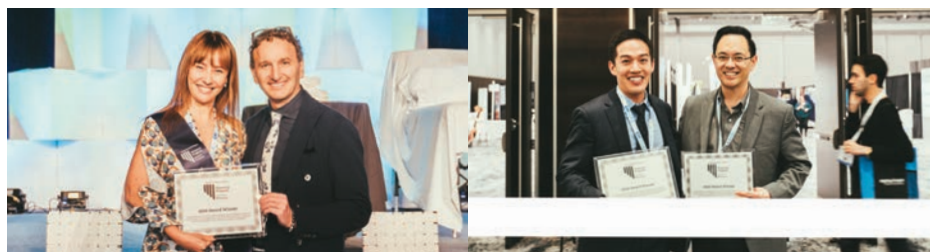
According to Miami facial plastic surgeon Jeffrey Epstein, MD, “I commend the organizers for having the creative insight to create the Bagels & Brainstorming session. To be sitting at a roundtable with Jill Waibel, MD, John Martin, MD, Greg Chernoff, MD, and several other notable colleagues, discussing with a scientific director of a major company their latest development, was as

rewarding for us doctors as it was for the director.”

With so many aesthetic industry conferences all over the world, the organizers of MCS took into consideration that attendees need to get value for their time commitment. By all accounts, MCS provided a unique environment to expand your mind, interact with colleagues old and new, meet with exhibitors and sponsors in a social setting, and learn about the current and future trends in aesthetic medicine.

Affiliates of the MCS congress include the AMWC World Congress, AMWC Monte Carlo, AMWC Latin America, AMWC Brazil and Vegas Cosmetic Surgery. MCS 2021 will take place on February 25–27, 2021.

Visit www.miamicosmeticsurgery.info for more details.



Congratulations to the 2020 Maverick Program Award Recipients!

Shino Bay Aguilera, DO
Mark Beaty, MD
Justin Cohen, MD
Joel Cohen, MD
Sue Ellen Cox, MD
Claudio DeLorenzi, MD
Barry DiBernardo, MD
Sabrina Fabi, MD
Nabil Fanous, MD
Julius Few, MD
John Fezza, MD
Karol Gutowski, MD
Christine Hamori, MD

Yula Indeyeva, MD
Joely Kaufman, MD
Brian Kinney, MD
Bobby Korn, MD
Bradford Lee, MD
Wendy Lee, MD
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News Release

ASLMS 2020 Annual Conference Cancelled Due to COVID-19 Outbreak

The Board of Directors of the American Society for Laser Medicine and Surgery, Inc. (ASLMS) has made the decision to cancel its 40th annual conference scheduled for April 29 to May 3, 2020 at the Phoenix Convention Center due to the COVID-19 pandemic. ASLMS has received many notices from faculty, exhibitors and attendees in the U.S., and around the world, whose institutions and companies have imposed travel bans that will prevent them from attending the annual conference. The ASLMS Board of Directors has determined that cancellation of the meeting is necessary and unavoidable.

“ASLMS respects the decisions of the many institutions and companies which have chosen to restrict their employees’ travel during these unusual times,” said Dieter Manstein, MD, PhD, ASLMS president. “ASLMS would never advocate that faculty subject to travel bans travel against their employer’s policy, as that would jeopardize their ability to practice and to serve the health needs of their communities, as well as be contrary to the principles of the ASLMS organization.”

For further information regarding the cancellation, those who had already registered for the conference can reference Attendee FAQ’s on the ASLMS website.



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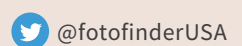
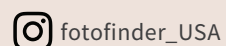
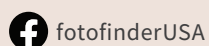


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Kelly Smith

Ms. Smith has over 20 years of experience as an entrepreneur, day spa owner, medical spa CFO, business consultant and national speaker. She is currently the founder and CEO of Projected Growth Consulting, a team of industry professionals who understand every challenge facing medspas and plastic surgery practices.

A Breakthrough Plan to Strengthen Your Practice's Growth

By Kelly Smith

One of the best ways to increase a practice's sales is through effective marketing, "effective" being the operative word. In my book, *1 Hour Annual Marketing Plan for Plastic Surgeons & Med Spas*, I share the exact plan that we have seen directly increase hundreds of practice's revenue by 30% in 90 days, nationwide.

What is an Annual Marketing Plan?

An annual marketing plan is the ever-important, overarching benchmark and set of goals for your practice's marketing over a 12-month period. It reveals where you want to be 12 months from now, and what that increase looks like based on your starting benchmarks.

An annual marketing plan also helps you and your team identify and define your practice's priorities. This is done by evaluating what has worked well in your practice so far, brainstorming new opportunities to test, evaluating what is working for others and killing any marketing strategies that haven't worked in your practice.

Most importantly, an annual marketing plan operates as a roadmap for your practice, allowing you and your team to implement, track and evaluate your marketing and sales goals in real-time. In my opinion, it is one of the most effective barometers for predicting a practice's sales success or exposing potential pitfalls.

Which Areas Should an Annual Marketing Plan Cover?

I believe there are four key areas in every practice's annual marketing plan that should be defined. In our experience over the last ten years, these are the areas that make the most impact on our clients' monthly and yearly revenue.

At minimum, every practice's annual marketing plan should include monthly cross promotions, social media, email marketing and quarterly sales events.

Monthly Cross Promotions

One of the common mistakes that we see plastic surgery practices and medspas make while creating their annual marketing plan is discounting rather than cross-promotions.

Cross-promotions, also known as a "gift with purchase," is a great way to build ancillary services, promote new services and get patients to try new services they may have not otherwise tried.

Social Media

A recent article published in the *Aesthetic Surgery Journal*, a publication by the American Society for Aesthetic Plastic Surgery, confirmed that patients consistently choose plastic surgeons based on online presence rather than their experience, expertise or ability.

Not only has social media become an important way to engage and connect with current and new patients... it now has an impact on how new potential patients choose their new favorite aesthetic practice.

Email Marketing

I cannot overemphasize the importance of email marketing, especially for aesthetic practices. The bottom line is that email marketing still works, and works well.

We recommend every practice sends out a weekly email to their patients. Studies have shown that emailing clients once a week yields the highest response.

Not sure what to share? I recommend you begin with newsworthy items such as events, flash sales, monthly promotions, special offers and more.

Quarterly Sales Events

Many practices confuse the difference between a Sales Event and an Open House.

What's the main difference? In a word, REVENUE!

Since 2009, Projected Growth Consulting (PGC) has hosted thousands of sales events. In fact, we sold over \$18 million for our clients last year alone! This is the reason I think every practice should hold quarterly sales events far over any other type of event such as open houses.

Of the thousands of aesthetic practices we have worked with in the past decade, those who had a solid annual marketing plan in place saw increased sales, a reduction in impulsive marketing expenditures, more patients inquiring about new services and a more consistent and steady bottom line.

Our top priority is to help your practice reach its full potential, so to help you get started I have included links to some expanded tips, as well as more information about Projected Growth Consulting.

Expanded Tips & More from PGC

Cross-Promotions: Discover the keys to planning and using cross-promotions successfully here: <http://bit.ly/2rAaA8d>

Social Media: See Kelly discuss social media in depth here: <http://bit.ly/2KXwlQS>

Email Marketing: Learn more about email marketing in Kelly's book, *1 Hour Annual Marketing Plan*: <http://bit.ly/KellySmithPGC>

Find out more about PGC's services: <http://bit.ly/2XRWDpf>

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Terri Ross

Ms. Ross's experience as a sales director managing upwards of \$20 million in revenue and successful teams has allowed her to become an internationally renowned practice management consultant, helping aesthetic practices thrive. Her professional associations span across a variety of therapeutic specialties such as plastic surgery, dermatology, oncology, endocrinology and cardiology – giving her a global perspective in medicine and a deep understanding of the business structure needed to position practices for success. Ms. Ross has achieved multiple awards and is a recognized leader in the aesthetic field.

Seven Fundamental Components to a Seven Figure Practice

By Terri Ross

Having a successful practice that produces great results for patients and has long-term retention rates is something every aesthetic practice strives for.

I wish I could tell you that I have magic fairy dust that can be sprinkled on your practice to guarantee success. Or there is one magic formula to magnetize patients and keep them coming back for more.

What I can share is my roadmap, the “7 Fundamental Components to a 7 Figure Practice,” which will help you determine your brand and how to ensure you'll get there, while providing a high quality, positive patient experience.

Vision/Mission

Who do you serve? What kind of patients do you want walking through your door? What is your ideal demographic? What are your core values as a practice? Do you have a mission statement? These are all questions to take into consideration and conclusively answer to clearly identify your ideal client and the level of customer service you provide.

Branding/Messaging

What does your brand represent? What image does your logo, website, collateral material or office project? Are you a comprehensive practice or do you specialize in a niche market? What is your Unique Value Proposition (UVP)? What makes you stand out from your competition? Why would someone choose your providers or practice over another down the street?

Projecting the right image and being able to clearly communicate your UVP and credential both your practice and providers is critical to instilling patient confidence. Patients want to know they are choosing the right place to have their services, procedures and treatments performed.

Systems

Choosing the right software systems and technology are key to long-term successful growth. An effective patient management software that enables you to measure KPIs is crucial to evaluate where your leads are coming from, your patient conversion rates, profit margins and a host of other important data. Do you have call tracking software in place to evaluate your phone conversion process? What consultation software tools might help boost your conversion rates?

Services/Treatments

The treatments and services most aesthetic practices offer fall into six general buckets: laser skin resurfacing, body contouring/fat reduction, skin tightening, injectables, aesthetician services and female/male rejuvenation, with a growing trend in integrative medicine. Taking a hard look at the financial data and choosing the most profitable treatments in each category that yield the best patient results can make a huge difference in the success of your practice.

Marketing

Your number one marketing tool is your website. It is either working for you to generate hundreds of new leads each month, or it is ineffective. Your target marketing spend should be about 10% of your total revenue. Your website should be optimized for Search Engine Optimization (SEO) and written and developed by a company with experience in the aesthetic space.

Team

Hiring the right team can make or break your practice. Your front desk staff who answers the phone and greets patients when they arrive are probably the most critical positions. They are the first impression a prospective patient will encounter. The experience they provide and the way they make the client feel will either turn them into a patient or turn them away.

Training

I cannot emphasize enough the absolute necessity of training your staff whether you do it internally or invest in external sales and customer service. Lack of training is by far the biggest gap in the industry. The Practice Foundational Elements (PFE) System I teach focuses on training your team in the art of phone skills, converting web leads, consultations that convert (mastering communication, personality styles, handling objections and closing a sale), developing comprehensive treatment plans for patient retention and perhaps the most overlooked of all – following up.

If you would like more information, need recommendations for vetted resources, or want to learn more about on-site or live sales training, please feel free to contact me at Terri@terriross.com.

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Doris Day, MD – The Great Communicator

By Lisette Hilton, Contributing Editor



Good to Know

Fast Facts about Dr. Doris Day

Q: What are your favorite songs?

Led Zeppelin's Stairway to Heaven and Aerosmith's Dream On

Q: What is your favorite treatment or procedure to perform, and why?

Still the neuromodulator because I think it is the most reliable, safest and most powerful rejuvenator that we have.

Q: What's your favorite movie?

My Cousin Vinny

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

Anesthesia (also the worst, when abused.)

Q: As a child, what did you want to be when you grew up?

A vet. I love all animals.

Doris Day, MD, is a well-known name in aesthetic circles, and not because she shares a name with the beloved late actress. Dr. Day, a New York City-based dermatologist, has become an aesthetic celebrity in her own right, skillfully using communication channels to spread the word about skin health and beauty.

Dr. Day communicates daily with patients in her busy private practice. She reaches out to the general public as a medical advisory board member for the *Dr. Oz Show* and offers health information and advice bi-weekly on *Doctor Radio*. In fact, Dr. Day is no stranger to guest appearances as a beauty and health expert in the mainstream media, with appearances on *Good Morning America*, *Live with Kelly and Ryan*, *The View*, *20/20*, *CNN*, the *Today Show* and many other popular programs.

She is a freelance medical journalist and author of three consumer books. Moreover, journalists writing for major women's magazines, including *Vogue*, *Allure* and *Glamour*, often turn to Dr. Day for quotes.

She has networked with peers as a board member of the *American Society of Dermatologic Surgery*, she chairs several committees and teaches colleagues as a sought-after conference speaker and more.

"For me, it is all about communication. I was an English major in college, got a master's in medical reporting then went to medical school. I like getting the scoop and reporting. I like hearing people's stories and sharing the pearls of their stories," Dr. Day says. "I'm passionate about educating the public and my peers by trying to simply be informative without having an agenda. It is sometimes a fine line to walk."

Driven by Passion and a Role Model

According to Dr. Day, being a doctor isn't really a job, it is a calling and a lifestyle.

"It is part of your being. It is something that we accept, and I am grateful for it. It is both

an art and a science. You have to hone both skills if you are going to stay current and relevant, and if you are going to make a difference in the lives of your patients,” Dr. Day says.

“My dad, until the day he died, continued to learn, teach and aspire to be better. That was inspiring to me. I get a high from learning and, after so many years of studying, I find that I’m able to learn faster and retain information better. When I can share what I know with somebody else, that makes me even happier.”

Dr. Day’s dad, Mansoor Day, MD, was an anesthesiologist who was really much more.

“I would joke that I was his youngest apprentice. I used to traipse around after him in the hospital when I was a kid, we’d go see patients together or I’d hang out at the nurses’ station while he made his rounds. When I was in high school, I helped my mom do his scheduling and billing,” she says.

Dr. Mansoor Day would talk with his daughter about being a doctor. Among his words of wisdom: “textbooks are somebody’s idea and what they knew, but it isn’t the only thing you need to know. One doesn’t treat patients by a textbook. Doctors have to know what’s in them, but also listen to the patient.” And patients, he’d say, “have to trust and have faith in the doctor.”

Dr. Day’s father was an out-of-the-box thinker. He’d hypnotize patients before giving them anesthesia if they were anxious about their surgery. Those patients, Dr. Day says, didn’t need antiemetic drugs and tended to do really well after surgery.

“In the end, they would select my dad before they selected a surgeon. He had such a way of communicating with and

reaching his patients,” she says. “I got this beautiful voice message from my dad about a year before he passed saying, ‘I’m proud of you. Don’t go too fast, don’t go too slow, just keep keeping your name as good as it is now. Enjoy your life. I love you.’ I listen to that message often and love that I have that reminder to keep things real.”

No Substitute for Hard Work

Dr. Day’s 20 years in practice have evolved in ways that she never expected.

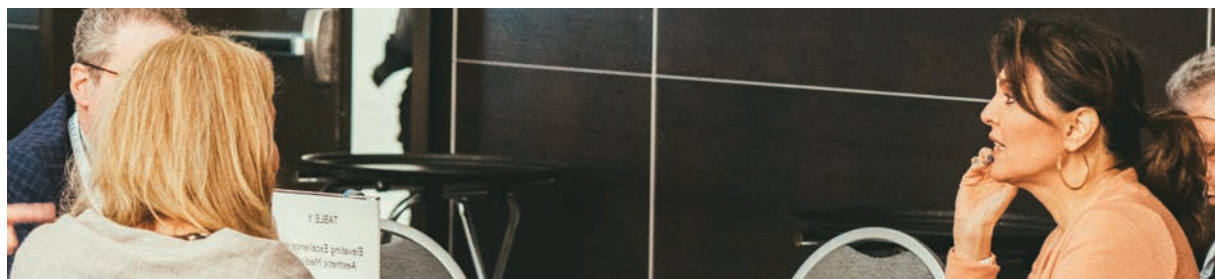
“I had no idea what was really possible. My goal was always to be a great doctor and always strive to be whatever that was, which means you can never truly attain it. It is always a work in progress,” she says.

She honed her skills working three jobs. She was full-time in the dermatology clinic at NYU’s Bellevue Hospital, part-time at the NYU student health center and part-time building her private practice.

“I opened my private practice the day after I graduated from residency. I didn’t have very many patients since I was starting from scratch,” Dr. Day says. “I had a part-time secretary and if I saw five patients in a day, I was like ‘Yes!’”

Dr. Day built her patient base one referral at a time. She joined the University Physicians Network at NYU and seized the opportunity to do skin cancer screenings around the City at corporate events. When needed, she’d refer people to their own dermatologists. If they didn’t have one, Dr. Day would offer her card.

Patients from those events soon snowballed, along with graduates from the Student Health Center who wanted to continue their care with Dr. Day.



Doing what she does best! Dr. Day facilitates a discussion focused on Elevating Excellence in Aesthetic Medicine during the Bagels & Brainstorming session at the Miami Cosmetic Surgery 2020 conference.

Learning by Doing; Then Delegating

The next step was to build out a bigger office space in New York City, where space is at a premium. Luckily, Dr. Day didn't like space-hogging paper charts. She was one of the early adopters of the electronic medical record (EMR).

"As EMRs got better, I got better with them. I initially set up my own intranet and trouble-shooted my own servers because there really weren't any IT people that could help, so you had to do it yourself if you wanted it," she says. "As I grew, the systems grew and now I have a good IT team helping me with managing my system."

In Practice

Dr. Day focuses on medical and aesthetic dermatology and has from the start. She says the two subspecialties work hand in hand. Appearance is an issue for most dermatology patients, whether they have acne or wrinkles, Dr. Day says.

"It is rewarding and helpful to be able to address all patients' needs, from skincare to medications to aesthetics," according to Dr. Day. "As doctors we want our patients not just to look better but to be better."

Sound Advice

Dr. Day says one of the things she did right was not separating work and life.

"For me, having a family was a priority. I got married while in med school. I'm married 30 years now and am happy to say I'm still happy. I had two kids, my first in med school and my second after my internship at Bellevue. I think it is really important for people to consider not putting their lives on hold to pursue their careers. You can have both, but you have to create the support systems," she says.

Dr. Day says her goal is to live the life that she'd want to live over and over again the same way.

Next on her agenda is a dermatology show, early episodes of which are on YouTube. It is a roundtable-style show that Dr. Day and her top female dermatologist colleagues: Ruth Tedaldi, MD; Ava Shamban,



Dr. Day (left) with her husband (far right), daughter and future son-in-law

MD; Jeanine Downey, MD; and Sabrina Fabi, MD, have created called *The GIST*. The show promises doctors' behind-the-scenes opinions and advice, with no filters. Episodes cover hot topics like having too many cosmetic procedures to the point of looking fake and unrecognizable.



Dr. Day co-stars on a roundtable style dermatology show, *The GIST*, which she co-created with Jeanine Downey, MD; Sabrina Fabi, MD; Ruth Tedaldi, MD; and Ava Shamban, MD (right to left)

She is also working on a beauty travel show, exploring beauty across the world and what it means for people at home, products and treatments that work and the scams they should avoid. She is expecting to start production this year.

"I have more ideas for education, sharing stories and helping people understand that being a board certified physician has meaning and value — that training does matter. Education matters. Board certification matters and seeing a properly trained physician is essential to minimize risk and to optimize outcomes," Dr. Day says.



T H E

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Nonexcisional Lifting of the Upper Lip: Combining Myostimulation with Nanofat – A Pilot Study

By Diane Duncan, MD

Background

The aging process can cause midface retrusion, elongation of the upper lip, and a loss of youthful features that are, with age, increasingly difficult to restore in a natural-appearing contour. Bone loss is a well-known contributor to this phenomenon, but the role of muscle atrophy has been largely overlooked.

While youthful upper lips have a strong, thick muscle layer that supports the overlying skin, aging lips become measurably longer in part due to lack of muscle support and adhesion. Combining transcutaneous radiofrequency (RF) muscle stimulation with the injection of microfat and nanofat can generate a significantly improved upper lip appearance with measurable increase of orbicularis muscle thickness, lip eversion and shortening of the philtral column bilaterally. Resurfacing is used in cases of strong vertical rhytides.

Materials and Methods

Ten female patients over the age of 50 with clinical complaints of upper lip elongation, thinning, lack of a defined philtral column and Cupid's bow, as well as inversion of the upper lip vermillion, were treated using a combination of transcutaneous intramuscular RF energy followed by nanofat-enriched fat grafting.

The microinsulated RF needles were used to stimulate the orbicularis muscle from the base of the nose to the vermillion border. A 5 mm F1a needle was used at a power level of 7 to stimulate the muscle for 400 ms per pulse in a grid about 4 mm apart. Just above the edge of the lip vermillion, the device was used in a tight linear manner to create upper lip eversion.

Philtral columns were enhanced using a W3b microinsulated needle at a 3 mm depth intradermally. Nanofat-enriched microfat was injected intramuscularly in 0.2 cc aliquots. A similar mixture was injected along the vermillion border and intramuscularly at the wet/dry mucosa. In cases of severe vertical rhytides, erbium laser resurfacing was also performed.



58-year-old patient with age related midface retrusion and upper lip elongation before and two months after myostimulation and fat grafting with intradermal and intramuscular nanofat, along with erbium laser resurfacing
Photos courtesy of Diane Duncan, MD

Results

All patients saw a significant improvement in lip contour. Thickening of the upper lip was measured using ultrasound. Though the current sample size is small, an average muscle thickness increase was noted at 2.3 mm two months post-treatment. Defined lip eversion and philtral column definition peaked at one week, then lost slight correction over time.

Measurable upper lip shortening averaged 3.3 mm as seen with Vectra measurements along the philtral columns at two months post-treatment. Notable contour improvement was also achieved. A limitation of this series is a lack of long-term data. Patients will be reassessed at six months and one year. No skin excision was performed.

Conclusion

Targeted treatment of the orbicularis muscle with nanofat and myostimulation can shorten the elongated upper lip and can measurably thicken the orbicularis muscle. Reversal of visual perioral markers of aging, as well as a significant upper lip lift without surgical excision, can be achieved using this combination treatment technique.



Diane Duncan, MD, FACS

Dr. Duncan is an internationally known innovator and educator. Current projects include clinical research and product development in a variety of areas including electromagnetic myostimulation, regenerative medicine, tissue engineering, energy-based devices, and minimally invasive solutions for patients seeking minimal downtime. Dr. Duncan is a member of the editorial board of the *Aesthetic Surgery Journal*, and is a speaker at leading industry conferences around the world.

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

Aesthetics Biomedical

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

Aesthetics Biomedical (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.

AMA/Meditime Co., Ltd.

675 Brea Canyon Rd., Suite 8
Walnut, CA 91789
(909) 274-7700 telephone
www.meditimeusa.com

AMA/Meditime Co., Ltd. has been a leading global distributor of advanced medical and aesthetic solutions since 1994. We specialize in high-end laser and radiofrequency systems, along with other cutting-edge equipment for skincare and medical treatments that incorporate the latest trends and technology. We are proficient in customer understanding and we promise to continuously provide our customers with the highest quality products and excellent service.

Apyx Medical (formerly Bovie Medical)

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

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

BTL

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

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

Aesthetic Company Directory

Candela

3 Goodyear, Unit A
Irvine, CA 92618
(800) 733-8550 telephone
www.syneron-candela.com

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.

Crown Aesthetics (formerly Bellus Medical)

5005 Lyndon B. Johnson Freeway, Suite 370
Dallas, TX 75244
(888) 372-3982 telephone (972) 372-0247 facsimile
www.crownaesthetics.com

Crown Aesthetics helps leading physician-directed practices grow their businesses by setting the standard for efficacy and safety. We design our innovations – SkinPen®, the FDA-cleared microneedling device; Skinfuse® post-microneedling protocol; Allumera® light-activated cream; and ProGen Advantage and Versa platelet-rich plasma systems – to draw new consumers to the industry.

Crystal Clear Digital Marketing

5750 Major Blvd., Suite 500
Orlando, FL 32819
(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 patients profitably through one fully-integrated system. From patent-pending opportunity management software to customized digital marketing services, Crystal Clear is the solution for managing all aspects of your medical practice in today's social world.

CureVoya (previously Revenue Cure, Inc.)

P.O. Box 747
Sloughhouse, CA 95683
(916) 802-5308 telephone
www.CureVoya.com

CureVoya provides premiere aesthetic medical device distribution and innovation. We offer the latest, safest cures for life's battles with beauty. Successfully launching in 2019 with the market's top cryotherapy device, FROZEN C, CureVoya has even more cures coming soon in 2020!

Cutera

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

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

Cynosure, A Hologic Company

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

Cynosure, the medical aesthetic division of Hologic, develops a diverse range of leading treatment applications for hair removal, skin revitalization, scar reduction, gynecological health, body contouring and more. Our innovative products are used worldwide by practitioners, physicians and aesthetic business owners to enhance offerings and give patients the latest treatments.

DefenAge Skincare

5845 Avenida Encinas, Suite 130
Carlsbad, CA 92008
(888) 368-5372 telephone
www.DefenAge.com

Can your skin naturally turn back the clock? According to a new study, yes, it can! A recent multi-center study shows that DefenAge's Clinical Power Trio, “globally improves the visual appearance of aging skin,” and, “offers most of the advantages of retinols and growth-factor cosmeceuticals, without irritation, inflammation, sun-sensitivity, or concerns about neoplasia.”

(Taub, Bucay, Keller, et al. JDD,2018;17(4):426-441).

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

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

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

Aesthetic Company Directory

Eclipse MedCorp, 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, FolliCeuticals MD hair health system, among others.

ENDYMED Medical Inc.

4400 Route 9 South
Freehold, NJ 07728
(732) 409-5148 telephone
www.endymed.com

ENDYMED Medical, offers energy-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 and fractional wrinkle treatment, RF microneedling, skin tightening, body contouring, circumference and cellulite reduction, acne and traumatic scar treatment.

Epionce

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

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

EUROIMMUN

1 Bloomfield Ave.
Mountain Lakes, NJ 07046
(800) 913-2022 telephone (973) 656-1098 facsimile
www.euroimmun.us

EUROIMMUN is a global leader in autoimmunity, infectious serology, allergy and molecular diagnostics. The company's global success is attributed to its dedication of delivering the highest quality products matched with unsurpassed scientific and technical support. As of December 2017, EUROIMMUN became a member of the PerkinElmer family, combining two innovative, results-driven companies with a shared mission of improving global health.

Fallene Cosmeceuticals, Ltd.

2495 Boulevard of the Generals, Bldg. B, Suite 1
Norristown, PA 19403
(800) 332-5536 telephone
Tizoskin.com

Fallene is dedicated to creating branded and private label mineral photoprotection that is highly efficacious and exceptionally elegant. With 30+ years of experience working with mineral sunscreen, we have developed formulations and techniques that deliver exceptional aesthetics and outstanding protection. Elegant skincare products are designed to complement our sun protection.

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, reliability, safety and cutting edge innovation in treatment speed and efficiency. Our global network of representatives and reference medical centers guarantee exceptional customer support, as well as technical and clinical training.

Galderma Laboratories, L.P.

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

Galderma, the world's largest independent global dermatology company, was created in 1981 and is now present in over 100 countries with an extensive product portfolio to treat a range of dermatological conditions. The company partners with healthcare practitioners around the world to meet the skin health needs of people throughout their lifetime. Galderma is a leader in research and development of scientifically-defined and medically-proven solutions for the skin.



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www.theaestheticguide.com

Aesthetic Company Directory

hMSC Skincare

9375 E. Shea Blvd, Suite 100
Scottsdale, AZ 85260
(800) 328-7931 telephone
www.hMSCskincare.com

hMSC features a curated team of best-in-class biotech chemists and world-renowned cosmetic formulators, led by veteran aesthetic industry experts. The powerhouse formulations, utilize clinically validated ingredients and diverse progressive technologies. Paraben, fragrance, cell and cruelty free. hMSC – driven by exosomes, powered by peptides, growth factors, cytokines and DNA Repair Enzymes.

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 focused 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.mixtoskinresurfacing.com / www.v-lase.com

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

LASEROPTEK Co., Ltd.

203 & 204 Hyundai I Valley, 31 Galmachi-ro,
244 beon-gil, Jungwon-gu
Seongnam-si, Gyeonggi-do 13212 Korea
+82 31 8023 5150 telephone +82 31 8023 5151 facsimile
www.laseroptek.com

LASEROPTEK is a global, technology-driven medical device company that focuses on aesthetic and medical lasers. Founded in 2000 and with in-house R&D capabilities, LASEROPTEK merges advanced laser technology with clinical efficacy to develop, manufacture and market safe, stable and high-quality laser systems.

Lumenis

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

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 Global

19 Fortune Dr.
Billerica, MA 01821
(888) 588-7644 telephone
www.Lutronic.com

Now in its third decade, Lutronic produces products that are effective, innovative, intuitive and dependable. These four tenants fuel Lutronic's commitment to R&D in order to develop lasers and energy-based systems that exhibit Intelligent Design for Intelligent Care™. Our passion is to develop "smart" systems that improve the lives of patients and physician practices.

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.

Millennium Medical Technologies

6352 Corte del Abeto, Suite A
Carlsbad, CA 92011
(949) 215-8560 telephone (949) 215-8564 facsimile
www.mmt-us.com

Millennium Medical Technologies (MMT) specializes in comprehensive solutions and products that support harvesting, processing and deployment of autologous tissue and cells. MMT makes autologous tissue and cell procedures safe, reproducible and cost-effective.

Aesthetic Company Directory

miRing USA, a product of Kellida Inc.

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

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

MTF Biologics

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

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

PCA SKIN

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

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

Quanta System S.p.A.

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

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

Rejuvn8, LLC

4971 Bear Road
Liverpool, NY 13088
(315) 708-9913 telephone
www.rejuvn8.com

Rejuvn8 is the sole distributor for the FDA cleared PDO Max Polydioxanone (PDO) threads and the go-to thread training company for leading-edge aesthetic practices. Its focus is educating physicians on minimally invasive nonsurgical face and body lifting techniques using PDO sutures. Located in Syracuse, N.Y., we offer classes on-site, at physicians' locations and in major metropolitan cities through our partner ESI. Call or visit our online physicians' portal.

Rohrer Aesthetics, LLC

105 Citation Court
Homewood, AL 35209
(205) 940-2200 telephone (205) 942-9905 facsimile
www.rohreraesthetics.com

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

Sciton, Inc.

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

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

Sensus Healthcare

851 Broken Sound Pkwy. NW, Suite 215
Boca Raton, FL 33487
(561) 922-5808 telephone (561) 948-2071 facsimile
www.sensushealthcare.com

Sensus Healthcare, Inc., is a medical device company specializing in highly effective, non-invasive, minimally invasive, and cost-effective treatments for both oncological and non-oncological conditions.

Aesthetic Company Directory

SmartGraft by Vision Medical, Inc.

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

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

Suneva Medical, Inc.

5870 Pacific Center Blvd.
San Diego, CA 92121
(888) 278-3345 telephone (858) 550-9997 facsimile
www.sunevamedical.com

Privately-held regenerative aesthetics company, Suneva Medical, develops, manufactures and commercializes innovative products, including its flagship brand, Bellafill®. Building out their regenerative aesthetics product portfolio in 2019, Suneva Medical added an innovative PRP technology and Puregraft, the most predictable fat graft in the market.

Thermi, a Celling Biosciences Company

3131 West Royal Lane
Irving, TX 75063
(866) 981-5017 telephone
www.thermi.com

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

TouchMD

99 N. Main St., Suite 7
Cedar City, UT 84720
(435) 867-0077 telephone (435) 867-1254 facsimile
www.TouchMD.com

TouchMD is the all-in-one aesthetic technology hub that is used as a presentation tool during the consultation with robust drawing tools and image templates to enhance the patient experience. It educates patients in the waiting room and consult room, consistently captures and manages photos, provides digital charting/consents and allows patients to take their experience home to share what they learned with friends and family via the practice's patient app.

Vydence Medical

Rua Aldo Germano Klein, 359
Sao Carlos, São Paulo 13573-470 Brazil
+55 16 3306 5050 telephone
www.vydence.com

Vydence was infused with investments from major U.S. venture capital firms to transform this leading Brazilian aesthetic device company into a major global player. Vydence has set forth on an ambitious mission to develop, manufacture and sell a suite of innovative laser and energy-based devices to the worldwide aesthetic medical markets.

Weave

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

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

Wontech Co., Ltd.

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

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

Zimmer MedizinSystems

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

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



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Physician-Dispensed Topicals Comparison Chart

Manufacturer / Supplier	Acne Tx	Collagen Stimulation	Exfoliation	Firming	Peel	Post-Procedure Tx	Scar Reduction	Skin Lightening	Sun Protection	Wrinkle Reduction	Website
DefenAge Skincare		•	•	•		•				•	www.DefenAge.com
Eclipse MedCorp						•					www.Eclipsemed.com
Epionce	•	•	•	•	•	•		•	•	•	www.epionce.com
Fallene Cosmeceuticals, Ltd.					•	•			•		Tizoskin.com
hMSC Skincare	•	•	•	•		•	•	•		•	www.hMSCskincare.com
LOCKRx						•					www.SmartSolutionsrx.com
Oxygenetix	•	•		•		•	•		•	•	www.oxygenetix.com
PCA SKIN	•	•	•	•	•	•		•	•	•	www.pcaskinpro.com
Pneuma Nitric Oxide, LLC	•	•		•		•	•			•	www.PneumaNitricOxide.com
RegenLab USA						•					www.regenlabusa.com
SkinCeuticals, LLC	•		•	•	•	•		•	•	•	www.skinceuticals.com
SkinMedica, an Allergan Company	•	•	•	•	•	•	•	•	•	•	www.skinmedica.com
SoME Personalized Skincare (Aesthetics Biomedical)	•	•	•	•		•		•		•	www.someskincare.com

Derma Filler Product Comparison Chart

Supplier	Product(s)	Key Component	Description	Physician Price	Regulatory Status
Adoderm	VARIODERM Fine Line	Non-animal Hyaluronic Acid	6 mg/mL; for superficial wrinkles and lip augmentation.	Contact mfr.	CE marked, marketed in Europe and other countries.
	VARIODERM Basic	Non-animal Hyaluronic Acid	12 mg/mL; for medium wrinkles and lip contour.	Contact mfr.	CE marked, marketed in Europe and other countries.
	VARIODERM Plus	Non-animal Hyaluronic Acid	18 mg/mL; for deep wrinkles and volume.	Contact mfr.	CE marked, marketed in Europe and other countries.
	VARIODERM Subdermal	Non-animal Hyaluronic Acid	27 mg/mL; for volume augmentation and facial contouring.	Contact mfr.	CE marked, marketed in Europe and other countries.
	VARIODERM Lips and Medium	Non-animal Hyaluronic Acid	12 mg/mL; special formulation for lip augmentation and medium wrinkles.	Contact mfr.	CE marked, marketed in Europe and other countries.
	VARIODERM Mesolift	Non-animal Hyaluronic Acid	12.8 mg/mL; effective smoothing of superficial wrinkles.	Contact mfr.	CE marked, marketed in Europe and other countries.
	VARIOFILL Body Contour	Non-animal Hyaluronic Acid	10 mL; for various indications on the body surface.	Contact mfr.	CE marked, marketed in Europe and other countries.
	Hyabell Lips	Non-animal Hyaluronic Acid	12 mg/mL; for lip augmentation and lip contour.	Contact mfr.	CE marked, marketed in Europe and other countries.
	Hyabell Basic	Non-animal Hyaluronic Acid	16 mg/mL; medium wrinkles and lip contour.	Contact mfr.	CE marked, marketed in Europe and other countries.
	Hyabell Deep	Non-animal Hyaluronic Acid	20 mg/mL; deep wrinkles, especially of the face.	Contact mfr.	CE marked, marketed in Europe and other countries.
	Hyabell Ultra	Non-animal Hyaluronic Acid	24 mg/mL; very deep wrinkles, face contouring, volumizing.	Contact mfr.	CE marked, marketed in Europe and other countries.
Allergan	CosmoDerm CosmoPlast	Purified Human-based Collagen + Lidocaine	Purified human-based collagen 35 mg/mL. Purified human-based collagen 35 mg/mL, cross-linked with glutaraldehyde. *All collagen products contain 0.3% lidocaine.	\$205 \$235	Worldwide Worldwide
	HydraFill – Softline HydraFill – Softline Max Juvéderm ULTRA 2	Non-animal Hyaluronic Acid	Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g.	\$200 – \$225	CE marked.
	Juvéderm ULTRA 3 Juvéderm ULTRA 4	Non-animal Hyaluronic Acid + Lidocaine	Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g. Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g. Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g.	\$200 – \$225 \$200 – \$225 \$200 – \$225	CE marked. CE marked. CE marked.
	Juvéderm VOLUMA Juvéderm HYDRATE	Non-animal Hyaluronic Acid	Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g. Non-animal, cross-linked cohesive hyaluronic acid 24 mg/g. *All Juvéderm ULTRA products contain 0.3% lidocaine.	\$200 – \$225 \$245	CE marked. CE marked.
		Non-animal Hyaluronic Acid	Non-animal, cross-linked cohesive hyaluronic acid 20 mg/g. 13.5 mg/g plus mannitol 0.9%; 1 x 1 mL syringe.	Contact mfr. Contact mfr.	CE marked for facial volume restoration. CE marked.
Biologica Technologies	Allofill	Allograft Adipose Tissue	Allograft adipose-based filler containing naturally occurring growth factors.	Contact mfr.	FDA regulated as a HCT/P.
Galderma	Restylane Restylane Lyft Restylane Silk Restylane Refyne Restylane Defyne	NASHA XpresHAn Technology	NASHA gel – a non-animal hyaluronic acid, stabilized with BDDE. The differentiation is in the size of the NASHA particles, to assure a tissue-tailored range of products. Flexible gels with a concentration of 20 mg/mL, varied cross-linking that allows for flexibility and support with consistent textures and smoothness.	Contact mfr. Contact mfr.	Restylane is approved worldwide with the exception of Japan. FDA approved in December 2016. Approved as Emervel Classic and Emervel Deep outside of U.S.
	Sculptra Aesthetic	Injectable Poly L-Lactic Acid (PLLA)	Volumizer.	Contact mfr.	FDA approved.
Hironic	JUVINA – Light	Non-animal, cross-linked cohesive Hyaluronic Acid	20 mg/mL for superficial lines, worry lines, crows' feet and neck wrinkles.	Contact mfr.	CE marked.
	JUVINA – Moderate	Non-animal, cross-linked cohesive Hyaluronic Acid	20 mg/mL for deep nasolabial folds, facial contouring and augmentation.	Contact mfr.	CE marked.
	JUVINA – Deep	Non-animal, cross-linked cohesive Hyaluronic Acid	20 mg/mL for severely deep lines, facial contouring and augmentation, and chin.	Contact mfr.	CE marked.
	JUVINA – Deep Plus	Non-animal, cross-linked cohesive Hyaluronic Acid	20 mg/mL for forehead, chin and nose.	Contact mfr.	CE marked.
	JUVINA – Light Comfort	Non-animal, cross-linked cohesive Hyaluronic Acid	20 mg/mL plus 0.3% lidocaine for superficial lines, worry lines, crows' feet and neck wrinkles.	Contact mfr.	CE marked.
	JUVINA – Moderate Comfort	Non-animal, cross-linked cohesive Hyaluronic Acid plus Lidocaine	20 mg/mL plus 0.3% lidocaine for deep nasolabial folds, facial contouring and augmentation.	Contact mfr.	CE marked.
	JUVINA – Deep Comfort	Non-animal, cross-linked cohesive Hyaluronic Acid plus Lidocaine	20 mg/mL plus 0.3% lidocaine for severely deep lines, facial contouring and augmentation, and chin.	Contact mfr.	CE marked.
	JUVINA – Deep Plus Comfort	Non-animal, cross-linked cohesive Hyaluronic Acid plus Lidocaine	20 mg/mL plus 0.3% lidocaine for forehead, chin and nose.	Contact mfr.	CE marked.
Merz Aesthetics	Belotero Balance – 22.5 mg/mL	Hyaluronic Acid	Non-animal double phase cross-linked hyaluronic acid – via biofermentation – with CPM (Cohesive Polydensified Matrix) technology.	Contact mfr.	CE marked in Europe. FDA approved.
	Radiesse	CaHA	Radiesse injectable implant is a sterile non-pyrogenic, semi-solid, cohesive implant, whose principle component is synthetic calcium hydroxylapatite suspended in a gel carrier of sterile water for injection, glycerin and sodium carboxymethyl cellulose (1.5 cc, 0.8 cc).	Contact mfr.	CE marked in Europe. FDA approved.
	Radiesse (+)	CaHA	Radiesse (+) injectable implant is an opaque, sterile non-pyrogenic, semi-solid, cohesive implant, whose principle component is synthetic calcium hydroxylapatite suspended in a gel carrier of glycerin, sodium carboxymethyl cellulose 0.3% lidocaine hydrochloride and sterile water for injection (1.5 cc, 0.8 cc).	Contact mfr.	
Suneva Medical	Bellafill	Purified Bovine Collagen and PMMA	80% purified bovine collagen and 20% polymethyl-methacrylate (PMMA) microspheres and 0.3% lidocaine.	Contact mfr.	FDA approved for the correction of nasolabial folds and moderate to severe, atrophic, distensible facial acne scars on the cheek in patients over the age of 21 years.

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

Microneedling Devices Comparison Chart

Supplier	Product	Technology	Applications	Price
Aesthetics Biomedical	The Vivace Experience	Microneedling with RF	Fine lines and wrinkles.	Contact mfr.
Candela	Profound	Bipolar RF Microneedling	Jawline, submental area, wrinkles and cellulite.	Contact mfr.
Crown Aesthetics	SkinPen Precision	Mechanical Microneedling; FDA-Cleared; Single-Use Cartridge Unit; 14 32-Gauge Needles; Ergonomic Design; Cordless All-Day Charge	Facial acne scars for patients aged 22 and up. Clinically demonstrated, FDA-cleared microneedling device.	\$4,995
Cutera	Secret RF	Fractional Radiofrequency Microneedling	Scars, fine lines and wrinkles.	Contact mfr.
Collagen P.I.N.	Collagen P.I.N.	Automated Microneedling; Single-Use 36/30 Gauge or Single-Use 12/32 Gauge Needle Cartridges; Corded or Cordless; Lifetime/Forever Warranty	Fine lines, wrinkles, acne scars, post surgery scars, skin tightening and retexturizing. Induction Therapies – specific post-microneedling products minimize complications and maximize results.	\$2,995
DermapenWorld	Dermapen 4 Dermapen Inject Dermapen Infuse with Tattoff Dermapen Cryo	Microneedling, Carboxy Therapy, Automated Meso Infusion, Cyro N2O Therapy	Acne, striae and surgical scarring, anti-aging and skin rejuvenation, pigmentation treatment, hair rejuvenation, lesions, cellulite, meso-injections and tattoo removal.	Contact mfr.
Eclipse	Eclipse MicroPen Elite	Microneedling	Improved appearance of fine lines, scars and texture.	Contact mfr.
ENDYMED Medical	Intensif RF Microneedling	RF Microneedling using Fractionated Pulse Mode (FPM)	Dermal collagen remodeling, skin rejuvenation, deep wrinkle reduction, acne and traumatic scar reduction, stretch mark reduction. FDA and CE cleared, Health Canada approved.	Contact mfr.
Jeisys Medical	INTRAcel PRO	Fractional RF Microneedling	Disposable tips..	Contact mfr.
Lutronic	Genius	High Intensity Radiofrequency	Proprietary needle design and high-torque motor assures accurate penetration to desired depth. Unique impedance measurement and feedback assures adequate levels of energy are delivered to stimulate production of collagen and elastin to improve wrinkles, laxity and acne scars.	Contact mfr.
mesoesthetic	m.pen[pro]	Microneedling	Anti-aging, skin rejuvenation, hair loss treatments, anti-stretch marks, double chin and depigmentation.	Contact mfr.
Rohrer Aesthetics	PiXel8-RF	Fractional RF Microneedling	With a single treatment skin will become smoother, tighter and more vital.	\$39,995

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Acne Tx Device Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Advalight						
ADVATx	Diode	589 nm / 1319 nm	Up to 40 J/cm ²	Variable	Contact mfr.	Included scanner handpiece and optional foot pedal.
Aerolase						
Neo Elite	650 µs Nd:YAG	1064 nm	Up to 1272 J/cm ²	650 µs – 1.5 ms	Contact mfr.	36 applications with single handpiece. No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No routine maintenance. Portable (25 lbs.). All laser accessories, training and marketing package included.
CureVoya						
Frozen C	Concentrated, Controlled Medical Grade Cryogen at -78° C	N/A	Cryogen -78° C	N/A	Contact mfr.	Included.
Cutera						
excel V+	Laser	532 nm, 1064 nm	Up to 300 J/cm ²	Up to 60 ms	Contact mfr.	Dermastat pen.
DEKA						
SmartXide DOT	Fractional CO ₂	10.6 µm	50 W max	200 – 2000 µs	Contact mfr.	DOT Scanner and Free hand handpiece; touch screen monitor, Stack feature, Smart Track delivery mode, Smart Pulse, patient database, CW, PW, traditional and fractional scanning modes available. PSD technology with selectable pulse shape (SP, DP, UP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner with RF feature, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Optional diode laser module.
SmartXide ²	Fractional CO ₂	10.6 µm	80 W max	100 – 2000 µs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner with RF feature, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Optional diode laser module.
SmartXide Touch	Fractional CO ₂	10.6 µm	60 W max	100 – 2000 µs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner with RF feature, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Optional diode laser module.
SmartXide Tetra	Fractional CO ₂	10.6 µm	50 W max	100 – 2000 µs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, huge patient database. User protocol storage. Multidisciplinary.
Synchro FT	Multi-Functional Platform	1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm; 600 nm; 650 nm	700 J/cm ² (max) SP and LP / 160 J (max) energy per pulse	From 0.8 – 10 ms SP; from 2 – 30 ms LP (1-3 pulses) / From 3 – 8 ms	Contact mfr.	Five different application-specific handpieces. Top hat technology and Auto Spot Size Recognition System; contact cooling or optional external cooling connections; delivery pulse settings available; patient database and protocols. IPL: five optional filters, 30,000 shots guaranteed. No disposables.
Synchro REPLA:Y	Multi-Functional Platform	755 nm Alexandrite / 1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm; 600 nm; 650 nm	63.5 J (max) – 125 W (max) / LP: 120 J – 180 W (max); SP: 120 J (max) / 160 J (max) energy per pulse	From 2 – 50 ms (single pulse); from 2 – 40 ms (double pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode / From 3 – 8 ms	Contact mfr.	Alex emission: 5 Hz and high power (125 W) system. Nd:YAG laser module: 180 W with up to 27,000 W pulse peak power; three delivery pulse designs and adjustment feature for Alexandrite and Nd:YAG. Twelve application handpieces up to 24 mm. Auto Spot Size Recognition System. Top hat technology; contact cooling or optional external cooling connections; patient database and protocols; IPL: five filters (optional) with enhanced vascular capabilities; 500 G. No disposables.
Motus AY	High Frequency Alexandrite / Nd:YAG Laser	755 nm / 1064 nm	Up to 30 J / up to 60 J	From 2 – 50 ms (single pulse); from 4 – 80 ms (Twin pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode	Contact mfr.	Transportable device, integrated Peltier skin contact cooling. Up to 20 mm spot area with up to 10 Hz rep. rate available on both Nd:YAG and Alex wavelengths. Proprietary new Movè technology functionality for painless and smokless hair removal. Additional standard handpiece for vascular, skin rejuvenation and other dermatology indications.
LUXEA	Multifunctional Platform	Lazur	6.2 cm ² integrated 420 – 950 nm filter	8 ms; 30 ms; 50 ms	Contact mfr.	Flexible multifunctional platform; several handpieces with integrated peltier skin contact cooling and TEMP selection. 6.2 cm ² spot at 3 Hz max rep. rate; short/medium/long pulse modes.
ENDYMED Medical						
PRO, PURE 2.0	RF	N/A	85 W	Various	Contact mfr.	Intensif RF microneedling, FSR fractional skin resurfacing.
Fotona						
SP Dynamis	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm ²	0.1 – 50 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 µm spot size, 168 mm ² Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm ² Tx area. S-11: Nd:YAG scanner: 42 cm ² Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes; Nd:YAG handpieces: 2 - 20 mm spot sizes.
XS Dynamis	Er:YAG	2940 nm	Up to 500 J/cm ²	0.1 – 1.5 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 µm spot size, 168 mm ² Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm ² Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes.
QX MAX	Nd:YAG Q-Switched / Long Pulse	1064 nm, 532 nm, 585 nm, 650 nm	Up to 160 J/cm ²	5 – 20 ns, 250 µs	Contact mfr.	Handpieces: 2 - 8 mm spot sizes.
SP Spectro	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm ²	N/A	Contact mfr.	F-Runner fractional Er:YAG scanner: 250 µm spot size, 168 mm ² Tx area. S-Runner Er:YAG scanner: 4 mm spot size, 16 cm ² Tx area. S-11 Nd:YAG scanner: 42 cm ² Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes; Nd:YAG handpieces: 2 - 20 mm spot sizes.
XP Spectro	Nd:YAG / Long Pulse	1064 nm	Up to 600 J/cm ²	0.1 – 50 ms	Contact mfr.	Same as above.
XP Dynamis	Nd:YAG / Long Pulse	1064 nm	Up to 600 J/cm ²	0.1 – 50 ms	Contact mfr.	Same as above.
StarWalker MaQX	Nd:YAG Q-Switch Pico / Nano	523 nm, 585 nm, 650 nm, 1064 nm	Up to 300 J/cm ²	580 ps, 0.6 – 50 ms, 5 ns / Hybrid Pico in Nano, Fractional	Contact mfr.	R28, R29, R58, R585, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.

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Acne Tx Device Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
InMode						
Fractora / Optimas Workstation Morpheus8	Fractional RF	N/A	Up to 62 mJ/pin	Up to 2 pps	Contact mfr.	Variable pin configurations to treat active and cystic acne. Treats acne scars. Safe on ethnic skin. No pulse counter limitations. New concept of combining microneedling with a bipolar RF mechanism in the subdermal space resulting in subdermal adipose tissue remodeling with longer lasting skin contraction.
	RF	N/A	N/A	N/A	Contact mfr.	
LASEROPTEK						
PicoLO	Nd:YAG Picosecond	1064 nm / 532 nm	500 mJ / 300mJ	450 ps	Contact mfr.	Variety of handpieces: Zoom 2—7 mm; Collimator 20x20 nm, Fractional 1064 nm 10x10 mm, Fractional 532 nm 7x7 mm. Variety of handpieces: Zoom: 1—7 mm; Collimator: 8 mm; Fractional 1064 nm: 5x5 mm; Fractional: 532 nm 4x4 mm. Variety of handpieces: Zoom: 1—7mm; Collimator: 15 mm; Fractional: 9x9 mm.
HELIOS III	Q-Switched Nd:YAG	1064 nm / 532 nm	1300 mJ / 500 mJ; RTP: 1600 mJ / FR: 3500 mJ N/A	5 ns	Contact mfr.	
LOTUS III	Er:YAG	2940 nm		40 μs, 200 μs, 600 μs, 1 ms, 5 ms	Contact mfr.	
Lutronic						
eCO2	CO ₂ fractional Laser	10,600 nm	Up to 240 mJ	Ultra Pulse: 40 – 1,000 μs Super Pulse: 1 – 5 ms	Contact mfr.	Designed to address the most demanding users' ablative resurfacing needs. Multi-spot Fractional Scanning handpiece with Controlled Chaos Mode (CCM) offers complete tunability for light and aggressive procedures, as well as all levels in between. The Incisional handpiece provides additional surgical options and the ability to treat discrete lesions. High-intensity RF microneedling platform. Unique impedance measurement and feedback assures adequate levels of energy are delivered to stimulate production of collagen and elastin to improve wrinkles, laxity and acne scars. Consumables: Single patient use tip for handpiece. The 1927 nm Thulium wavelength can treat all skin types to improve sun damage, fine lines, stubborn pigment and skin health/luminosity. The included Multi-Modal Magnetic Scanning handpiece and associated caps and rollers enable a fast, comfortable, low-downtime treatment. Optional serums and cooling masks enhance results and complete the patient experience. 1.8 GW of peak power for unmatched efficacy and minimal thermal impact. Optional Dual Focused Dots Fractional 1064/532 handpiece, plus 595 nm and 660 nm handpieces (pending US FDA clearance), are designed to complement 2 – 6 mm Zoom and 6 – 10 mm Collimated Toning handpieces, designed to effectively remove/ reduce unwanted pigment and increase collagen. High peak power 0.24 GW nanosecond platform achieves efficacious results in pigment clearance, collagen stimulation and acne (scar) improvements.
Genius	Bipolar Fractional RF	N/A	50 W	10 ms – 1,000 ms	Contact mfr.	
LaseMD	Thulium Laser	1927 nm	1 – 20 mJ	N/A	Contact mfr.	
PicoPlus	Nd:YAG Picosecond and Nanosecond Laser	1064 nm / 532 nm; 595 nm and 660 nm	Up to 800 mJ	450 ps and 2 ns	Contact mfr.	
Spectra	Nd:YAG Nanosecond and Microsecond Laser	1064 nm / 532 nm; 585 nm and 650 nm	Up to 1.2 J	5 ns	Contact mfr.	
Quanta System						
Discovery Pico Derm	Picosecond Nd:YAG	1064 nm	0.6 J (ps); 2 J (μs)	450 ps; 250 μs	Contact mfr.	Peak power up to 0.8 GW at 532 nm and 1.8 GW at 1064 nm. Exclusive PicoBoost technology to allow emissions in pico, nano (not for Discovery Pico Derm) or microseconds. OptiBeam II technology for flat-top round, square and fractional spots. Spot sizes available: 3, 4.5, 6, 7.5, 9, 10.5 mm round; 2x2, 3x3, 4x4, 5x5, 7x7 (only for Discovery Pico Derm) square; fractional round 8 mm. Q-switched Ruby laser source available only with Discovery Pico Plus. Nd:YAG FD 532 nm is available for all the Pico lasers.Twain IPL and Twain 2940 options for Discovery Pico and Discovery Pico Plus. Rep. rates for Q-switched sources up to 10 Hz and OptiBeam II handpieces for square and round flat-top spots. Spot sizes for nano and microsecond modes: 3, 4.5, 6, 7.5, 9, 10.5 mm round; 2x2, 3x3, 4x4, 5x5 square. Pulsed sources with contact skin cooling or Skin Cryo air adaptor, rep. rates up to 10 Hz. Spot sizes available for pulsed 1320 nm (optional) from 6-10 mm. Q-Plus - Evo Series models: Q-Plus A (Q-switched 532 nm / 1064 nm); Q-Plus C (Q-switched 532 nm / 1064 nm and 694 nm); MDK 3 (Q-switched 532 nm / 1064 nm and pulsed 532 nm / 1064 nm); MDK 1 (Q-switched 532 nm / 1064 nm and pulsed Nd:YAG 1064 nm / 1320 nm [optional]); MDK 2 (Q-switched 532 nm / 1064 nm and pulsed 755 nm). Light - Evo Series models: Light B (pulsed 1064 nm / 1320 nm [optional]); Light A Star (pulsed 1064 nm / 1320 nm [optional]; pulsed 755 nm); Light C (pulsed 1064 nm / 1320 nm [optional] / 532 nm); Light 4V (pulsed 1064 nm / 1320 nm [optional] / 532 nm, pulsed 755 nm). Optional handpieces for the EVO Series and Discovery PICO/Pico Plus. Optional skin cooling integrated. Spot sizes: 48x13 mm² or 25x13 mm². Optional handpiece for the EVO Series, Discovery Pico/Pico Plus. Spot sizes available: 2, 4, 9, 9 dots array.
Discovery Pico / Discovery Pico Plus	Picosecond Nd:YAG	1064 nm	0.8 J (ps/ns); 2 J (μs)	450 ps; 6 ns; 12 ns; 250 μs	Contact mfr.	
Q-Plus - EVO Series	Multi-Application Platform: Q-Switched Nd:YAG / Pulsed Nd:YAG (optional)	1064 nm / 1320 nm (optional)	Up to 37.5 J/cm² (ns); 50 J/cm² (μs) / up to 35 J/cm²	6 ns; 12 ns; 250 μs / 5 – 10 ms	Contact mfr.	
Light - Evo Series	Multi-Application Platform: Pulsed Nd:YAG (optional)	1320 nm (optional)	Up to 35 J/cm²	5 – 10 ms	Contact mfr.	
Twain IPL	Pulsed Light	400 – 1200 nm	Up to 25 J/cm²	5 ms – 40 ms (pulses train duration up to 240 ms)	Contact mfr.	
Twain 2940 (only acne scars)	Er:YAG	2940 nm	Up to 10 J/cm² (non microbeam mode) Up to 121 J/cm² (microbeam mode)	0.3 ms – 1 ms	Contact mfr.	
Vydence Medical						
IPL-Sq	Square-Wave Pulse IPL Handpiece	400 – 1200 nm	33 J/cm²	Up to 100 ms	Contact mfr.	All-in-one, plug-and-play light-based handpiece for the ETHEREA-MX platform. Built-in sapphire contact-cooled square-wave pulse with 40x12 mm spot size; six plug-and-play cut-off filters: 400 nm, 515 nm, 540 nm, 580 nm, 640 nm and 695 nm; plus two additional precision spots; VascuTips: 8 mm and 12x12 mm.
Wontech Co., Ltd.						
PICOCARE	Picosecond Nd:YAG	1064 nm / 532 nm	600 mJ / 300 mJ	450 ps	Contact mfr.	Various handpieces with zoom (2 – 10 mm), collimated (7 mm), dye (595 nm, 660 nm / 3 mm), HEXA MLA (3 – 5 mm, 6 – 10 mm).
Cosjet SR	Long Pulsed Nd:YAG Laser	1064 nm / 1320 nm	50 J (1064 nm), 15 J (1320 nm)	0.3 – 1 ms (short) / 1 – 100 ms (long)	Contact mfr.	Handpiece cooling systems: skin cooling system and sapphire window contact cooling; foot switch spot sizes from 2 – 10 mm, dual cooling system with Skin Cooling Spray (SCS) and contact cooling. Spot size from 2 – 12 mm and contact cooling system with a 16 mm sapphire window.
V-laser	Long-Pulsed KTP / Nd:YAG Laser	532 nm / 1064 nm	10 J / 50 J	1 – 40 ms / 5 – 60 ms / 0.3 ms (Genesis)	Contact mfr.	

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Body Shaping Technologies Comparison Chart

Supplier	Device	Energy Source	Mechanism of Action	Regulatory Status (Europe and USA)	Price
Apyx Medical	Renuvion Cosmetic Technology	Helium Plasma / RF Energy	Unique helium plasma and proprietary RF technology allows for precisely-controlled delivery of heat to tissue that is not reliant on bulk heating. Rapid heating with near-instantaneous cooling allows for immediate tissue contraction and faster procedure times.	CE cleared. FDA cleared.	Contact mfr.
BTL	Vanquish ME	Selective Radiofrequency	Proprietary Selective Field RF with broad field applicator delivering uniform energy for circumferential reduction of the abdomen.	CE cleared. FDA cleared.	Contact mfr.
	Exilis Ultra	Focused RF and Ultrasound	Simultaneous delivery of focused RF and ultrasound energy with variable surface cooling delivers precise volumetric heating of tissue for wrinkles, laxity, cellulite and body contouring. Exilis patented applicators deliver maximum thermal effect without costly consumables.	CE cleared. FDA cleared.	Contact mfr.
	EMTONE	Combination RF and Targeted Pressure Energy	Simultaneous delivery of monopolar RF and Targeted Pressure Energy to non-invasively treat all major contributing factors to cellulite. The simultaneous effect of this combined energy results in disruption of old structures followed by the synthesis of new healthy ones leading to a thickening of the dermis, relaxation of connective septae and increase of elasticity.	FDA clearance 510k for the following is intended to provide a temporary reduction in the appearance of cellulite and heating for the purpose of elevating tissue temperature for medical conditions such as temporary relief of pain, muscle spasms, and increase in local circulation.	Contact mfr.
	EMSCULPT	HIFEM	Supra maximal muscle contractions	Cleared for strengthening, firming and toning of the abdomen, arms, buttocks, thighs and calves.	Contact mfr.
Cutera	truSculpt iD	Monopolar RF	Proprietary, low frequency and uniform delivery technology penetrates deep to treat the entire fat layer from skin to muscle to create selective apoptosis of the subcutaneous adipose tissue.	FDA Cleared, CE Mark, Health Canada.	Contact mfr.
	truSculpt flex	Current	Muscle sculpting via direct biomechanical simulation.	FDA cleared.	Contact mfr.
Cynosure	SculpSure	1060 nm Diode Laser	Using controlled energy modulation, SculpSure body contouring safely targets adipose tissue with minimal absorption in the dermis, leaving the skin's surface unharmed. Throughout the treatment, Contact Cooling is used to help provide the ideal depth of penetration for adipose tissue and cool the skin's surface for added safety and patient comfort.	FDA cleared for non-invasive lipolysis and CE marked in Europe.	Contact mfr.
DEKA	SmartLipo 6 SmartLipo 10 SmartLipo 18	1064 nm Nd:YAG Laser	Lipolisi technology with more than 15 years of experience on patients. 6 W, 10 W and 18 W versions. Customized uPulsed Nd:YAG wavelength providing physiological contractions and elimination of the fat with no inflammatory effects. Controlled photomechanical effects, photo-coagulative action and a photo-stimulative course for immediate skin tightening due to flexible pulse design.	CE cleared. FDA cleared.	Contact mfr.
ENDYMED Medical	PRO	RF	Unique tissue lifting vacuum effect doubles the energy delivery and volumetric heating of the treatment area, achieving higher treatment temperatures that target fat cells, melting the cells under the tissue to improve the appearance of cellulite, sculpt and define the body.	CE cleared. FDA cleared.	Contact mfr.
Fotona	SP Dynamis	Nd:YAG 1064 nm, Er:YAG 2940 nm	Laser assisted lipolysis, treatment of wrinkles; Photothermal - heat generated by laser light.	CE cleared. FDA cleared.	Contact mfr.
	XP-2 Focus	Nd:YAG 1064 nm	Same as above.	CE cleared. FDA cleared.	Contact mfr.
	XP Dynamis	Nd:YAG 1064 nm	Same as above.	CE cleared. FDA cleared.	Contact mfr.
	SP Spectro XP Spectro	Nd:YAG 1064 nm, Er:YAG 2940 nm Nd:YAG 1064 nm	Same as above. Same as above.	CE cleared. FDA cleared. CE cleared. FDA cleared.	Contact mfr. Contact mfr.
InMode	BodyFX and MiniFX / Contoura Workstation	Bipolar RF, Negative Pressure, Mechanical Massage, Ace Technology	Targets fatty tissue for body and cellulite Tx. RF provides precise, optimal heating of skin for contraction and body shaping using A.C.E. (Acquire, Control, Extend) technology to optimize maximal energy. Vacuum massage with gentle pressure allows maximum depth. Tissue temperature and impedance monitoring achieves and maintains optimal Tx temperature endpoints for enhanced safety and reduced risk of thermal injury. No consumables.	CE cleared. FDA cleared.	Contact mfr.
	BodyTite, FaceTite, AccuTite and EmbraceRF	RF	RF-assisted lipolysis. Dual electrode configuration allows both internal coagulation (fat) and external skin contraction. ACE technology prevents overheating.	CE cleared. FDA cleared.	Contact mfr.
Millennium Medical Technologies, Inc.	AcquiCell and Lipo-Loop	Electric	Vibration	CE cleared. FDA registered.	Contact mfr.
Thermi, a Celling Biosciences Company	ARVATI	Temperature Controlled RF	Versatile modalities and safe delivery of rapid results through controlled heating using RF to initiate positive tissue change and naturally stimulate collagen. Address common signs of aging and/or weight loss (fine lines, post-baby body, cellulite, loose skin and tissue laxity).	FDA cleared.	Contact mfr.
Zimmer MedizinSystems	ZWave	Electromagnetic Ballistic Radial Pulse	Mechanical impact: radial pulse technology temporarily reduces the appearance of cellulite. Electromagnetic generator creates ballistic force that is transferred to the applicator. Pulsed radial wave therapy is delivered to the treatment area for cellulite Tx and enhanced body shaping.	CE cleared. FDA cleared.	Contact mfr.

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Skin Rejuvenation Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Aerolase						
Neo Elite	650 μs Nd:YAG	1064 nm	Up to 1272 J/cm ²	650 μs – 1.5 ms	Contact mfr.	36 applications with single handpiece. No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No routine maintenance. Portable (25 lbs.). All laser accessories, training and marketing package included. No per treatment consumables and no skin contact by handpiece. No service contracts. Portable (22 lbs.). All laser accessories, training and marketing package included.
Era	Er:YAG	2940 nm	Up to 1400 mJ	300 μs	Contact mfr.	
Aesthetics Biomedical						
The Vivace Experience	Microneedling with RF	1 and 2 MHz	70 W	100 – 800 ms	Contact mfr.	
CureVoya						
Frozen C	Concentrated, Controlled Medical Grade Cryogen at -78° C	N/A	Cryogen -78° C	N/A	Contact mfr.	Included.
Cutera						
xeo excel V+ enlighten (Pico Genesis)	Laser Laser Laser	1064 nm 532 nm, 1064 nm 532 nm / 670 nm / 1064 nm	Up to 300 J/cm ² Up to 300 J/cm ² 400 mJ / 125 mJ / 800 mJ	Up to 300 ms Up to 60 ms 750 ps, 2 ns / 660 ps / 750 ps, 2 ns	Contact mfr. Contact mfr. Contact mfr.	Optional IPL handpieces. Dermastat pen.
Cynosure						
TempSure Envi	Monopolar Radio-frequency Platform Aesthetic Laser	N/A	300 W with 4 MHz RF delivery	N/A	Contact mfr.	Three handpieces (10, 15, 20 mm), ultrasound gel and neutral pads. Skindel melanin reader, four IPL handpieces, 1540 handpiece, 2940 handpiece and a 1064+ handpiece.
Icon		1540 nm, 2940 nm and 1064 nm	MaxG IPL Handpiece: Up to 80 J/cm ² MaxYs IPL Handpiece: Up to 90 J/cm ² MaxR IPL Handpiece: Up to 48 J/cm ² MaxRs IPL Handpiece: Up to 72 J/cm ² 165 – 200 mJ	1540 Handpiece: 10 ms; 15 ms 2940 Handpiece: .25 ms; 3 ms; 5 ms 1064+ Handpiece: 10 – 100 ms	Contact mfr.	
PicoSure	Picosecond Aesthetic Laser	532 nm; 755 nm; 1064 nm		550 – 750 ps	Contact mfr.	
DEKA						
SmartXide DOT	Fractional CO ₂	10.6 μm	50 W max	200 – 2000 μs	Contact mfr.	DOT Scanner and Free hand handpiece; touch screen monitor, Stack feature, Smart Track delivery mode, Smart Pulse, patient database, CW, PW, traditional and fractional scanning modes available. PSD technology with selectable pulse shape (SP, DP, UP; HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner with RF feature, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Optional diode laser module. PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner with RF feature, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Optional diode laser module. Multidisciplinary. PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, huge patient database. User protocol storage. Multidisciplinary. Interchangeable snap-on filters; integrated skin contact cooling; lamp water cooling; transportable, 3.1 cm ² or 6.2 cm ² spot area available. IR filter available for increased skin tightening. Five application-specific handpieces. Top hat technology and Auto Spot Size Recognition System; contact cooling or optional external cooling connections; delivery pulse settings available; patient database and protocols. IPL: five optional filters, 30,000 shots guaranteed. No disposables. Alex emission: 5 Hz and high power (125 W) system. Nd:YAG laser module: 180 W with up to 27,000 W pulse peak power; three delivery pulse designs and adjustment feature for Alexandrite and Nd:YAG. Twelve application handpieces up to 24 mm. Auto Spot Size Recognition System. Top hat technology; contact cooling or optional external cooling connections; patient database and protocols; IPL: five filters (optional) with enhanced vascular capabilities; 500 G. No disposables. Transportable device, integrated Peltier skin contact cooling. Up to 20 mm spot area with up to 10 Hz rep. rate on both Nd:YAG and Alex wavelengths. Proprietary new Moveo technology functionality for painless and smokless hair removal. Additional standard handpiece for vascular, skin rejuvenation and other dermatology indications. Flexible multifunctional platform; several handpieces with integrated peltier skin contact cooling. Different filter solutions for different skin rejuvenation needs (either vascular; BPL, etc.) Up to 10 Hz rep rate available on laser wavelengths. Additional standard handpiece for vascular, skin rejuvenation and other dermatology indications. Contact cooling and delivery pulse settings available. Three filters with up to 120,000 shots guaranteed IPL included. No disposables.
SmartXide ²	Fractional CO ₂	10.6 μm	80 W max	100 – 2000 μs	Contact mfr.	
SmartXide Touch	Fractional CO ₂	10.6 μm	60 W max	100 – 2000 μs	Contact mfr.	
SmartXide Tetra	Fractional CO ₂	10.6 μm	50 W max	100 – 2000 μs	Contact mfr.	
MiniSilk FT	Pulsed Light System	500 nm, 520 nm, 550 nm; 600 nm; 650 nm Filter	2 – 2.5 J/cm ²	2 – 85 ms (1-3 pulses)	Contact mfr.	
Synchro FT	Multi-Functional Platform	1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm; 600 nm; 650 nm	700 J/cm ² (max) SP and LP / 160 J (max) energy per pulse	From 0.8 – 10 ms SP; from 2 – 30 ms LP (1-3 pulses) / From 3 – 8 ms	Contact mfr.	
Synchro REPLA:Y	Multi-Functional Platform	755 nm Alexandrite / 1064 nm Nd:YAG / IPL: 500 nm; 520 nm; 550 nm; 600 nm; 650 nm	63.5 J (max) – 125 W (max) / LP: 120 J – 180 W (max); SP: 120 J (max) / 160 J (max) energy per pulse	From 2 – 50 ms (single pulse); from 2 – 40 ms (double pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode / From 3 – 8 ms	Contact mfr.	
Motus AY	High Frequency Alexandrite / Nd:YAG Laser	755 nm / 1064 nm	Up to 30 J / up to 60 J	From 2 – 50 ms (single pulse); from 4 – 80 ms (Twin pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode	Contact mfr.	
LUXEA	Multifunctional Platform	Lilac, Prisma, Sparks, Lazur, Viridis	6.2 cm ² interchangeable filters: 550 nm, 600 nm and 650 – 1200 nm. 1064 nm Q-switched: 2x2 mm/ 3x3 mm spot size. 1064 nm Nd:YAG: 2.5 mm/4 mm/6 mm/ 10 mm spot size. 6.2 cm ² integrated 420 – 1200 nm filter. 21 cm ² integrated 500 – 677 nm and 854 – 1200 nm (band pass) filter called 500 G.	Single Pulse: from 3 – 50 ms, 6 ns, 6 – 30 ms, 8 ms, 30 ms, 50 ms, from 5-50 ms.	Contact mfr.	

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Skin Rejuvenation Comparison Chart

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ENDYMED Medical						
PRO	RF	N/A	85 W	Various	Contact mfr.	iFine, Small, Mini-Shaper, Shaper, Intensif RF microneedling, FSR fractional skin resurfacing and Contour handpieces.
PURE 2.0	RF	N/A	65 W	Various	Contact mfr.	iFine, Small, Mini-Shaper, Shaper, Intensif RF microneedling, FSR fractional skin resurfacing and Contour handpieces.
Fotona						
SP Dynamis	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm ²	0.1 – 50 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 µm spot size, 168 mm ² Tx area S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm ² Tx area. S-11: Nd:YAG scanner: 42 cm ² Tx area. Er:YAG handpieces: 0.25 – 12 mm spot sizes; Nd:YAG handpieces: 2 – 20 mm spot sizes.
SP Dynamis	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm ²	0.1 – 50 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 µm spot size, 168 mm ² Tx area S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm ² Tx area. S-11: Nd:YAG scanner: 42 cm ² Tx area. Er:YAG handpieces: 0.25 – 12 mm spot sizes; Nd:YAG handpieces: 2 – 20 mm spot sizes.
XS Dynamis	Er:YAG	2940 nm	Up to 500 J/cm ²	0.1 – 1.5 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 µm spot size, 168 mm ² Tx area S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm ² Tx area. Er:YAG handpieces: 0.25 – 12 mm spot sizes.
XP MAX	Nd:YAG	1064 nm	Up to 600 J/cm ²	0.1 – 300 ms	Contact mfr.	S-11: Nd:YAG scanner: 42 cm ² Tx area. Nd:YAG handpieces: 2 – 20 mm spot sizes.
QX MAX	Nd:YAG Q-Switched / Long Pulse	1064 nm, 532 nm, 585 nm, 650 nm	Up to 160 J/cm ²	5 – 20 ns / 250 µs	Contact mfr.	Handpieces: 2 - 8 mm spot sizes.
SP Spectro	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm ²	N/A	Contact mfr.	F-Runner fractional Er:YAG scanner: 250 µm spot size, 168 mm ² Tx area. S-Runner Er:YAG scanner: 4 mm spot size, 16 cm ² Tx area. S-11 Nd:YAG scanner: 42 cm ² Tx area. Er:YAG handpieces: 0.25 – 12 mm spot sizes; Nd:YAG handpieces: 2 – 20 mm spot sizes.
XP Spectro	Nd:YAG / Long Pulse	1064 nm	Up to 600 J/cm ²	0.1 – 50 ms	Contact mfr.	S-11 Nd:YAG scanner: 42 cm ² Tx area. Nd:YAG handpieces: 2 – 20 mm spot sizes.
XP Dynamis StarWalker MaQX	Nd:YAG / Long Pulse Nd:YAG Q-Switch Pico / Nano	1064 nm 523 nm, 585 nm, 650 nm, 1064 nm	Up to 600 J/cm ² Up to 300 J/cm ²	0.1 – 50 ms 580 ps, 0.6 – 50 ms, 5 ns / Hybrid Pico in Nano, Fractional	Contact mfr. Contact mfr.	Same as above. R28, R29, R58, R585, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.
InMode						
Lumecca/Optimas Workstation	Spectrum Shifted IPL	515 – 1200 nm, 580 – 1200 nm	10 – 30 J/cm ²	5 – 30 ms	Contact mfr.	Delivers 40% of total energy between 500 - 600 nm. Provides a photofacial in one to three treatments. Powerful peak power: 3,000 W/cm ² . No consumables.
Forma/Optimas Workstation	Bipolar RF	N/A	Up to 65 W	N/A	Contact mfr.	Non-invasive subdermal heating for collagen remodeling and contraction. RF current flows uniformly between the electrodes for a comfortable and safe Tx. ACE technology features built-in temperature controls to attain clinically proven optimal epidermal temperature, and exclusive capability for prolonged exposure at therapeutic temperatures.
Fractora/Optimas Workstation	Fractional RF	N/A	Up to 62 mJ/Pin	Up to 2 pps	Contact mfr.	Variable pin configurations and TX depths allow for a Designer Dermis approach to treatment. Safe on ethnic skin. No pulse counter limitations.
FaceTite, AccuTite + Morpheus8	RF	N/A	N/A	N/A	Contact mfr.	Subdermal adipose tissue remodeling targets skin laxity through subdermal RF and underlying fat coagulation. Bridging the treatment gap between non-invasive and surgical, EmbraceRF is perfect for patients who are not candidates for a face-lift, but want dramatic results without the downtime.
Morpheus8	RF	N/A	N/A	N/A	Contact mfr.	New concept of combining microneedling with a bipolar RF mechanism in the subdermal space resulting in subdermal adipose tissue remodeling with longer lasting skin contraction.
Jeisys Medical						
INTRAcet PRO	Fractional RF Microneedle	Radiofrequency	Up to 78.4 J/cm ²	N/A	Contact Perigee Medical	Disposable tips.
IntraGen	Non-Ablative RF	N/A	Monopolar RF; Power Level: 5 – 200 W	N/A	Contact Perigee Medical	Disposable tips, NeuViva handpiece.
EDGE	Fractional CO ₂	10,600 nm	1 – 300 mJ	N/A	Contact Perigee Medical	Fractional, surgical, NeuViva handpiece.
SmoothCool	Intense Pulsed Light	Long pass: 530 – 800 nm, Band pass: 420 – 600 nm	Up to 65 J/cm ²	N/A	Contact Perigee Medical	HR, SR handpiece, eight interchangeable filters.
TRI-BEAM	Nd:YAG (Q-switched)	1064 nm / 532 nm	Up to 3.5 J / 450 mJ	5 – 10 ns (Q-switched); 300 µs (Quasi-long pulse)	Contact Perigee Medical	Tattoo and pigment removal handpieces.
Lasering USA						
SLIM E30 MiXto SX	CO ₂	10,600 nm	0.5 – 30 W	2.5 – 16 ms	Contact mfr.	Patented chopped CW fractional scanner system; 20 x 20 mm, 180 micron scanning handpiece; 300 micron scanning handpiece; full range of cutting handpieces, micromanipulator and GYN handpiece for vaginal therapy. No disposables.
SLIM EVOLUTION II MiXto PRO Velure S5 MiXto VX	CO ₂ LBO Diode	10,600 nm 532 nm	0.5 – 30 W 0.1 – 5 W	2.5 – 16 ms 10 – 1,000 ms	Contact mfr. \$29,500	Same as above. MiXto VX Fractional scanner for non-ablative skin rejuvenation. Focusing handpieces with spot sizes of 0.3 mm, 0.5 mm, 1.0 mm, 1.5 mm. No disposables.

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Skin Rejuvenation Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
LASEROPTEK						
PicoLO	Nd:YAG Picosecond	1064 nm / 532 nm	500 mJ / 300mJ	450 ps	Contact mfr.	Variety of handpieces: Zoom 2—7 mm; Collimator: 20x20 nm, Fractional 1064 nm 10x10 mm, Fractional 532 nm 7x7 mm.
HELIOS III	Q-Switched Nd:YAG	1064 nm / 532 nm	1300 mJ / 500 mJ; RTP: 1600 mJ / FR: 3500 mJ	5 ns	Contact mfr.	Variety of handpieces: Zoom: 1—7 mm; Collimator: 8 mm; Fractional 1064 nm: 5x5 mm; Fractional: 532 nm 4x4 mm.
LOTUS III	Er:YAG	2940 nm	N/A	40 µs, 200 µs, 600 µs, 1 ms, 5 ms	Contact mfr.	Variety of handpieces: Zoom: 1—7mm; Collimator: 15 mm; Fractional: 9x9 mm.
Lutronic						
eCO2	CO ₂ Fractional Laser	10,600 nm	Up to 240 mJ	Ultra Pulse: 40 – 1,000 µs Super Pulse: 1 – 5 ms	Contact mfr.	Designed to address the most demanding users' ablative resurfacing needs. Multi-spot Fractional Scanning handpiece with Controlled Chaos Mode (CCM) offers complete tunability for light and aggressive procedures, as well as all levels in between. The Incisional handpiece provides additional surgical options and the ability to treat discrete lesions.
Genius	Bipolar Fractional RF	N/A	50 W	10 – 1,000 ms	Contact mfr.	High-intensity RF microneedling platform. Unique impedance measurement and feedback assures adequate levels of energy are delivered to stimulate production of collagen and elastin to improve wrinkles, laxity and acne scars.
LaseMD	Thulium Laser	1927 nm	1 – 20 mJ	N/A	Contact mfr.	Consumables: Single patient use tip for handpiece. The 1927 nm Thulium wavelength can treat all skin types to improve sun damage, fine lines, stubborn pigment and skin health/luminosity. The included Multi-Modal Magnetic Scanning handpiece and associated caps and rollers enable a fast, comfortable, low-downtime treatment. Optional serums and cooling masks enhance results and complete the patient experience.
PicoPlus	Nd:YAG Picosecond and Nanosecond Laser	1064 nm / 532 nm; 595 nm and 660 nm	Up to 800 mJ	450 ps and 2 ns	Contact mfr.	1.8 GW of peak power for unmatched efficacy and minimal thermal impact. Optional Dual Focused Dots Fractional 1064/532 handpiece, plus 595 nm and 660 nm handpieces (pending US FDA clearance), are designed to complement 2 – 6 mm Zoom and 6 – 10 mm Collimated Toning handpieces, designed to effectively remove/reduce unwanted pigment and increase collagen.
Spectra <i>Hollywood Laser Peel</i>	Nd:YAG Nanosecond and Microsecond Laser	1064 nm / 532 nm; 585 nm and 650 nm	Up to 1.2 J	5 ns	Contact mfr.	High peak power 0.24 GW nanosecond platform achieves efficacious results in pigment clearance, collagen stimulation and acne (scar) improvements.
Quanta System						
Discovery Pico Derm	Picosecond FD Nd:YAG / Picosecond Nd:YAG	532 nm / 1064 nm	0.3 J (ps) / 0.6 J (ps); 2 J (µs)	400 ps / 450 ps; 250 µs	Contact mfr.	Peak power up to 0.8 GW at 532 nm and 1.8 GW at 1064 nm. Exclusive Pico-Boost technology allows emissions in pico, nano (not for Discovery Pico Derm) or microseconds. OptiBeam II technology for flat-top round, square and fractional spots. Spot sizes available: 3, 4.5, 6, 7.5, 9, 10.5 mm round; 2x2, 3x3, 4x4, 5x5, 7x7 (only for Discovery Pico Start) square; fractional round 8 mm; Twain IPL and Twain 2940 options for Discovery Pico and Discovery Pico Plus.
Discovery Pico / Discovery Pico Plus	Picosecond FD Nd:YAG / Picosecond Nd:YAG / Ruby Q-Switched (only for Discovery Pico Plus)	532 nm / 1064 nm / 694 nm	0.3 J (ps); 0.4 J (ns) / 0.8 J (ps/ns); 2 J (µs) / 1.2 J (ns); 2 J (ms)	400 ps; 6 ns; 12 ns / 450 ps; 6 ns; 12 ns; 250 µs / 30 ns; 2 ms	Contact mfr.	Rep. rates for Q-switched sources up to 10 Hz, 3 Hz for Ruby, and OptiBeam II handpieces for square and round flat-top spots. Spot sizes for nano and microsecond modes: 3, 4.5, 6, 7.5, 9, 10.5 mm round; 2x2, 3x3, 4x4, 5x5 square. Pulsed sources with contact skin cooling or Skin Cryo air adaptor; rep. rates up to 10 Hz. Spot sizes available for pulsed 755 nm from 6-16 mm; pulsed 532 nm from 2-6 mm; pulsed 1064 nm from 2-16 mm; pulsed 1320 nm (optional) from 6-10 mm. Twain IPL and Twain 2940 are optional.
Q-Plus - EVO Series	Multi-Application Platform: Q-Switched Nd:YAG / Q-Switched FD Nd:YAG / Q-Switched Ruby / Pulsed Nd:YAG / Pulsed FD Nd:YAG / Pulsed Nd:YAG (optional) Pulsed Alexandrite	1064 nm / 532 nm / 694 nm / 1064 nm / 532 nm / 1320 nm (optional) / 755 nm	Up to 37.5 J/cm ² (ns); 50 J/cm ² (µs) / up to 15 J/cm ² / up to 30 J/cm ² (ns); 25 J/cm ² (ms) / up to 300 J/cm ² / up to 95 J/cm ² / up to 35 J/cm ² / up to 60 J/cm ²	6 ns; 12 ns; 250 µs / 6 ns; 12 ns / 30 ns; 2 ms / 0.3 – 300 ms / 2 – 25 ms / 5 – 10 ms / 0.3 – 300 ms	Contact mfr.	Q-Plus-Evo Series models: Q-Plus A (Q-switched 532 nm / 1064 nm); Q-Plus C (Q-switched 532 nm / 1064 nm and 694 nm); Q-Plus R (Q-switched 694 nm); MDK3 (Q-switched 532 nm / 1064 nm and pulsed 532 nm / 1064 nm); MDK 1 (Q-switched 532 nm / 1064 nm and pulsed 1064 nm / 1320 nm [optional]); MDK 2 (Q-switched 532 nm / 1064 nm and pulsed 755 nm). Light-EVO Series models: Light B (pulsed 1064 nm / 1320 nm); Light A Star (pulsed Nd:YAG 1064 nm / 1320 nm; pulsed 755 nm); Light C (pulsed 1064 nm / 1320 nm / 532 nm); Light 4V (pulsed 1064 nm / 1320 nm / 532 nm, pulsed 755 nm). Skin Cryo air adaptor integrated into laser handpiece and software integrated cooling system. Optional powerful scanner available with a maximum of 29 cm ² scanning area, multiple fill modes and shapes.
Light - Evo Series	Multi-Application Platform: Pulsed Alexandrite / Pulsed FD Nd:YAG / Pulsed Nd:YAG / Pulsed Nd:YAG (optional)	755 nm / 532 nm / 1064 nm / 1320 nm (optional)	Up to 60 J/cm ² / Up to 95 J/cm ² / Up to 300 J/cm ² / Up to 35 J/cm ²	0.3 – 300 ms / 2 – 25 ms / 0.3 – 300 ms / 5 – 10 ms	Contact mfr.	Thunder Series models: Thunder HR (pulsed 755 nm), Thunder VT (pulsed 1064 nm), Thunder (pulsed 755 nm / 1064 nm). Handpiece spot sizes up to 24 mm; rep. rate for both wavelengths up to 10 Hz with handpiece and 15 Hz with scanner.
Thunder Series	Pulsed Alexandrite / Pulsed Nd:YAG	755 nm / 1064 nm	Up to 60 J/cm ² / up to 300 J/cm ²	0.3 – 300 ms / 0.3 – 300 ms	Contact mfr.	Optional handpieces for the EVO Series and Discovery PICO / Pico Plus. Optional skin cooling integrated. Spot sizes: 48x13 mm ² or 25x13 mm ²
Twain IPL	Pulsed Light	570 nm – 1200 nm / 550 nm – 1200 nm	Up to 25 J/cm ²	5 – 40 ms (pulse train duration up to 240 ms)	Contact mfr.	Optional handpiece for the EVO Series, Discovery Pico / Pico Plus. Spot sizes available: 2, 4, 9, 9 dots array.
Twain 2940	Er:YAG	2940 nm	Up to 10 J/cm ² (non microbeam mode) / up to 121 J/cm ² (microbeam mode)	0.3 ms – 1ms	Contact mfr.	
Rohrer Aesthetics, LLC						
Phoenix CO ₂ Laser	CO ₂	10,600 nm	Adjustable up to 200 mJ / point	Adjustable up to 20 ms	\$37,495	Incisional handpiece and ergonomic, microthermal zone scanner. Pixelated scanner features unique scanning technology to customize treatment for individual patients. 30 mm x 30 mm pattern size allows resurfacing of both hands in under 2 minutes. Can also be used to improve vaginal health.

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Skin Rejuvenation Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Rohrer Aesthetics, LLC - continued						
Spectrum	Er:YAG	2940 nm	1000 mJ	300 ms	\$57,495 (fully loaded) \$29,995 (with single handpiece)	Multi-platform laser/IPL features: 810 diode, Er:YAG, Q-switched Nd:YAG, long pulsed YAG and IPL. Er:YAG features adjustable spot size from 1.5 mm - 6 mm and adjustable Hz rate from 1 - 5 pulses/sec allowing treatment of a full face in under 15 minutes. Safe to treat the neck and chest; removes fine lines, wrinkles and pigmentation (including melasma); and can safely be used on most skin types.
Vydence Medical						
ACROMA-QS	Nd:YAG Q-switched, Dual-Wavelength Laser Handpiece	1064 nm; 532 nm	1500 mJ	20 ns	Contact mfr.	Available for the ETHEREA-MX platform; five spot sizes available: 3, 5 and 7 mm for 1064 nm, and 3 and 5 mm for 532 nm.
IntensellR	High-Powered, Halogen Lamp, Pre/Post-Cooled Infrared Light Handpiece	850 - 1800 nm	130 J/cm ²	3 - 10 seconds	Contact mfr.	Light-based handpiece for the ETHEREA-MX platform with both in-motion and stamping modes, as well as a 30x12 mm spot size.
IPL-Sq	Square-Wave Pulse IPL Handpiece	400 - 1200 nm	33 J/cm ²	Up to 100 ms	Contact mfr.	All-in-one, plug-and-play light-based handpiece for the ETHEREA-MX platform. Built-in sapphire contact-cooled square-wave pulse with 40x12 mm spot size; six plug-and-play cut-off filters: 400 nm, 515 nm, 540 nm, 580 nm, 640 nm and 695 nm; plus two additional precision spots; VascuTips: 8 mm and 12x12 mm.
Wontech Co., Ltd.						
PICOCARE	Picosecond Nd:YAG	1064 nm / 532 nm	600 mJ / 300 mJ	450 ps	Contact mfr.	Zoom (2 - 10 mm), collimated (7 mm), dye (595 nm, 660 nm / 3 mm) and HEXA MLA (3-5 mm, 6-10 mm) handpieces; and footswitch.
PASTELLE	Q-Switched Nd:YAG Laser	532 nm, 1064 nm	532 nm: 500 mJ, 1064 nm: 1,300 mJ, PTP Mode: 1,600 mJ, Genesis mode: 3,500 mJ	4 - 48 ns (QS mode) / 80 - 480 µs (Genesis mode)	Contact mfr.	Zoom (2-10 mm), collimated (7 mm) and dye (595 nm, 660 nm / 3 mm) handpieces; and footswitch.
COSJET SR	Long Pulsed Nd:YAG Laser	1064 nm, 1320 nm	50 J (1064 nm), 15 J (1320 nm)	0.3 - 1 ms (short) / 1 - 100 ms (long)	Contact mfr.	Handpiece cooling systems: skin cooling system and sapphire window contact cooling; foot switch spot size from 2-10 mm.
Ultraskin II	HIFU	N/A	3.0 J/cm ²	N/A	Contact mfr.	Standard cartridges: 4.5 mm, 3.0 mm. Optional cartridges: 1.5 mm, 13 mm. 10,000 shots.
V-laser	Long-Pulsed KTP / Nd:YAG Laser	532 nm / 1064 nm	10 J / 50 J	1 - 40 ms / 5 - 60 ms / 0.3 ms (Genesis)	Contact mfr.	Spot size: 2, 3, 4, 5, 6, 8, 10, 12 mm; Sapphire window contact cooling.
Sandro Dual	Long-Pulsed Alexandrite / Nd:YAG Laser	755 nm / 1064 nm / Hybrid mode (755 - 1064 nm, 1064 - 755 nm)	50 J / 80 J / 60 J	0.2 - 300 ms / 0.2 - 300 ms / 5 - 50 ms	Contact mfr.	Spot size: 2, 3, 5, 7, 10, 12, 15, 18, 20 mm; Skin Cooling Spray (SCS).

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Product Profiles



StarWalker MaQX

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

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



MiXto/V-Lase

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MOTUS AY

The new MOTUS AY 755 nm high frequency Alexandrite and Nd:YAG laser system offers totally painless and smokeless hair removal procedures for skin types I to VI. Utilizing DEKA's proprietary new Möveo technology, MOTUS AY provides a high degree of treatment comfort with excellent tolerability. MOTUS AY allows for easy and full parameter control (soft, medium, high) and countdown selectable energy levels enabling physicians to tailor treatments. Additionally, pigmented and vascular lesions and skin rejuvenation issues can be addressed with additional handpieces.

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

Fractional Technologies Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Aerolase						
Era	Er:YAG	2940 nm	Up to 1400 mJ	300 µs	Contact mfr.	No per treatment consumables and no skin contact by handpiece. No service contracts. Portable (22 lbs.). All laser accessories, training and marketing package included.
Aesthetics Biomedical						
The Vivace Experience	Microneedling with RF	1 MHz and 2 MHz	70 W	100 – 800 ms	Contact mfr.	
Cutera						
xeo pearl	YSGG	2940 nm	Up to 3.5 J/cm ²	≤1000 µs	Contact mfr.	
xeo pearl fractional	YSGG	2940 nm	<400 mJ	≤1000 µs	Contact mfr.	
Secret RF	Microneedling with RF	RF: 2 MHz	70 W (64 pin), 25 W (25 pin)	50 – 950 ms	Contact mfr.	
DEKA						
SmartXide DOT	Fractional CO ₂	10.6 µm	50 W max.	200 – 2,000 µs	Contact mfr.	DOT Scanner and Free hand handpiece; touch screen monitor, Stack feature, Smart Track delivery mode, Smart Pulse, patient database, CW, PW, traditional and fractional scanning modes available.
SmartXide ²	Fractional CO ₂	10.6 µm	80 W max.	100 – 2,000 µs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, UP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner with RF feature, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Optional diode laser module. Multidisciplinary.
SmartXide Touch	Fractional CO ₂	10.6 µm	60 W max.	100 – 2,000 µs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner with RF feature, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, multimedia built-in training videos, huge patient database with videos and photos. User protocol storage. Multidisciplinary.
SmartXide Tetra	Fractional CO ₂	10.6 µm	50 W max.	100 – 2,000 µs	Contact mfr.	PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), DOT/RF scanner, Free hand, TFT touch screen monitor, Stack and Smart Track delivery mode, huge patient database. User protocol storage. Multidisciplinary.
ENDYMED Medical						
FSR Fractional Skin Resurfacing Handpiece	Fractional RF	N/A	N/A	Various	Contact mfr.	FSR combines fractional ablation with 3DEEP deep volumetric heating, and offers superior skin penetration depth of 2.9 mm.
Intensif Fractional RF Microneedling Handpiece	RF Microneedling	N/A	Various	N/A	Contact mfr.	Intensif RF Microneedling with Fractionated Pulse Mode offers needle insertion depth of 5 mm (on the PRO) and non-insulated needles for deep volumetric heating of the dermis while protecting the epidermis.
Fotona						
SP Dynamis	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm ²	0.1 – 50 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 µm spot size, 168 mm ² Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes.
XS Dynamis	Er:YAG	2940 nm	Up to 500 J/cm ²	0.1 – 1.5 ms	Contact mfr.	Same as above.
StarWalker MaQX	Nd:YAG Q-Switch Pico / Nano	523 nm, 585 nm, 650 nm, 1064 nm	Up to 300 J/cm ²	580 ps, 0.6 – 50 ms, 5 ns / Hybrid Pico in Nano, Fractional	Contact mfr.	R28, R29, R58, R585, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.
Lasering USA						
SLIM E30 MiXto SX	CO ₂	10,600 nm	0.5 – 30 W	2.5 – 16 ms	Contact mfr.	Patented chopped CW fractional scanner system; 20 x 20 mm, 180 and 300 micron scanning handpieces, full range of cutting handpieces, micromanipulator and GYN handpiece for vaginal therapy. No disposables.
SLIM EVOLUTION II MiXto PRO Velure S5 VX	CO ₂ LBO Diode	10,600 nm 523 nm Fractional	0.5 – 30 W 0.1 – 5 W	2.5 – 16 ms 10 – 1000 ms	Contact mfr. Contact mfr.	Same as above. MiXto VX Fractional scanner for non-ablative skin rejuvenation.
LASEROPTEK						
PicoLO	Nd:YAG Picosecond	1064 nm / 532 nm	500 mJ / 300mJ	450 ps	Contact mfr.	Variety of handpieces: Zoom 2–7 mm; Collimator 20x20 nm, Fractional 1064 nm 10x10 mm, Fractional 532 nm 7x7 mm.
HELIOS III	Q-Switched Nd:YAG	1064 nm / 532 nm	1300 mJ / 500 mJ; RTP: 1600 mJ / FR: 3500 mJ	5 ns	Contact mfr.	Variety of handpieces: Zoom: 1–7 mm; Collimator: 8 mm; Fractional 1064 nm: 5x5 mm; Fractional: 532 nm 4x4 mm.
LOTUS III	Er:YAG	2940 nm	N/A	40 µs, 200 µs, 600 µs, 1 ms, 5 ms	Contact mfr.	Variety of handpieces: Zoom: 1–7mm; Collimator: 15 mm; Fractional: 9x9 mm.
Quanta System						
Discovery Pico Derm	Picosecond FD Nd:YAG / Picosecond Nd:YAG	532 nm / 1064 nm	0.3 J (ps) / 0.6 J (ps); 2 J (µs)	400 ps / 450 ps; 250 µs	Contact mfr.	Peak power up to 0.8 GW at 532 nm and 1.8 GW at 1064 nm. Exclusive PicoBoost technology to allow emissions in pico, nano (not for Discovery Pico Derm) or microseconds. OptiBeam II technology for flat-top round, square and fractional spots. Spot sizes available: 3, 4.5, 6, 7.5, 9, 10.5 mm round; 2x2, 3x3, 4x4, 5x5, 7x7 (only for Discovery Pico Derm) square; fractional round 8 mm.
Discovery Pico / Discovery Pico Plus	Picosecond Nd:YAG / Picosecond FD Nd:YAG	532 nm / 1064 nm	0.3 J (ps); 0.4 J (ns) / 0.8 J (ps/ns); 2 J (µs)	400 ps; 6 ns; 12 ns / 450 ps; 6 ns; 12 ns; 250 µs		Q-switched Ruby laser source available only with Discovery Pico Plus. Twain IPL and Twain 2940 options for Discovery Pico and Discovery Pico Plus.
Twain 2940	Er:YAG	2940 nm	Up to 10 J/cm ² (non microbeam mode); up to 121 J/cm ² (microbeam mode) Up to 95 J/cm ²	0.3 – 1 ms	Contact mfr.	Optional handpiece for the EVO Series, Discovery Pico/Pico Plus. Spot sizes available: 2, 4, 9, 9 dots array.

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

Fractional Technologies Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Rohrer Aesthetics, LLC Phoenix CO ₂ Laser	CO ₂	10,600 nm	Adjustable up to 200 mJ/point	Adjustable up to 20 ms	\$37,495	Incisional handpiece and ergonomic, microthermal zone scanner. Pixelated scanner features unique scanning technology to customize treatment for individual patients. 30 mm x 30 mm pattern size allows resurfacing of both hands in under 2 minutes. Can also be used to improve vaginal health.
Vydence Medical						
ProDeep	Microfractional Non-Ablative 1340 Nd:YAP Laser	1340 nm	200 mJ/MTZ	3-20 ms	Contact mfr.	Laser handpiece for the ETHEREA-MX platform with a built-in cooling system adapter. Two spot sizes available: 8 mm, 100 MTZ/cm ² and 6 mm (collimated).
GoSmooth	Microfractional Non-Ablative 1540 nm Er:Glass	1540 nm	N/A	N/A	Contact mfr.	Laser handpiece for the ETHEREA-MX platform with a built-in cooling system adapter; two spot sizes available: 8 mm, 100 MTZ/cm ² and 8 mm, 400 MTZ/cm ² .
DualMode	Microfractional Ablative/Coagulative Er:YAG Laser	2940 nm	8 J	0.3 – 400 ms	Contact mfr.	Laser handpiece for the ETHEREA-MX platform with a built-in smoke evacuator system adapter; four spot sizes available: 8 mm, 100 MTZ/cm ² , 8 mm, 400 MTZ/cm ² , 2.5 and 6 mm (collimated).
Wontech Co., Ltd.						
PICOCARE	Picosecond Nd:YAG	1064 nm / 532 nm	600 mJ / 300 mJ	370 ps / 450 ps	Contact mfr.	Zoom (2 – 10 mm), collimated (7 mm), dye (595 nm, 660 nm / 3 mm) and HEXA MLA (3-5 mm, 6-10 mm) handpieces; and footswitch.
Lavieen	Thulium Fractional Laser	1927 nm	10 W	0.1 – 10 ms	Contact mfr.	Separately adjustable energy and pulse duration; adjustable shape and size of the laser beam. Tips: 10 mm, 20 mm, 30 mm. No consumables.

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Product Profiles



EMSELLA

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

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



Z Wave Q

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



ETHEREA-MX

ETHEREA-MX is a versatile and powerful laser workstation. It can operate with up to seven unique, gold standard solid-state laser and light-based technologies, built into easy to use, plug-and-play handpieces. ETHEREA-MX offers over 70 FDA cleared treatment indications for all skin types in a compact and portable system that has proven its, technical reliability and ROI.

Vydence Medical: +55 16 3306 5050 or visit www.vydence.com

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

Vascular Technology Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Advalight						
ADVATx	Diode	589 nm / 1319 nm	Up to 40 J/cm ²	Variable	Contact mfr.	Included scanner handpiece and optional foot pedal.
Aerolase						
Neo Elite	650 μs Nd:YAG	1064 nm	Up to 1272 J/cm ²	650 μs – 1.5 ms	Contact mfr.	36 applications with single handpiece. No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No routine maintenance. Portable (25 lbs.). All laser accessories, training and marketing package included.
V650	650 ms Nd:YAG	1064 nm	Up to 1272 J/cm ²	650 μs – 1.5 ms	Contact mfr.	No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No service contracts. Portable (25 lbs.). All laser accessories, training and marketing package included.
Cutera						
xeo excel V+	Laser / Limelight Laser	1064 nm / 520 – 1100 nm 532 nm, 1064 nm	300 J/cm ² / ≤30 J/cm ² Up to 300 J/cm ²	Up to 300 ms / Automatic Up to 60 ms	Contact mfr. Contact mfr.	Dermatst pen.
DEKA						
Synchro FT	Multi-Functional Platform	1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm; 600 nm; 650 nm	700 J/cm ² (max) SP and LP / 160 J (max) energy per pulse	From 0.8 – 10 ms SP; from 2 – 30 ms LP (1-3 pulses) / From 3 – 8 ms	Contact mfr.	Five different application-specific handpieces. Top hat technology and Auto Spot Size Recognition System; contact cooling or optional external cooling connections; delivery pulse settings available; patient database and protocols. IPL: five optional filters, 30,000 shots guaranteed. No disposables.
MiniSilk FT	Pulsed Light System	500 nm, 520 nm, 550 nm; 600 nm; 650 nm Filter	2 – 2.5 J/cm ²	2 – 85 ms (1-3 pulses)	Contact mfr.	Interchangeable snap-on filters; integrated skin contact cooling; lamp water cooling; transportable. 3.1 cm ² or 6.2 cm ² spot area available. IR filter available for increased skin tightening.
Synchro REPLA:Y	Multi-Functional Platform	755 nm Alexandrite / 1064 nm Nd:YAG / IPL: 500 nm; 520 nm; 550 nm; 600 nm; 650 nm	63.5 J (max) – 125 W (max) / LP: 120 J – 180 W (max); SP: 120 J (max) / 160 J (max) energy per pulse	From 2 – 50 ms (single pulse); from 2 – 40 ms (double pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode / From 3 – 8 ms	Contact mfr.	Alex emission: 5 Hz and high power (125 W) system. Nd:YAG laser module: 180 W with up to 27,000 W pulse peak power; three delivery pulse design and adjustment feature for Alexandrite and Nd:YAG. Twelve application handpieces up to 24 mm. Auto Spot Size Recognition System. Top hat technology; contact cooling or optional external cooling connections; patient database and protocols; IPL: five optional filters with enhanced vascular capabilities; 500 G. No disposables.
Motus AY	High Frequency Alexandrite / Nd:YAG Laser	755 nm / 1064 nm	Up to 30 J / up to 60 J	From 2 – 50 ms (single pulse); from 4 – 80 ms (Twin pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode	Contact mfr.	Transportable device, integrated Peltier skin contact cooling. 500 nm, 520 nm, 550 nm; 600 nm; 650 nm vascular lesion application via standard optional handpieces. Up to 20 mm spot area available with up to 10 Hz rep. rate on both Nd:YAG and Alex wavelengths. DEKA's proprietary new Moveo technology functionality for painless and smokless hair removal.
LUXEA	Multifunctional Platform	Lilac; Viridis; Sparks	6.2 cm ² interchangeable filters: 550 nm, 600 nm and 650 – 1200 nm. 2.1 cm ² integrated 500 – 677 nm and 854 – 1200 nm (band pass) filter called 500 G. 2x2 mm/3x3 mm spot sizes. 1064nm Nd:YAG Laser: 2.5 mm/4 mm/6 mm/10 mm spot sizes.	Single Pulse: from 3 – 50 ms; from 5 – 50 ms; 6 – 30 ms	Contact mfr.	Additional standard handpiece for pigmented lesions, skin rejuvenation and other dermatology indications. Flexible multifunctional platform; several handpieces with integrated peltier skin contact cooling. Different filter solutions for different vascular lesion treatment needs. Up to 6 Hz rep rate available. Additional standard handpiece for HR, skin rejuvenation and other dermatology indications. Contact cooling and delivery pulse settings available; up to 120,000 shots guaranteed IPL. No disposables.
Fotona						
SP Dynamis	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm ²	0.1 – 50 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 μm spot size, 168 mm ² Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm ² Tx area. S-11: Nd:YAG scanner: 42 cm ² Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes; Nd:YAG handpieces: 2 - 20 mm spot sizes.
XP-2 Focus XP MAX	Nd:YAG Nd:YAG	1064 nm 1064 nm	Up to 300 J/cm ² Up to 600 J/cm ²	0.1 – 50 ms 0.1 – 300 ms	Contact mfr. Contact mfr.	Nd:YAG handpieces: 2 - 10 mm spot sizes. S-11: Nd:YAG scanner: 42 cm ² Tx area. Nd:YAG handpieces: 2 - 20 mm spot sizes.
QX MAX	Nd:YAG Q-Switched / Long Pulse	1064 nm, 532 nm, 585 nm, 650 nm	Up to 160 J/cm ²	5 – 20 ns, 250 μs	Contact mfr.	Handpieces: 2 - 8 mm spot sizes.
SP Spectro	Nd:YAG / Er:YAG	1064 nm / 2940 nm	Up to 600 J/cm ²	N/A	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 μm spot size, 168 mm ² Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm ² Tx area. S-11: Nd:YAG scanner: 42 cm ² Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes; Nd:YAG handpieces: 2 - 20 mm spot sizes.
XP Spectro	Nd:YAG / Long Pulse	1064 nm	Up to 600 J/cm ²	0.1 – 50 ms	Contact mfr.	S-11 Nd:YAG scanner: 42 cm ² Tx area. Nd:YAG handpieces: 2 - 20 mm spot sizes.
XS Dynamis	Er:YAG	2940 nm	Up to 500 J/cm ²	0.1 – 1.5 ms	Contact mfr.	F-Runner, fractional Er:YAG scanner: 250 μm spot size, 168 mm ² Tx area. S-Runner, Er:YAG scanner: 4 mm spot size, 16 cm ² Tx area. Er:YAG handpieces: 0.25 - 12 mm spot sizes.
XP Focus	Nd:YAG / Long Pulse	1064 nm	Up to 600 J/cm ²	0.1 – 50 ms	Contact mfr.	Standard handpiece: R31/R32 with 2 - 8 mm spot sizes; Nd:YAG handpieces: 2 - 20 mm spot sizes.
StarWalker MaQX	Nd:YAG Q-Switch Pico / Nano	523 nm, 585 nm, 650 nm, 1064 nm	Up to 300 J/cm ²	580 ps, 0.6 – 50 ms, 5 ns / Hybrid Pico in Nano, Fractional	Contact mfr.	R28, R29, R58, R585, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.

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

Vascular Technology Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
InMode						
Vasculaze	Diode	1064 nm	40 – 300 J/cm ²	5 – 100 ms	Contact mfr.	
Lasering USA						
Velure S5 MiXto VX	LBO Diode	532 nm	0.1 – 5 W	10 – 1,000 ms	\$29,500	MiXto VX fractional scanner for non-ablative skin rejuvenation. Focusing handpieces with spot sizes of 0.3 mm, 0.5 mm, 1.0 mm, 1.5 mm. No disposables. Focusing handpieces with spot sizes of 0.3 mm, 0.5 mm, 1.0 mm, 1.5 mm. No disposables. 2.5 mm spot size handpiece.
Velure S5	LBO Diode	532 nm	0.1 – 5 W	10 – 1,000 ms	\$21,500	
Velure S800	HP Diode	808 nm	10 – 600 J/cm ²	10 – 1000 ms	\$32,500	
Lutronic						
Clarity	Alexandrite and Nd:YAG Laser	755 nm / 1064 nm	Up to 600 J/cm ²	0.35 – 300 ms	Contact mfr.	Clarity provides single fiber for all spots, with modernized, ergonomic design to treat unwanted hair, vascular and pigmented lesions. Standard spot sizes include: 2, 3, 5, 8, 10, 12, 15, 18, 20 mm. ICD or air cooling available. Clarity II provides single fiber for all quick-zoom multi-spots from 2 to 25 mm, with new ergonomic design to treat unwanted hair, vascular and pigmented lesions with increased speed and ease. Proprietary Intelligent Tracking and Real-Time Temperature Sensing enable more efficacious coverage and faster results. ICD or air cooling available (Clarity II is pending U.S. FDA clearance).
Clarity II	Alexandrite and Nd:YAG Laser	755 nm / 1064 nm	Up to 600 J/cm ²	0.10 – 300 ms	Contact mfr.	
Quanta System						
DenaVe (manufactured for Cartessa Aesthetics)	Solid State Laser	585 nm	Up to 63 J/cm ²	0.25 – 8000 ms	Contact mfr.	Solid state laser with no consumables. Spot sizes: 0.5, 1, 1.5, 3 mm. Optional scanner with max. scanning area of 1.8x1.8 cm. Rep. rates for Q-switched sources up to 10 Hz and OptiBeam II handpieces for square and round flat-top spots. Spot sizes for nano and microsecond modes: 3, 4.5, 6, 7.5, 9, 10.5 mm round; 2x2, 3x3, 4x4, 5x5 square. Pulsed sources with contact skin cooling or Skin Cryo air adaptor; rep. rates up to 10 Hz. Spot sizes available for pulsed 532 nm Nd:YAG from 2-6 mm; pulsed 1064 nm Nd:YAG from 2-16 mm. Q-Plus - Evo Series models: MDK 3 (Q-switched 532 nm / 1064 nm and pulsed 532 nm / 1064 nm); MDK 1 (Q-switched 532 nm / 1064 nm and pulsed 1064 nm / 1320 nm [optional]); MDK 2 (Q-switched 532 nm / 1064 nm and pulsed 755 nm). Light - Evo Series models: Light B (pulsed 1064 nm / 1320 nm [optional]); Light A Star (pulsed 1064 nm / 1320 nm [optional]; pulsed 755 nm); Light C (pulsed 1064 nm / 1320 nm [optional] / 532 nm); Light 4V (pulsed 1064 nm / 1320 nm [optional] / 532 nm, pulsed 755 nm). Skin Cryo air adaptor integrated into laser handpiece and software integrated cooling system. Optional powerful scanner available with a maximum of 29 cm ² scanning area, multiple fill modes and shapes. Thunder Series models: Thunder HR (pulsed 755 nm), Thunder VT (1064 nm), Thunder (pulsed 755 nm / 1064 nm). Multiple handpieces with spot sizes up to 24 mm; rep. rate for both wavelengths up to 10 Hz with handpieces and 15 Hz with scanner. Optional handpieces for the EVO Series and Discovery PICO/Pico Plus. Optional skin cooling integrated. Spot sizes: 48x13 mm ² or 25x13 mm ² .
Q-Plus - EVO Series	Multi-Application Platform: Pulsed Nd:YAG / Pulsed FD Nd:YAG	1064 nm / 532 nm	Up to 300 J/cm ² / up to 95 J/cm ²	0.3 – 300 ms / 2 – 25 ms	Contact mfr.	
Light - Evo Series	Multi-Application Platform: Pulsed FD Nd:YAG / Pulsed Nd:YAG	532 nm / 1064 nm	Up to 95 J/cm ² / up to 300 J/cm ²	2 – 25 ms / 0.3 – 300 ms	Contact mfr.	
Thunder Series	Multi-Application Platform: Pulsed Nd:YAG	1064 nm	Up to 300 J/cm ²	0.3 – 300 ms	Contact mfr.	
Twain IPL	Pulsed Light	570 – 1200 nm / 550 – 1200 nm	Up to 25 J/cm ²	5 – 40 ms (pulses train duration up to 240 ms)	Contact mfr.	
Rohrer Aesthetics, LLC						
Spectrum	YAG Laser	1064 nm	50 J/cm ²	Adjustable up to 10 ms	\$57,495 (fully loaded); \$29,995 (with single handpiece)	Multi-platform laser/IPL features: 810 diode, Er:YAG, Q-switched Nd:YAG, long pulsed YAG and IPL. Nd:YAG features adjustable spot size (1.5 mm and 3 mm); built-in contact cooling; safely removes facial and leg veins and small angiomas on the body without bruising.
Vydence Medical						
LongPulse	Short/Long-Pulsed Nd:YAG Laser Handpiece	1064 nm	500 J/cm ²	0.3 – 100 ms	Contact mfr.	Laser handpiece for the ETHEREA-MX platform featuring a built-in air cooling system adapter; five spot sizes available: 1, 2, 3, 6 and 9 mm handpiece.
Wontech Co., Ltd.						
COSJET SR	Long Pulsed Nd:YAG Laser	1064 nm, 1320 nm	50 J (1064 nm), 15 J (1320 nm)	0.3 – 1 ms (short) / 1 – 100 ms (long)	Contact mfr.	Handpiece cooling systems: skin cooling system and sapphire window contact cooling; foot switch spot size from 2 to 10 mm. Spot size: 2, 3, 4, 5, 6, 8, 10, 12 mm; Sapphire window contact cooling. Spot size: 2, 3, 5, 7, 10, 12, 15, 18, 20 mm; Skin Cooling Spray (SCS).
V-laser	Long-Pulsed KTP / Nd:YAG Laser	532 nm / 1064 nm	10 J / 50 J	1 – 40 ms / 5 – 60 ms / 0.3 ms (Genesis)	Contact mfr.	
Sandro Dual	Long-Pulsed Alexandrite / Nd:YAG Laser	755 nm / 1064 nm / Hybrid mode (755 – 1064 nm, 1064 – 755 nm)	50 J / 80 J / 60 J	0.2 – 300 ms / 0.2 – 300 ms / 5 – 50 ms	Contact mfr.	

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Emerging Aesthetic Technologies Comparison Chart

Supplier	Product	Technology	Applications	Price
Apyx Medical (formerly Bovie Medical)	Renuvion Cosmetic Technology	Energy-Based Device using Helium Plasma and Proprietary RF Energy	Subdermal heating and tissue contraction.	Contact mfr.
BTL	EMSCULPT	HIFEM	Strengthening, firming and toning the abdomen, arms, buttocks, thighs and calves.	Contact mfr.
	EMSELLA EMTONE	HIFEM Combination RF and Targeted Pressure Energy	All forms of female and male urinary incontinence. Cellulite.	Contact mfr. Contact mfr.
CureVoya	Frozen C	Concentrated, Controlled Medical Grade Cryogen at -78° C	Safely delivers pressurized -78° C medical grade cryogen to eliminate pain associated with injections, fillers, threads, microneedling RF, ablative lasers, and hair restoration. Protocols of 1 to 5 minutes pre-op produce pain relief, yet remain localized enough to use post-op to reduce downtime without impacting results.	Contact mfr.
Cutera	truSculpt iD enlighten excel V+	Monopolar RF Laser 532 nm, 670 nm, 1064 nm; 750 ps and 2 ns 532 nm and 1046 nm Laser	Body sculpting. Tattoos and pigmentation. Vascular lesions, pigmentation, laser genesis.	Contact mfr. Contact mfr. Contact mfr.
DEKA	MonaLisa Touch	SmartXide ² Fractional CO ₂ Laser with PSD and Hi-Scan V2LR Scanning System	Feminine rejuvenation: restore natural physiological and mechanical mucosa conditions; improve reduced vaginal lubrication, vulvar itching and painful intercourse. PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), selectable free hand handpiece, TFT touch screen monitor, Stack and Smart track delivery modes, dedicated patient database and user protocol storage. Open to colposcopy and laparoscopy attachments. Multidisciplinary.	Contact mfr.
	LUXEA	SmartXide Touch Fractional CO ₂ Laser with PSD and Hi-Scan V2LR Scanning System Multifunctional Platform	Feminine rejuvenation: restore natural physiological and mechanical mucosa conditions; improve reduced vaginal lubrication, vulvar itching and painful intercourse. PSD technology with selectable pulse shape (SP, DP, HP, PW, CW, traditional and fractional scanning modes available), selectable free hand handpiece, TFT touch screen monitor, Stack and Smart track delivery modes, dedicated patient database and user protocol storage. Multidisciplinary. Flexible multifunctional platform; several handpieces with integrated peltier skin contact cooling. Different filter solutions for permanent hair reduction, treatment of vascular and pigmented lesions, photorejuvenation, vascular lesions, treatment of acne, hair removal (suggested on all skin types), benign pigmented lesions, treatment of tattoos and permanent hair reduction. Up to 10 Hz rep rate available on laser wavelengths. Contact cooling and delivery pulse settings available; up to 120,000 shots guaranteed IPL. No disposables.	Contact mfr.
ENDYMED Medical	FSR Fractional Skin Resurfacing	Fractional 3DEEP RF with Fractionated Pulse Mode (FPM)	Dermal skin remodeling, skin rejuvenation, skin resurfacing, wrinkles, acne and traumatic scars. FDA and CE cleared, Health Canada approved.	Contact mfr.
EUROIMMUN	Dermatomycolysis Detection Kit	DNA Microarray	Fungal species detection	Contact mfr.
Fotona	StarWalker MaQX	Q-Switched Pico/Nano (523 nm, 585 nm, 650 nm, 1064 nm)	StarWalker FracTAT Tx creates micro-size holes in skin over the tattoo area prior to the main laser procedure. This pretreatment avoids the 'frosting' effect and allows shorter time between multiple passes, reducing the number of Tx sessions.	Contact mfr.
Kellida Inc.	miRing	Injector Aspiration Device	FDA registered, patent-pending, high quality, anti-microbial silver medical injector ring. Can be used with 99% of per-package aesthetic syringes on the market and up to a 5 cc BD syringe. Enables the injector to make a one-handed aspiration, which improves safety and accuracy. Eliminates the need to switch hands to aspirate.	\$249.00
Lasering USA	MiXto Pro / V-Lase	Non-Fractional, Non-Ablative CO ₂	Safe, painless, non-ablative CO ₂ soft tissue therapy for gynecology, ENT, dentistry and dermatology.	Contact mfr.
LASEROPTEK	PicoLO	Nd:YAG Picosecond Laser: 1064 nm / 532 nm	Multi-colored tattoos, benign pigmented lesions, scars and skin rejuvenation (including large pores, fine lines and wrinkles).	Contact mfr.
Millennium Medical Technologies, Inc.	Cellmyx	Autologous Adipose Tissue Transfer System	Cosmetic, plastic, reconstructive, orthopedic and pain management.	Contact mfr.
Quanta System	Discovery Pico Discovery Pico Plus Discovery Pico Derm	Picosecond, Q-Switched (not for Discovery Pico Derm) and Photo-Thermal 1064 nm Nd:YAG, Picosecond, Q-Switched (not for Discovery Pico Start) 532 nm Nd:YAG and Q-Switched 694 nm Ruby (only for Discovery Pico Plus). Up to 1.8 GW peak power. Pico-Boost Technology. OptiBeam II for fractional, square and round spots.	Benign pigmented lesions, tattoo removal, wrinkles and acne scars.	Contact mfr.
	Thunder Series	Pulsed 1064 nm Nd:YAG and pulsed 755 nm Alexandrite series with up to three models. Super elliptical spot handpieces up to 24 mm; Performant scanner with rep. rates up to 15 Hz.	Dermatological vascular treatments, permanent hair reduction and wrinkles.	Contact mfr.
	DenaVe (manufactured for Cartessa Aesthetics)	Solid State 585 nm Laser with no consumables. Scanner controlled by a touchscreen. Optional spot sizes: 0.5, 1, 1.5, 3 mm.	Benign vascular lesions and benign pigmented lesions.	Contact mfr.

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

Emerging Aesthetic Technologies Comparison Chart

Supplier	Product	Technology	Applications	Price
Rohrer Aesthetics	Spectrum	Multi-Platform Laser/IPL	Hair removal, tattoo removal, skin resurfacing, vascular reduction and pigment reduction. FDA approved for dermatological, gynecological and general surgery procedures. Benefits of a long-pulsed YAG (1064 nm) laser, an 810 nm diode laser and a long-pulsed Alexandrite (755 nm) laser combined in one platform. The EpiLaze is the only system that includes all three of the gold standard hair removal wavelengths.	\$57,495
	Phoenix CO ₂	CO ₂ Laser		\$47,495
	EpiLaze	Alexandrite, 810 nm, Long Pulsed YAG		\$44,995
Sensus Healthcare, Inc.	SRT-100+	Superficial Radiation Therapy (SRT)	Delivering a precise and calibrated dose of radiation that penetrates just below the skin's surface, SRT-100+ safely and effectively destroys malignant non-melanoma skin cancer cells and treats keloids.	Contact mfr.
Vyden Medical	ProDeep	Microfractional non-ablative laser; 1340 nm Nd:YAP	Subdermal non-ablative fractional skin resurfacing.	Contact mfr.
Wontech Co., Ltd.	PICOCARE	Picosecond 532 nm and 1064 nm Nd:YAG laser; Various Handpieces: Zoom, Collimated, Dye (595 nm, 660 nm), HEXA MLA (3 – 5 mm, 6 – 10 mm)	Multi-colored tattoos, benign epidermal and dermal pigmented lesions, scars and skin rejuvenation.	Contact mfr.
	Sandro Dual	Long-Pulsed 755 nm Alexandrite and 1064 nm Nd:YAG Laser with Hybrid Mode (sequential irradiations of 755 nm and 1064 nm or reverse order irradiation)	Hair reduction, benign pigmented lesions, vascular lesions and skin rejuvenation.	Contact mfr.
	V-laser	Long-Pulsed 532 nm KTP and 1064 nm Nd:YAG Laser with Contact Cooling System	Superficial and deep vascular lesions, benign pigmented lesions, acne vulgaris and skin rejuvenation.	Contact mfr.
	Lavieen	1927 nm Thulium Fractional Laser with Adjustable Pulse Duration, Energy, Shape and Scanner Size	Skin resurfacing, benign pigmented lesions, scars, wrinkles, enlarged pores and drug delivery.	Contact mfr.
Zimmer MedizinSystems	Z Wave ZCryo	Ballistic Radial Pulse Cold Air (up to -30° C)	Temporary reduction in the appearance of cellulite. Skin cooling pre, intra and post laser treatments without interfering with the laser beam. Minimizes pain and thermal injury during laser and dermatological treatments. Temporary topical anesthetic relief for injections. Can be used for hair removal, tattoo removal and skin rejuvenation procedures.	Contact mfr. Contact mfr.

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

Product Profiles



EMTONE

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

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



SoME Personalized Skincare

Aesthetics Biomedical Inc., has launched the at-home SoME™ personalized topical skin rejuvenating product that uses a propriety blend of ingredients combined with your own platelet-rich plasma (PRP), to give you a truly personalized cosmetic experience. SoME is great for all skin types, does not contain any harsh alcohols and uses two honeysuckle variants (Lonicera Japonica, Lonicera Caprifolium), to keep it from degrading and keep it fresh for everyday use. SoME serum plus PRP is what makes it so personalized. Your own PRP may be added to the specially-formulated SoME serum by your physician to help restore your skin's youthful appearance.

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



truSculpt flex

truSculpt flex is a muscle sculpting device that offers personalized treatments based on patient fitness level, shape and goals. Only truSculpt flex with Multi-Directional Stimulation (MDS) deploys a unique method of electrical muscle stimulation to target specific muscle groups using three modes, covering the largest treatment area in the body sculpting industry. truSculpt flex achieves deep muscle contractions at high intensity via a proprietary handpiece design with truGel to optimize results and increase practice revenue.

Cutera, Inc.: 415-657-5500 or visit <https://cutera.com/trusculptflex>

Hair Removal Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Aerolase						
Neo Elite	650 µs Nd:YAG	1064 nm	Up to 1272 J/cm ²	650 µs – 1.5 ms	Contact mfr.	36 applications with single handpiece. No pain / no anesthetic needed, no consumables and no skin contact by handpiece. No routine maintenance. Portable (25 lbs.). All laser accessories, training and marketing package included.
Cutera						
xeo + prowave	Laser / IPL	1064 nm / 680 – 1100 nm	300 J/cm ² / up to 35 J/cm ²	Up to 300 ms / up to 90 ms	Contact mfr.	
excel HR	Laser	755 nm, 1064 nm	Up to 300 J/cm ²	Up to 300 ms	Contact mfr.	
Cynosure						
Elite+ Vectus	Laser Platform Diode	755 nm; 1064 nm 810 nm	11 – 300 J/cm ² 100 J/cm ² (Small Sapphire Optic) and 20 J/cm ² (Large Sapphire Optic)	Adjustable 0.5 – 300 ms 5 – 300 ms	Contact mfr. Contact mfr.	
DEKA						
MiniSilk FT	Pulsed Light System	500 nm, 520 nm, 550 nm; 600 nm; 650 nm Filter	2 – 2.5 J/cm ²	3 – 8 ms (1-3 pulses)	Contact mfr.	Interchangeable snap-on filters; integrated skin contact cooling; lamp water cooling; transportable. 3.1 cm ² or 6.2 cm ² spot area available. IR filter available for increased skin tightening.
Synchro REPLA ^Y	Multi-Functional Platform	755 nm Alexandrite / 1064 nm Nd:YAG / IPL: 500 nm; 520 nm; 550 nm; 600 nm; 650 nm	63.5 J (max) – 125 W (max) / LP: 120 J - 180 W (max); SP: 120 J (max) / 160 J (max) energy per pulse	From 2 – 50 ms (single pulse); from 2 – 40 ms (double pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode / From 3 – 8 ms	Contact mfr.	Alex emission: 5 Hz and high power (125 W) system. Nd:YAG laser module: 180 W with up to 27,000 W pulse peak power; three delivery pulse designs and adjustment feature for Alexandrite and Nd:YAG. Twelve application handpieces up to 24 mm. Auto Spot Size Recognition System. Top hat technology; contact cooling or optional external cooling connections; patient database and protocols; IPL: five filters (optional) with enhanced vascular capabilities; 500 G. No disposables.
Synchro FT	Multi-Functional Platform	1064 nm Nd:YAG / IPL: 500 nm, 520 nm, 550 nm; 600 nm; 650 nm	700 J/cm ² (max) SP and LP / 160 J (max) energy per pulse	From 0.8 – 10 ms SP; from 2 – 30 ms LP (1-3 pulses) / From 3 – 8 ms	\$55,990	Five application-specific handpieces. Top hat technology and Auto Spot Size Recognition System; contact cooling or optional external cooling connections; delivery pulse settings available; patient database and protocols. IPL: five optional filters, 30,000 shots guaranteed. No disposables.
Motus AX	High Frequency Alexandrite Laser	755 nm	Up to 30 J	From 2 – 50 ms (single pulse); from 4 – 80 ms (Twin pulse)	Contact mfr.	Transportable device, integrated Peltier skin contact cooling, 20 mm spot area available with up to 10 Hz rep. rate. Proprietary new Movèo technology functionality for painless and smokeless hair removal.
Motus AY	High Frequency Alexandrite / Nd:YAG Laser	755 nm / 1064 nm	Up to 30 J / up to 60 J	From 2 – 50 ms (single pulse); from 4 – 80 ms (Twin pulse) / From 2 – 50 ms SP mode; from 0.2 – 12 ms LP mode	Contact mfr.	Transportable device, integrated Peltier skin contact cooling. Up to 20 mm spot area with up to 10 Hz rep. rate on both Nd:YAG and Alex wavelengths. Proprietary new Movèo technology functionality for painless and smokeless hair removal. Additional standard handpiece for vascular, skin rejuvenation and other dermatology indications.
LUXEA	Multifunctional Platform	Lilac; Ruber; Sparks; Vivid	6.2 cm ² interchangeable filters: 550 nm, 600 nm and 650 – 1200 nm. 8.3 cm ² integrated 550 – 1200 nm filter. 1064 nm Nd:YAG Laser: 2.5 mm/ 4 mm/6 mm/10 mm spot sizes. 808 nm Diode Laser: 10x13 mm spot size.	Single pulse: from 3 – 50 ms; from 8 – 50 ms; 6 – 30 ms; 15 – 200 ms.	Contact mfr.	Flexible multifunctional platform; several handpieces with integrated peltier skin contact cooling. Different filter solutions for different hair removal needs (shot by shot, IPL, laser, etc.). Up to 10 Hz rep rate available on laser wavelengths. Additional standard handpiece for other applications like vascular, skin rejuvenation and other dermatology indications. Contact cooling and delivery pulse settings available; up to 120,000 shots guaranteed IPL. No disposables.
Fotona						
SP Dynamis	Nd:YAG / Er:YAG	1064 nm	Up to 600 J/cm ²	0.1 – 1.6 ms	Contact mfr.	S-11: Nd:YAG scanner: 42 cm ² Tx area. Nd:YAG handpieces: 2 - 20 mm spot sizes.
XP MAX	Nd:YAG	1064 nm	Up to 600 J/cm ²	0.1 – 1.6 ms	Contact mfr.	Same as above.
QX MAX	Nd:YAG Q-Switched / Long Pulse	1064 nm, 532 nm, 585 nm, 650 nm	Up to 160 J/cm ²	250 µs	Contact mfr.	Handpieces: 2 - 8 mm spot sizes.
StarWalker MaQX	Nd:YAG Q-Switch Pico / Nano	523 nm, 585 nm, 650 nm, 1064 nm	Up to 300 J/cm ²	580 ps, 0.6 – 50 ms, 5 ns / Hybrid Pico in Nano, Fractional	Contact mfr.	R28, R29, R58, R585, R650, FS20, FS20A, FS20B, FS50, up to 20 mm spot size.
InMode						
Diolaze XL / Optimas Workstation	Diode	810 nm	40 J/cm ² (short), 60 J/cm ² (long)	Single and 1 pps auto repeat	Contact mfr.	Gold standard wavelength with ultra-fast speed / pulsing to tissue and large spot size. No compromising power for pulsing. Virtually painless due to strong built-in cooling (3PC - Pre, Parallel, Post). No consumables.
Triton DuoLight / Triton Workstation	Alexandrite / Diode	755 nm / 810 nm	5 – 40 J/cm ²	Short and Long	Contact mfr.	
Triton DuoDark / Triton Workstation	Diode / Nd:YAG	810 nm / 1064 nm	5 – 40 J/cm ²	Short and Long	Contact mfr.	
Lasering USA						
Velure S800	HP Diode	808 nm	10 – 600 J/cm ²	10 – 1000 ms	\$32,500	8 mm and 12 mm spot size handpieces.
Quanta System						
Q-Plus - EVO Series	Multi-Application Platform: Pulsed Nd:YAG / Pulsed Alexandrite	1064 nm / 755 nm	Up to 300 J/cm ² / up to 60 J/cm ²	0.3 – 300 ms / 0.3 – 300 ms	Contact mfr.	Rep. rates for Q-switched sources up to 10 Hz and OptiBeam II handpieces for square and round flat-top spots. Spot sizes for nano and microsecond modes: 3, 4.5, 6, 7.5, 9, 10.5 mm round; 2x2, 3x3, 4x4, 5x5 square. Pulsed sources with contact skin cooling or Skin Cryo air adaptor, rep. rates up to 10 Hz. Spot sizes available for pulsed Alexandrite 755 nm from 6-16 mm / 20 mm (only for Domino; pulsed Nd:YAG 1064 nm from 2-16 mm. Q-Plus-Evo Series models: MDK 3 (Q-switched 532 nm / 1064 nm and pulsed 532 nm / 1064 nm); MDK 1 (Q-switched 532 nm / 1064 nm and pulsed 1064 nm / 1320 nm [optional]); MDK 2 (Q-switched 532 nm / 1064 nm and pulsed 755 nm).
Domino - EVO Series	Alexandrite	755 nm	Up to 60 J/cm ²	0.3 – 300 ms	Contact mfr.	

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

Hair Removal Comparison Chart

Supplier Product Name	Device Type	Wavelength (nm)	Energy Output (Joules)	Pulse Length	Price	Accessories
Quanta System - continued						
Light - Evo Series	Multi-Application Platform: Pulsed Alexandrite / Pulsed Nd:YAG	755 nm / 1064 nm	Up to 60 J/cm ² / up to 300 J/cm ²	0.3 – 300 ms / 0.3 – 300 ms	Contact mfr.	Light-EVO Series models: Light A (pulsed 755 nm); Light B (pulsed 1064 nm/1320 nm [optional]); Light A Star (pulsed 1064 nm/1320 nm [optional]; pulsed 755 nm); Light C (pulsed 1064 nm/1320 nm [optional] / 532 nm); Light 4V (pulsed 1064 nm / 1320 nm [optional] / 532 nm, pulsed 755 nm).
Thunder Series	Pulsed Alexandrite / Pulsed Nd:YAG	755 nm / 1064 nm	Up to 60 J/cm ² / up to 300 J/cm ²	0.3 – 300 ms / 0.3 – 300 ms	Contact mfr.	Skin Cryo air adaptor integrated with laser handpiece and software integrated cooling system. Optional powerful available scanner with a maximum of 29 cm ² scanning area, multiple fill modes and shapes. Thunder Series models: Thunder HR (pulsed 755 nm), Thunder VT (pulsed 1064 nm), Thunder (pulsed 755 nm/1064 nm). Multiple handpieces; spot sizes up to 24 mm; rep. rate for both wavelengths up to 10 Hz with handpieces and 15 Hz with scanner.
Twain IPL	Pulsed Light	650 nm – 1200 nm / 625 nm – 1200 nm / 590 nm – 1200 nm	Up to 25 J/cm ²	5 ms – 40 ms (pulses train duration up to 240 ms)	Contact mfr.	Optional handpieces for the EVO Series and Discovery Pico/Pico Plus. Optional skin cooling integrated. Spot sizes: 48x13 mm ² or 25x13 mm ²
Rohrer Aesthetics, LLC						
Spectrum	Diode Laser	810 nm	N/A	Adjustable up to 400 ms	\$57,495 (fully loaded) \$29,995 (with single handpiece)	Multi-platform laser/IPL features: 810 diode, Er:YAG, Q-switched Nd:YAG, long pulsed YAG and IPL. 810 diode (hair removal) features adjustable pulse duration from 20 ms to 400 ms; safe for all skin types. Large 12 mm x 14 mm spot size combined with adjustable Hz rate from 1 - 10 pulses/sec, allows treatment of large areas (full back, chest or legs) in under 15 minutes. Handpiece includes built-in contact cooling and reduces (usually permanently) dark colored hair after three to five treatments.
EpiLaze	Alexandrite, 810 nm, Long Pulsed YAG	755 nm, 810 nm, 1064 nm	5 – 100 J/cm ²	Adjustable from 5 ms up to 400 ms	\$44,995	Benefits of a long-pulsed YAG (1064 nm) laser, an 810 nm diode laser and a long-pulsed Alexandrite (755 nm) laser combined in one platform. The EpiLaze is the only system that includes all three of the gold standard hair removal wavelengths.

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

Product Profiles



Fraxis DUO

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

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



ADVATx

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



Renuva

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

MTF Biologics: 732-661-0202 or visit www.mtfbiologics.org

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

Product Profiles



Vivace

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



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

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excel V+

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

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



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The PiXel8-RF uses bipolar RF energy alongside minimally invasive microneedles (insulated and non-insulated) to facilitate effective, non-surgical skin tightening with little to no downtime. During the treatment, heat is delivered deep within the skin layers to stimulate and remodel collagen, and regenerate elastin cells. This results in a firmer, smoother, and more consistent skin surface. Call to find out how the PiXel8-RF can be placed in your office for \$39,995.

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



QuadraLASE CO₂ Fractional Laser

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



Intensif RF Microneedling

The Intensif RF microneedling handpiece, with Smooth Motion microneedle insertion and needle penetration depths up to 5 mm on the PRO by ENDYMED, provides the best results for deep wrinkles, acne and acne scars, traumatic scars, stretch marks, skin tightening and rejuvenation. Unique gold-plated needles, together with ENDYMED's proprietary Fractionated Pulse Mode technology, generate more heat safely into the dermis for better collagen remodeling, with significantly higher heating than with insulated needles.

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

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

Product Profiles



Advice Media

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Dynamis

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

Renuvion

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



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



SmartXide Tetra

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

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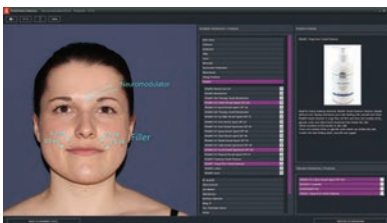
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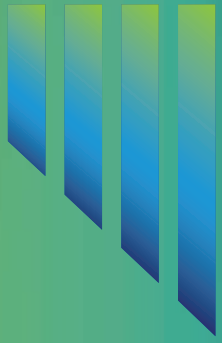
FotoFinder Proposer

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.



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