

NECK

ALLURA

RAPID CONTOUR RESULTS



A UNIQUE PROCEDURE
THAT CAPTURES A LARGE,
DISTINCT PATIENT PROFILE

DISCOVER THE VAST SUBMENTAL SCULPTING OPPORTUNITY BEYOND THE LIMITS OF NON-INVASIVE PROCEDURES

Rapid fat reduction and skin contraction¹ in a single, micro-invasive and low effort session.

Ideal for patients seeking:

- Minimal downtime
- Typically immediate visible results
- An office based treatment
- A solution for prior (non-invasive) treatment failures, side-effects and non-responses
- Precision sculpting of intricate areas
- An alternative to surgery (i.e. mini-necklift)
- An *efficient* treatment for small size areas of adiposity and mild to moderate skin laxity



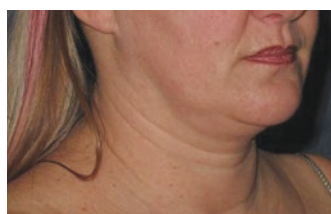
Small and intricate treatment areas are ideal for ALLURA™.

¹) Tissue retraction through soft tissue coagulation.

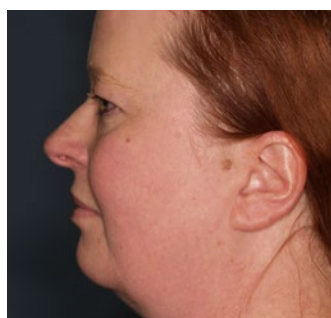
All treatments performed in just one single in-office session.



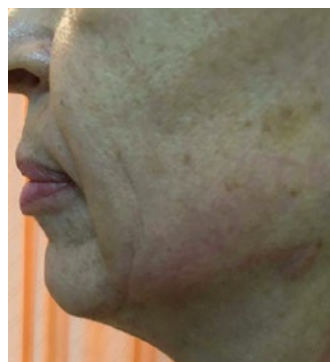
1 tx | courtesy of Roger Hogue, MD



Two months post 1 tx | courtesy of Mario DiLaurio, MD



1 tx | courtesy of Marc Salzman, MD



1 tx | courtesy of Dana Miricioiu, MD

Immediate Post

SUPERIOR ECONOMICS

Very attractive revenues.

According to a 2017 survey (ASDS)², 74 percent of responders are concerned with excess fat under the chin / neck, making it the second most common cosmetic concern among consumers:

Consumers are most bothered by:

Excess weight on any part of the body	85%
Excess fat under the chin / neck	74%
Lines and wrinkles around the eyes	74%
Skin texture and / or discoloration	71%

²) 2017 ASDS Consumer Survey on Cosmetic Dermatologic Procedures

Adding ALLURA™ to your practice opens the door to a larger patient population and will help you turn more consultations into customers:

- An alternative offering to CoolSculpting™, Kybella™ and other non-invasive treatment shortcomings
- Leverage your current patient base and market to a new one

High ROI. Revenues and profits based on a recent survey*:

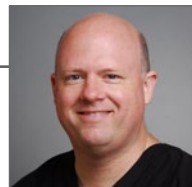
	ALLURA™	CoolSculpting™	Kybella™
SUBMENTUM / NECK			
Complete Tx Patient Fee	\$3,100	\$1,700	\$2,500
Number of Sessions Per Tx	1	2.2	3
Total Cost of Consumables	\$320	\$350	\$1,150
Margins	90%	80%	54%
Profit	\$2,780	\$1,350	\$1,350

*Average numbers based on expert practitioner feedback utilizing all modalities. Operator time not included. Data on file.



As a dermatologist, I found ALLURA™ Neck to be very attractive. I was most excited when I found out that, compared to Kybella™ and CoolSculpting Mini™, the results are faster, and my patients experience less downtime and pain. I can achieve a higher profit because this procedure is easy to market! Adding ALLURA™ was a no-brainer.

Chris Robb, MD | Spring Hill, TN



A SHORT, ONE-AND-DONE PROCEDURE

ALLURA™ Laser Assisted Lipolysis (LAL) is the most efficient option for submental sculpting.

- Fast results after a single, in-office session
- A low physical effort procedure: slender 2 mm laser cannula easily and precisely advances through adipose tissue
- More skin contraction³ and faster results achieved with lower downtime compared to Suction Assisted Lipolysis (SAL)
- Attractive option to perform ALLURA™ LAL without aspiration for very small treatment volumes



ALLURA™ compares very favorably among all of the minimally invasive procedures for neck contouring. After one 30-minute procedure, in 10 days the patient has visible correction and is happy. My patients do not have to wait many months after a few procedures to get the result they want. Minute for minute, it is my most profitable procedure.



Marc Salzman, MD | Louisville, KY



ALLURA™ and non-invasive procedures **complement** each other. Together, they present attractive options to adjust to most patient situations.

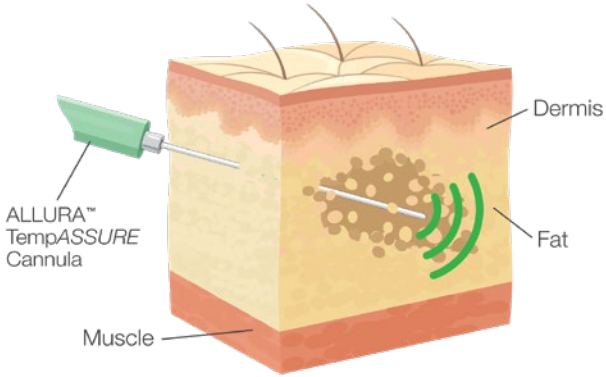
Results

	Non-Invasive Procedures	ALLURA™ (Laser Liposuction)
Skin Contraction ¹	Low	High
Downtime	Low	Low to Medium
Precision Sculpting	Low	High
Speed & Magnitude of Fat Removal	Low	High

³) Tissue retraction through soft tissue coagulation.

ALLURA™ TECHNOLOGY

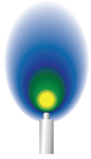
Laser Pre-Conditioning for Easier, Better Sculpting.



ALLURA™ utilizes a 1064 nm wavelength for effective submental sculpting⁴:

- Laser energy efficiently liquefies excess fat for easy aspiration and precise sculpting
- Controlled thermal laser energy aids in skin contraction
- Low downtime through use of slender, atraumatic cannulas and laser energy impact

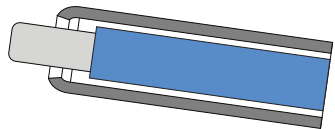
1064 nm Wavelength Option:



- Creates lower temperature zone
- More hemostasis through higher vascular absorption
- Good for homogeneous heating and reducing bruising potential

Atraumatic cannula and fiber edges:

New and improved design with rounded edges facilitates smoother movement through tissue for minimal downtime.



⁴ MARCRENE ALEXIADES - ARMENAKAS, MD, PhD: Combination Laser-Assisted Liposuction and Minimally Invasive Skin Tightening with Temperature Feedback for Treatment of the Submentum and Neck; Dermatol Surg 2012;38:871-881



Temp**ASSURE**

TempASSURE™ Convenience: Deliver laser energy safely and conveniently through continuous, in-situ temperature monitoring for treatment endpoint determination. Temperature feedback can be delivered via voice report, allowing for full concentration on the procedure itself.



Turnkey Solutions: Sciton collaborates with premium third party manufacturers to offer a complete spectrum of supplies.

Low-profile, slender cannulas and non-motorized equipment assure low downtime and patient convenience.

SPECIFICATIONS

Wavelength	Nd:YAG 1064 nm
Power (max)	40 W/1064 nm
Repetition Rate (max)	60 Hz
Pulse Duration	10-250 μ s

ACCESSORIES

Fiber	600, 800, 1000 micron
TempASSURE & Cannula	14 GA: 150, 200, 250 mm

ALLURA™ is FDA cleared for laser assisted lipolysis

THE SCITON EDGE

BUILD THE PERFECT SYSTEM FOR YOUR PRACTICE

ALLURA™ is an optional treatment module of Sciton's JOULE™ multi-application system. JOULE is the world's most expandable premium platform to offer an unprecedented array of laser and light treatment modules through any of its three distinct delivery modes: Arm, Fiber and BroadBand Light™.

Utilize the versatility of JOULE fiber delivery for a broad range of treatment modules:

- Rapid fat reduction and skin contraction: ALLURA™
- Lumpy, dimpled skin improvements: CelluSmooth™
- Venous insufficiency: Pro-V™

SCITONPRO.COM

Sciton professional website provided free of charge:

- Digital practice marketing assets
- Available 24/7

SMART START™ GUIDE

5 steps to operating a thriving aesthetic practice.

- **STEP 1:** Get launch ready
- **STEP 2:** Become an application expert
- **STEP 3:** Prepare your staff and office
- **STEP 4:** Know the aesthetic patient
- **STEP 5:** Develop your marketing plan



SUCCESS BUILDER™

Access to experienced third-party professionals and tools to support your practice growth.

- Clinical Education
- Marketing Tools
- Business Development



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Printed in USA 2600-029-32 Rev. A