

INTRODUCING:

mjoule

Simply Radiant Skin

moniTM + BBLTM

Sonja Barbarich, RN
Sciton Japan - October 2020



mJoule - Redefining Skin

mJoule platform fits into any practice and delivers two perfectly paired technologies, Moxi and BBL. It is versatile and year-round, single targeted treatments to regular skincare maintenance regimens.

Feature

- **Moxi**, a Halo family **fractionated 1927nm** resurfacing laser
- **Acclaimed BBL**
- Advanced Interface with **Sciton IQ**
- **Agile** novel platform

Benefit

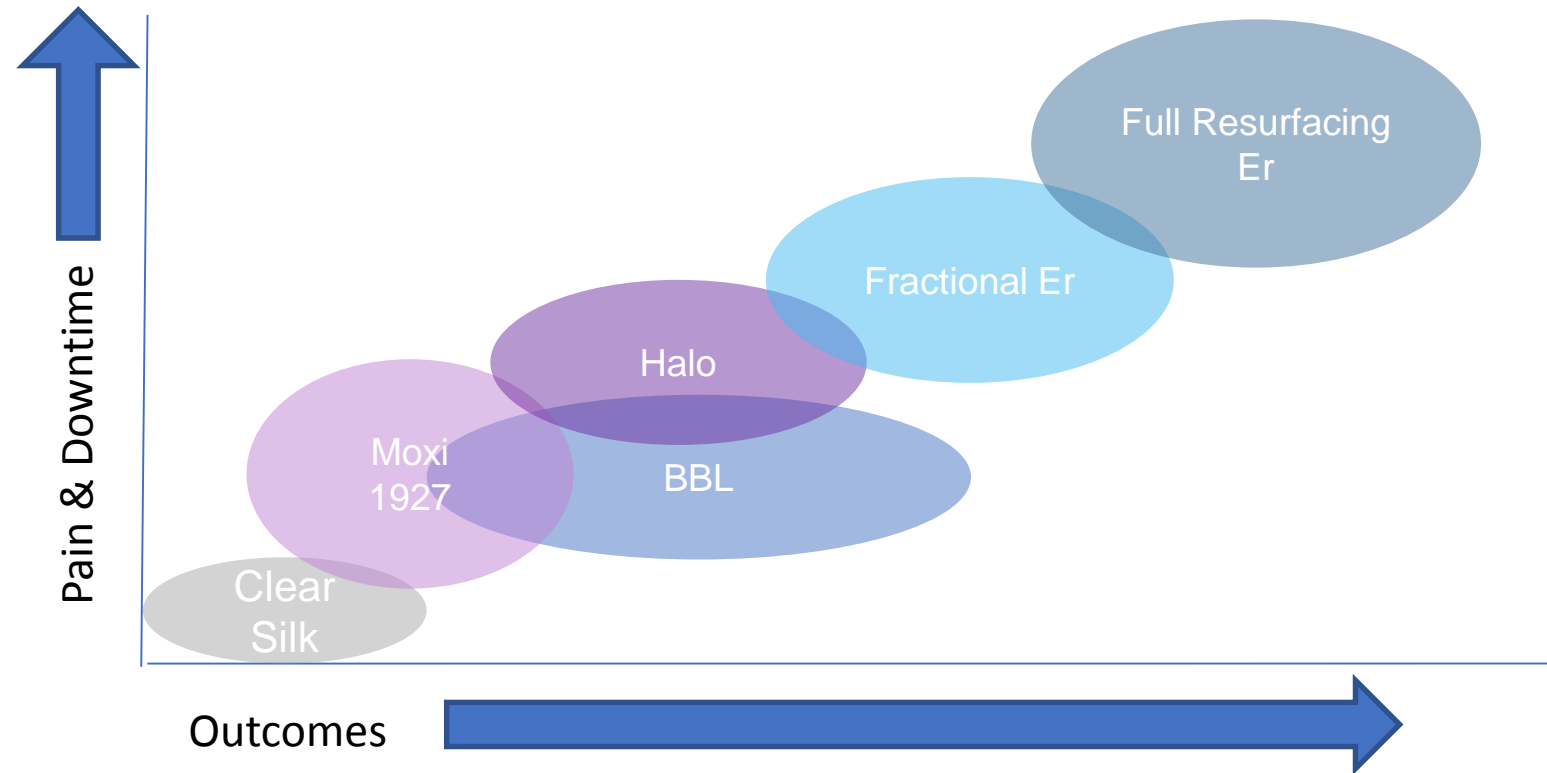
- Treat **all skin types year round** (Moxi)
- **High patient satisfaction** with synergistic treatments
- Treat smarter with **practice intelligence**
- **Office friendly** small footprint & standard power requirements (110 or 220))



Aesthetic treatment hierarchy



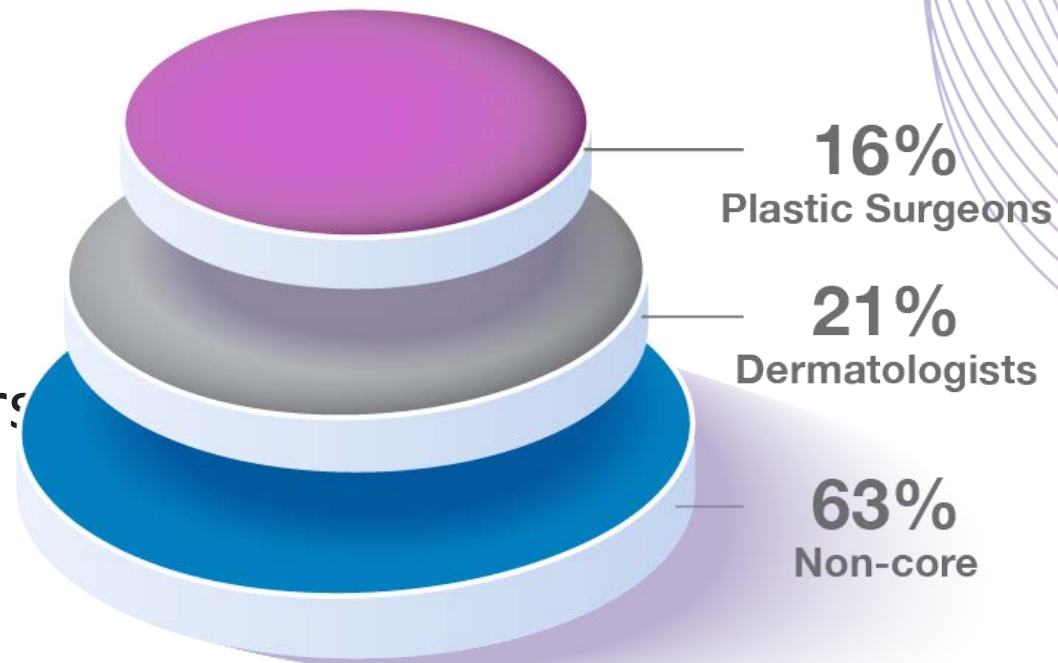
How this fits within the Sciton continuum



Fills a niche

U.S. Aesthetic Physicians by Specialty

- Dermatologists & Non-core
- New or smaller practices
- Medspa's or non-core
- Any high-volume Joule 7 or X owners
- Perfect recurring revenue options
- Easy to bundle, perfect to pair with neurotoxinc and other regular skin maintenance regimens



Data Source: Medial Insight 2018 Global Aesthetic Market Report

KOL – reference sites

Moxi

- Steven Swengel, MD
- Liz Tanzi, MD
- Chris Robb, MD
- Patrick Bitter, Jr., MD
- Sherrif Ibrahim, MD
- Jason Pozner, MD
- Antonio Campo, MD

BBL

- All the same KOLs you know and love!




moni™

A GENTLE Approach to Radiant Skin
Fractionated 1927nm Thulium

Meet Moxi

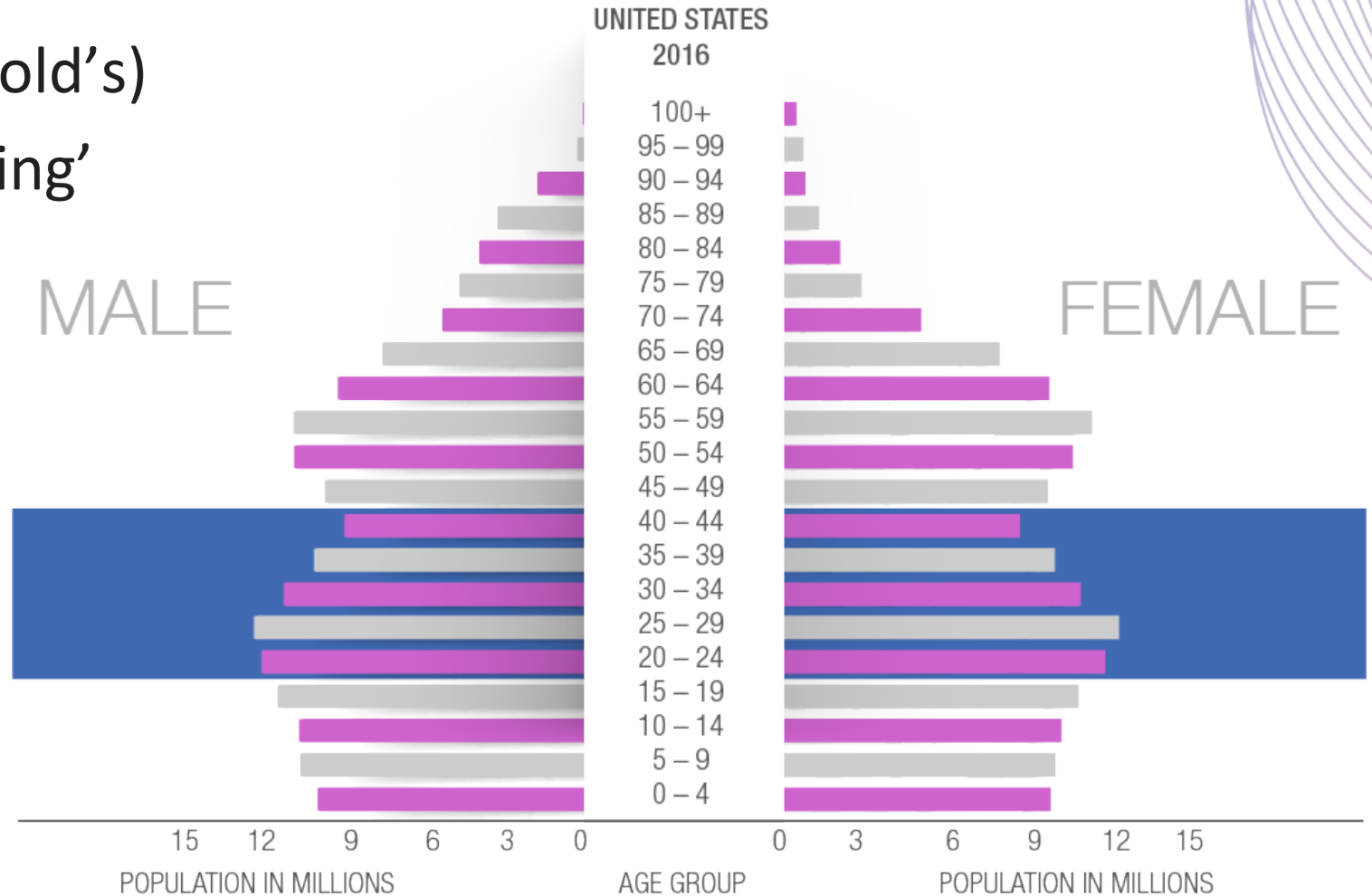
- A gentle approach to radiant skin, year round, every skin type
- Fractionated 1927 nm wavelength
- Delegationable with proven results
- Comfortable, low-to-no down time, treatment
- Patients love it!
- Lighten, brighten and refresh with MOXI™



Patients absolutely
LOVE it and will
come back again
and again

Ideal & new patients

- Millennials (20-40 year old's)
- Anyone seeking “polishing”
- Anyone new to lasers
- All skin types



Why would patients choose moxi?

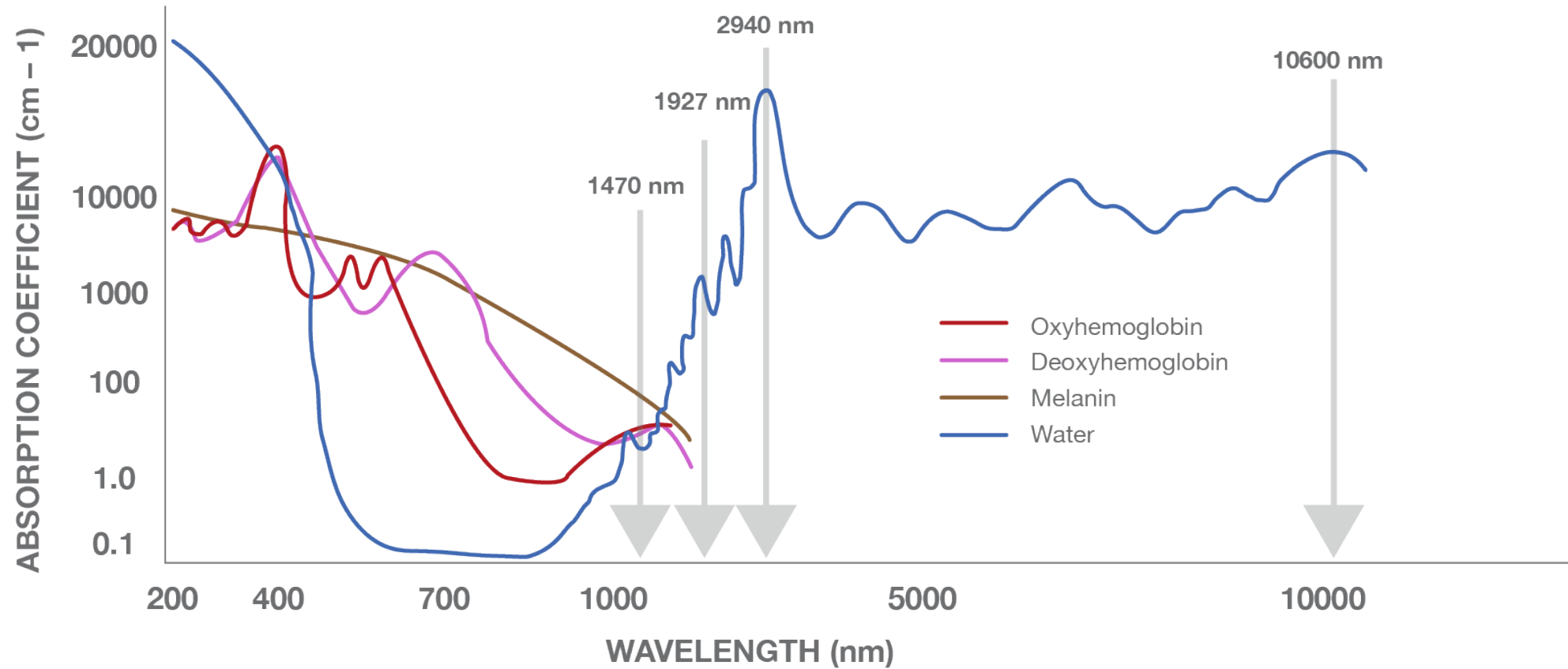
- Entry price
- Fast treatment
- Easy recovery
- Low pain



71%

of people want
to fix skin **texture**
& **discoloration**

Moxi – 1927 targets water



Moxi is FDA Cleared for:

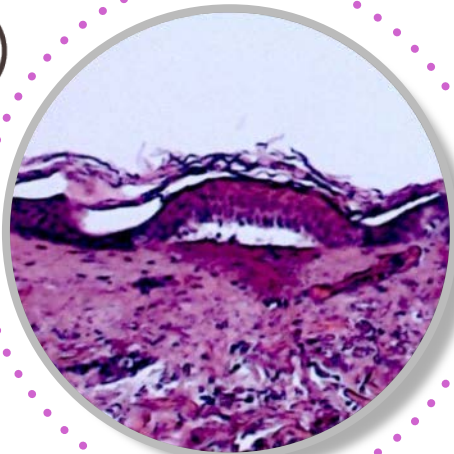
- Indications:
 - coagulation of soft tissue, treatment of actinic keratosis, and treatment of benign pigmented lesions such as, but not limited to lentigos (age spots), solar lentigos (sun spots) and ephelides (freckles).

Skin
Rejuvenation
procedures are
#1 growing
laser/energy
based
procedure*

“Level up” skin revitalization with Moxi

Level

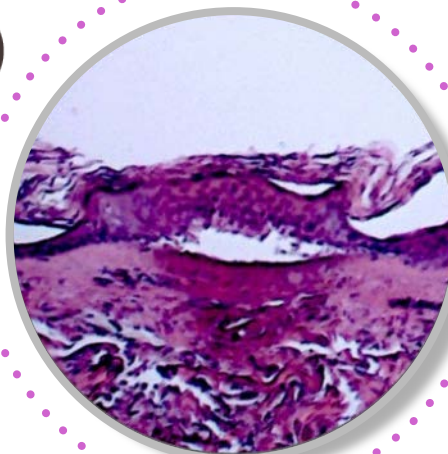
①



Prevent & Refresh
5-10 mJ, 5-10% density
4-5 passes

Level

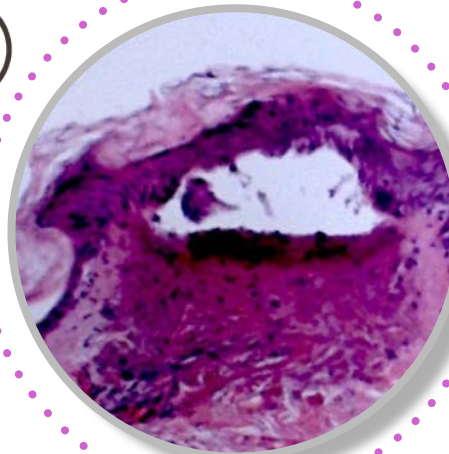
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Revitalize & Maintain
10-15 mJ, 10-15% density
4-5 passes

Level

③



Transform & Renew
15-20 mJ, 15-20% density
6-8 passes

moxi™ Level 1

Healing Diary



Pre

Day 1

Day 2

Day 3

Day 4

moxi™ Level 2
Healing Diary



Pre

Day 1

Day 2

Day 3

Day 4

moxi™ Level 3
Healing Diary



Pre

Day 1

Day 2

Day 3

Day 4

Day 5



Before



After



Before



After

moxi™

Level
2



Courtesy of Aestheticare



Images courtesy of Chris Robb, MD

moni™

Level
②

&

Level
③



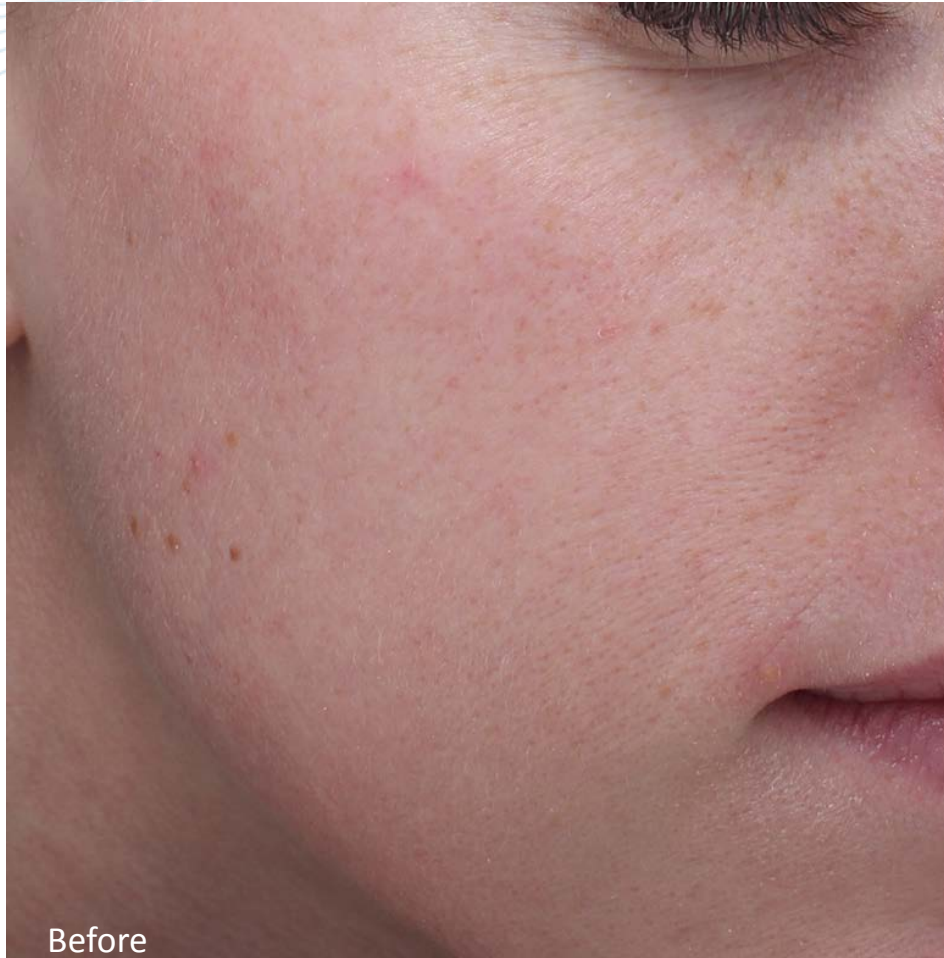
Images courtesy of Steve Swengel, MD

moni™

Level
①

&

Level
②



Images courtesy of Steven Swengel,
MD



moxi™

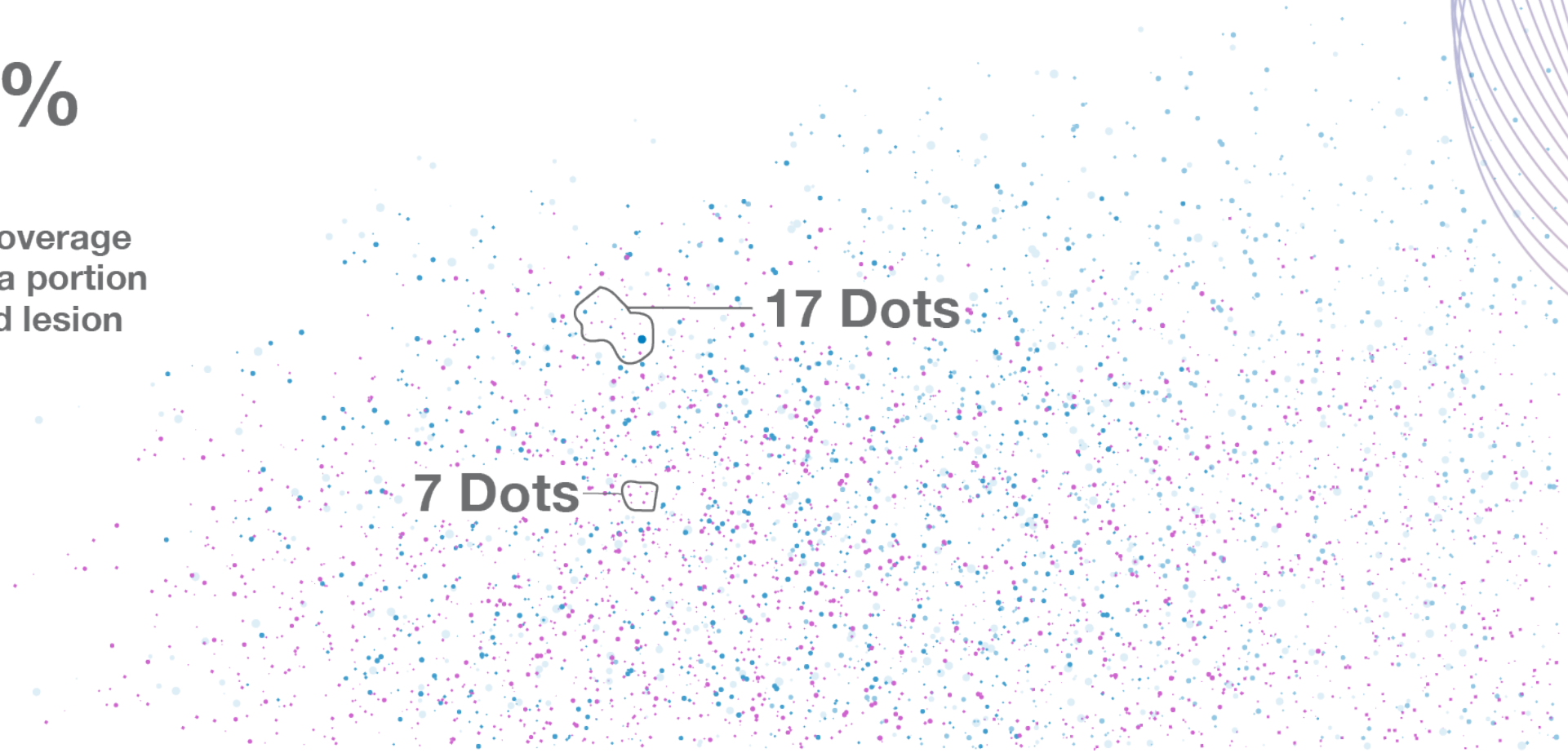
+

BBL™

Why combine bbl with moxi?

15%

Fractionated coverage
can only target a portion
of a pigmented lesion



Spot treat with bbl for impressive results



moxi™ + BBL™
★★★HERO★★★



Courtesy of Steve Swengel, MD

moxi™ + BBL™
★★★HERO★★★



Courtesy of Steve Swengel, MD

moxi™ + BBL™
★★★HERO★★★



Courtesy of Steve Swengel, MD

moxi™ + **BBL™**
★★★HERO★★★



Courtesy of Steve Swengel, MD

moxi™ + BBL™
★★★HERO★★★



Courtesy of Chris Robb, MD

moxi™

+

BBL™



Before



2 mo After 3 moxi, 1 BBL spot tx

Images courtesy of Steven Swengel, MD

moxi™ + BBL™
★★★HERO★★★



Courtesy of Chris Robb, MD

moxi™ + **BBL™**
★★★HERO★★★



Courtesy of Steve Swengel, MD

moxi™

+

BBL™



Before



1 mo After 4 tx



Images courtesy of Steve Swengel, MD

moni™

+

BBL



Before



After 4 Tx

Images courtesy of Chris Robb, MD

moxi™

+

BBL



Before



1 mo After 5 Moxi, 3 BBL spot tx

Images courtesy of Steve Swengel, MD



Forever CHANGE how to treat skin
From head to toe



How is BBL HERO different from other ipls?

BroadBand Light (BBL) is the most advanced and versatile intense pulsed light (IPL) system in its class.

What truly sets BBL apart?

- 4x the speed, 3x the peak power & 2x the cooling
 - Same robust long life DuraLamp Technology
- CoolComfort Technology features:
 - Powerful cooling; 1-30°C in 1 °C increments
- Snap on adaptors and Smart Filters for fast adjustments during treatment
- Precise and consistent treatments
- Range of spot sizes, including large 15x45mm
- Advanced intelligent Treatment Driven interface



HIGH ENERGY RAPID OUTPUT

4x SPEED

3x PEAK POWER

2x COOLING

BBL[™]
★★★HERO★★★

*Available on ForeverBody, max speed and **peak** power varies by selected filter and joules

BBL TREATMENT HIERARCHY

BBL™
BroadBand Light

BBL™
★★★HERO★★★



The broadband light family



Quickly Treat
Large Areas



Anti-Aging Treatment



Acne Treatment



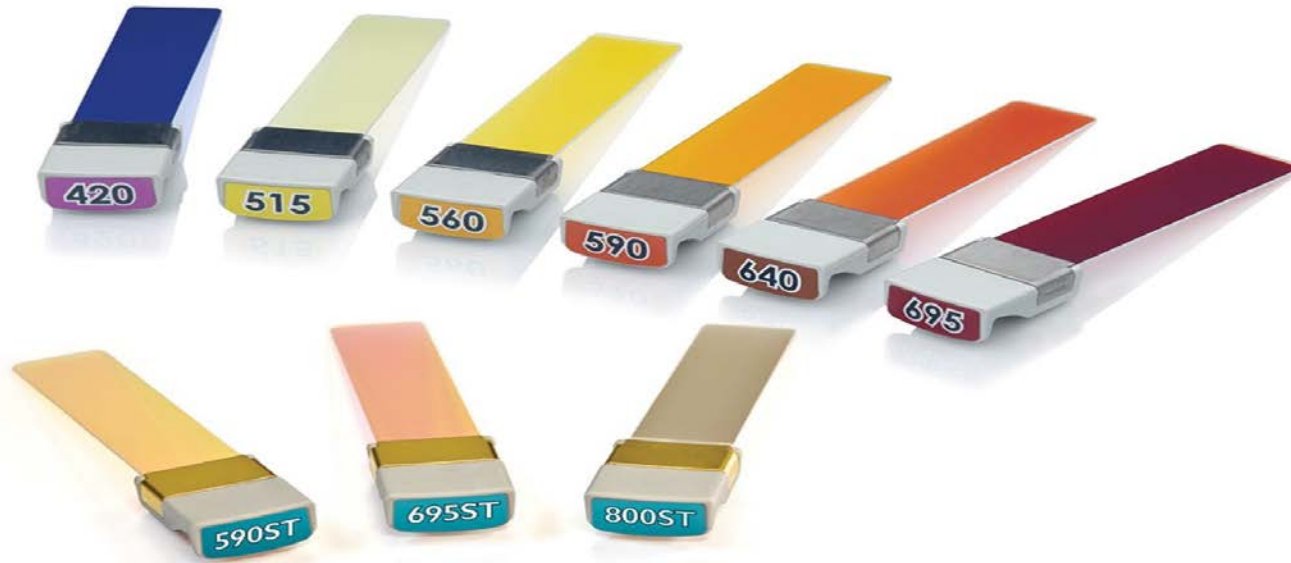
Hair Removal



Skin Tightening



BBL interchangeable filters & adapters





Forever **CHANGE** how to treat pigment
On the body

What is forever body bbl?

Forever change how to treat pigment on the body

- No more labor intensive treatments – treat in just minutes
- Improved ROI – fast patient throughput
- Reduced risk of side effects

Proprietary technology provides

- Lightning fast treatments – High Hz rate
- Improved outcomes – Powerful dual lamps
- Enhanced patient comfort – CoolComfort enhanced cooling technology

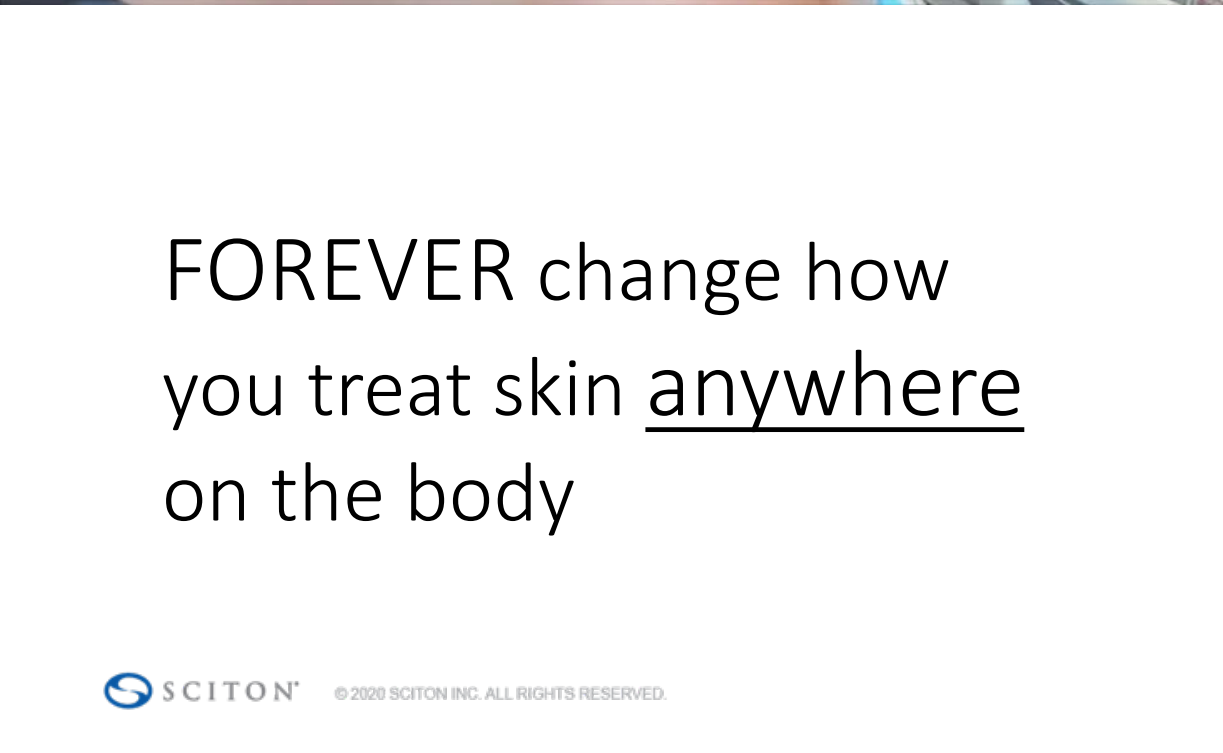
RESULTS

in as little as

1-2 tx



Static 1hz



FOREVER change how you treat skin anywhere on the body



ForeverBody 4hz



Before



2 mo after 1 tx

Courtesy of Jason Pozner, MD



Before



2 mo after 3 tx

Courtesy of Steven Swengel, MD



Multiple settings used
Courtesy of Dr. Jason Pozner

Before



After multiple tx



Before



1 mo after 3 tx

Courtesy of Steven Swengel, MD

People
around the
world want...

skin
that looks and
feels better.

- Reduce the visible signs of aging
- Fewer freckles, redness & age spots
- Smoother texture
- Even tone
- Clearer (resolve acne issues, stop shaving)



BBL™

Corrective
*Pigment &
Vascular*

BBL Pigment Results – Dark Skin Type



Two weeks post 1 tx Courtesy of Paula Hicks, Ave Medical Laser Spa

BBL Vascular Results



Courtesy of Antonio Campo, MD, PhD

PinBryte - Settings

Settings for 15x15mm spot:

Skin Type	Filter	Fluence J/cm ²	Pulse Width in ms	Cooling in °C
I	PB	12	10	20
II	PB	10	10	20
III	PB	8	15	17
IV	PB	6	20	15

- For 15x45, reduce by 4 J/cm²
- For 7 or 11mm round adapter, add 1 J/cm²
- For dark lesions, reduce by 1 J/cm²
- For light lesions add 1 J/cm²
- We recommend NOT using PinBryte on skin types V and VI.

Dr. Bitter's recommended PinBryte Filter - Pigment

Dr. Bitter's recommended PinBryte (500PB filter) Settings

Settings for **pigmented indications on the face:**

Indication	Spot Size	Fluence J/cm2	Pulse Width in ms	Cooling in °C	# of passes	Comments
Lentigenes/ Ephelides	7	10	10	25	1-3	Skintypes I-III only, do not use Zimmer
PIH	15x15	4-5	10-15	15	1-2	
Pigmented Scars	7, 15x15	5	10-15	15	1-2	
Thin SKs	7, 11	12	10	25	2-3	
DSAP (Disseminated Actinic Porokeratosis)	7, 11	12	10	25-30	2-3	
Melasma	15x15	4	15	15	1	Single pass
AKs	7, 11	12	10	30	2-4	
Bening junctional nevi	3, 7	12	10	20-25	2-3	

Dr. Bitter's recommended PinBryte Filter - Vascular

Dr. Bitter's recommended PinBryte (500PB filter) Settings

Settings for **vascular indications on the face:**

Indication	Spot Size	Fluence J/cm2	Pulse Width in ms	Cooling in °C	# of passes	Comments
Generalized Erythema	15x15	6-8	15	15	1 - 2	Use Zimmer
Telangiectasias	3, 7, 11	8-10	10	15-20	1-3	
Red vessels		10-12	15-20	15		
Blue vessels						
Angiomas	3	10-12	10	15	1-3	
Venous lake	3	10	10-15	15	3	
Ecchymosis post injection	7, 11	6-7	15	15	1-2	Use Zimmer Skintypes I-III only
Papular red scar	7, 11	6-8	15	15	1-2	
Poikiloderma	15x15	8-10	15	15	1-2	

Forever
Young



BBL[™]



BBL[™]

 **SCITON**[®]
BECAUSE RESULTS MATTER

What Forever Young BBL Does

YEAR 1



11 yrs
32 tx

YEAR 11



Courtesy of Patrick Bitter, MD

- Less freckles
- Less sun damage
- Less dyschromia

"Wow! This is the best investment I could ever make in my appearance. When I tell people I have adult children, they wonder how much cosmetic surgery I've had done. The answer is none – just Forever Young!"
- Erica



Forever
Clear  **BBL**

BBL

 **SCITON**
BECAUSE RESULTS MATTER

Presenting Forever Clear BBL

- Get rid of acne with the speed of light.
- **Forever Clear BBL** is a cutting-edge acne treatment that uses the power of light to comfortably and effectively clear acne without creams or medicine.

Forever Clear BBL uses a unique three-step process:

- 1** Skin is first treated with **blue** BBL light to eliminate acne-causing bacteria
- 2** Skin is then treated with **yellow** BBL light to reduce the inflammation and redness associated with acne
- 3** Skin is then treated with SkinTyte II using **infra-red** BBL light in rapid, gentle pulses to initiate the body's natural healing process.

Forever Clear BBL Results



*Two months post 5 treatments.
Courtesy of Patrick Bitter, Jr., MD*

Forever
BARE
BBL™

BBL™

 **SCITON®**
BECAUSE RESULTS MATTER

Great Results all over the body

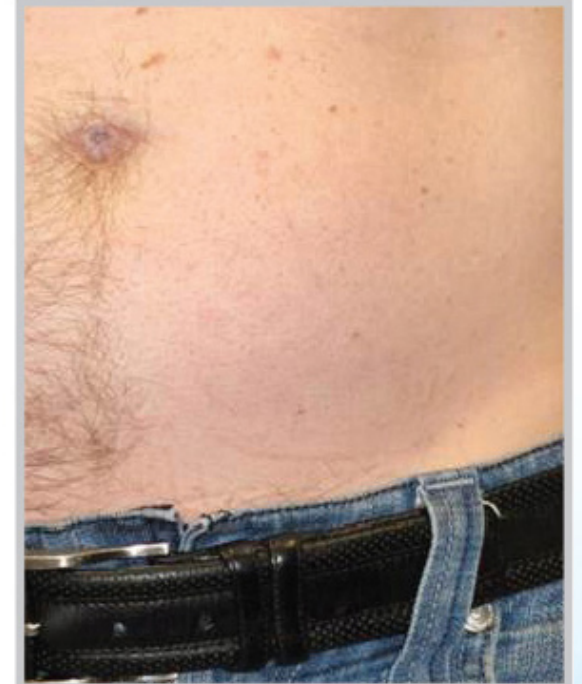


Legs:



Photos Courtesy of Sciton

Abdomen:



Photos Courtesy of Sciton

SkinTyte II[™]



Exceptional Results for the Body



Photo Courtesy of Marie N. DiLauro, MD



Tips For Perfect Demo

Demo tip # 1

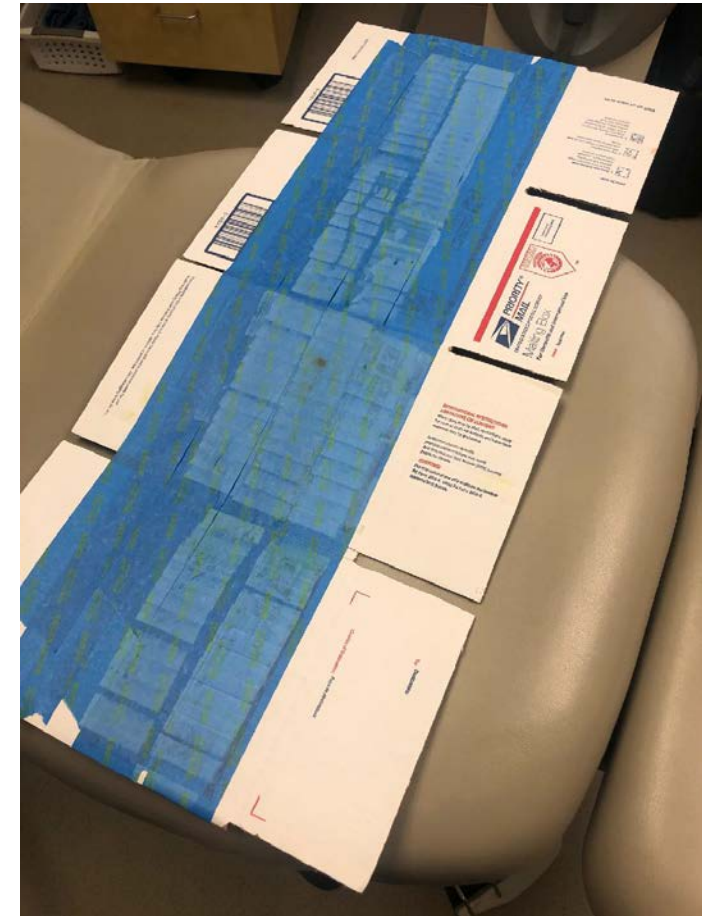
- Setup necks, chests and backs when possible. Arms and legs are more difficult.
- Schedule fewer patients
- Don't treat celebrities

Demo tip #2

- Set proper expectations
- 2-3 treatments may be needed until technique and understanding of settings is achieved
- When possible, demo for showing features and not results. As a minimum set the moderate expectation.

Demo tip #3

- Blue painters tape- 560 4 J/cm





Demo Tip #4

- Demo at 2-2.5 hertz
- Will eliminate any striping or overtreating issues, and is still faster than their maximum 1 hertz.
- The blue tape will show them the possibilities once they get some practice.

Demo Tip #5

Use a white
cosmetic pencil
to outline clavicle

Also use to
define perimeter
so if there is
demarcation it's
at least even.



Showpad bbl resources

Valuable resources

- Selling PPT
- Videos
- Before and After decks
- Social media & infographics
- And more...

On-the-fly, quickly share

- Send, track, confirm
- Know what they looked at and know what resonated





Proven Popular – Support You Can
Count On

Thank you!

cảm ơn bạn

