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# Permanent Position

THE PROS AND CONS  
OF PERMANENT FILLERS



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**E**xilis is a safe, fast and effective way to volumetrically deliver radiofrequency energy (RF) to the deepest layers of the skin, allowing for a dual function of circumferential reduction of fatty adiposities to tighten the skin on the body and face.

#### HOW IT WORKS

When the cooling is on, the RF penetrates the deepest dermal layers and radiantly heats the adipose cells, causing them to increase their metabolic rate and release excess lipids into the bloodstream. Numerous studies have proven that this occurs safely without an increase in serum cholesterol, both short and long term. Exilis does not remove fat cells from the body; rather, the RF ramps up the metabolism causing the adipocytes to release their stored lipids and so the collagen network surrounding the adipocytes contracts, as has been shown on MRI studies. Skin tightening occurs when the cooling is turned off and the heating is more superficial.

#### INDICATIONS

Exilis is indicated for anyone who wants a fast, no-downtime, painless procedure for tightening the skin of the face and body. By changing certain parameters on the body handpiece, a temporary reduction in the appearance of cellulite can also be achieved. Most people who come to me for Exilis treatments have specific, small areas of concern (such as the desire to reduce the circumference of the arms, or to reduce the appearance of loose skin of the arms), without undergoing the morbidity, downtime, and scarring of a surgical procedure. The facial applicator is wonderful for those individuals who want to maintain a lift and then work on a preventative ageing program by having the procedure once a month. I have a lovely octogenarian lady who has Thermage once a year on her face or various body parts; she discovered the Exilis and so now she comes in twice a month for the additional boost. She loves it when her friends ask her if she had a facelift; it makes her laugh, and it is our little secret. She is the exception to the rule because of her age as one would not expect her to have a good response to building collagen, but she still does. The results are very evident for her. Most patients who are candidates for Exilis, or any radiofrequency skin tightening technology, range from 24 to mid-70s. After this age point, I don't find the collagen response to be as robust.

Most radiofrequency devices work best on patients who are within ten pounds of their ideal weight, whereas with Exilis, the heavier patients seem to get the most dramatic results. I

# FIRM BUT FAIR

## - the skinny on how Exilis firms and tightens

had one patient come to me and say "Dr. Lisa, I know I will not be losing weight anytime soon, but I have a special event in the near future and most of my shirt sleeves feel a little tight. Is there anything you can do?" She was the first person I treated with the Exilis device. Two days later, she called my office asking if she could add on treating her stomach and thighs. It has proved a real crowd-pleaser. It's also great for a quick "pick-me-up" before a special event, or a photo shoot, as some of my celebrity clientele have noted.

#### CONTRAINDICATIONS

Radiofrequency skin tightening should not be carried out on any patient who has large amounts of metal in the region to be treated (artificial knees, hips, plates in the spine). My general rule is if they can have an MRI, they can have RF skin tightening. Pregnancy is also a contraindication, as well as cancer that is not in remission. The most important contraindication for me is over-inflated patient expectations. Exilis will not produce the same results as a rhytidectomy, brachioplasty, or abdominoplasty. I will not perform the procedure on individuals who have unrealistic expectations. No RF technology can compare to surgery (yet). That being said, once expectations are corrected, I am willing to give it a try if the patient still wants to do the procedure. Before every treatment, patients are weighed, measured at least three distances from a fixed body point (tip of the xiphoid process for the abdomen, tip of the ulna for the arms, from the ground up for the thighs), and photographed. This is just good science, and it also allows you as a practitioner

and the patient to decide if progress is being made. Usually, the most progress occurs between the second and third session.

#### COMPARISON TO OTHER TECHNOLOGIES

The Exilis is great for many reasons. First of all, there is a high patient satisfaction rate as can be seen because they usually start with one area then add additional areas when they see the great results that can be achieved. They would not do this if it didn't work. Why spend extra time and money on a futile endeavour? Second, the Exilis is a fast procedure, it usually takes about 10 minutes to treat one area, and no pre-medication is required. The patients literally jump out of the chair and head right back to work (some travel all the way uptown from Wall Street for a quick treatment). Third, it is painless; there is no downtime and there are no restrictions on activity afterwards. No compression garments or special hosiery is required. The skin stays pink like you just jumped off the treadmill for about 10 minutes and then as the skin cools, the colour returns to normal and the tightening becomes evident. Fourth, the treatment is easily delegated to ancillary personnel. This gives them time to connect to the patients they would not otherwise have, allowing for a more personal interlude, as well as an opportunity for cross-selling other treatments or product suggestions. Fifth, the lack of a need for disposables makes it the perfect first-choice selection for both a surgical and non-surgical cosmetic practice. The return on investment is high. Some plastic surgeons that perform liposuction use the Exilis before and

surgeon's office. My practice is patient-driven, and many of my patients are international who have physicians in Paris, South America, Dubai, London; you name it. The best of the best. So, my niche is that I go to several international meetings per year, and bring back as many new techniques and technologies as I can so that my clientele are able to continue the treatments they receive abroad with me (when possible vis-a-vis the FDA). I met the representatives of Exilis at the Anti-Aging and Aesthetic Medicine Conference in Monte Carlo, and they remembered me as a rather busy Thermage physician, so they approached me to do the Beta testing on their Exilis device and to make some suggestions, so I was the first person to actually get my hands on the machine in the USA. As we all know, there are various "non-invasive" ways to either shrink or destroy fat cells; Zerona, Carboxytherapy, Exilis, Zeltiq. I investigate them all and bring to my practice what makes sense for me and my clients (e.g. what works).

One evening, I had the pleasure of meeting a lady who told me she had done one session of Zeltiq (cryolipolysis) on her abdomen and that she was pleased with the results, but they were unable to address some of the other areas of her abdomen (such as the area beneath her ribcage) because of limitations of the technology. Nor could Zeltiq treat her arms, which she also wanted to do. I asked her about her experience with the Zeltiq and she told me they could only treat her lower abdomen, flanks and back fat, but they could not treat beneath her ribcage because of the way the device is configured. Each Zeltiq session takes one hour per area; flanks constitute two areas, abdomen one area, back one area, and the cost is not cheap. In other words, a lot of time and money is required for the patient to get results. However, she did admit she was pleased, but wished she had heard about the Exilis device first. I asked her how they documented her progress and she told me that they only took photographs. I was astonished. We weighed, measured and photographed her and began work on her upper abdomen where the Zeltiq couldn't fit. After two sessions, she lost one and half inches in circumference and she noted the skin texture was much improved. She then added on treating her arms, and we give her face treatments gratis for being such a great patient. She was extraordinary in that she gave us a comparison of Zeltiq versus Exilis on one body, and the Exilis won.

### OPERATOR CONSIDERATIONS

The machine is very easy to operate, and the only requirement of the operator is to enjoy interacting with the patients. Each procedure area is roughly the size of the return pad. The body handpiece has a continuous skin surface thermometer monitoring the external skin temperature and shuts off immediately if there is a break in full-skin contact for patient safety. Each treatment area takes about 10 minutes to

perform. The display module is very easy to learn and understand and we find the patients are very eager to give us feedback as to what we can do better (usually they want to have a longer treatment, as long as they can take). Everyone is different. The most important thing is to have good training; learning to move the wand as slowly as possible without losing full contact with the skin will get the best results the fastest.

### PATIENT CONSIDERATIONS

The patient can expect a gradual warming up of the skin until it feels a little too hot for comfort. At that point, the temperature is lowered to a tolerable level and the skin is maintained at an external temperature of 42 celsius for eight to ten minutes. It is a fairly comfortable experience and all patients get through it with encouragement. No premedication is required. Numbing creams are contraindicated because they change the resistance of the skin. Once the procedure is completed, the skin remains warm and pink for about fifteen minutes. The current guidelines are one session every two weeks for a total of four sessions. We are currently working on trying to reduce the number of sessions required but we do not restrict patients from having more sessions if they like. Invariably, the more they do, the better the result. There are no post-care considerations but we do advise patients to maintain a relatively healthy diet so as not to undo all the good work. As long as the patient maintains his or her good dietary habits and level of activity, the results can be lasting.

### SIDE EFFECTS

These are minimal and only include temporary pinkness which lasts fifteen minutes or so post-procedure. It is not advisable to treat the buttock area itself because this has led to some undesired fat loss. Also, caution should be exercised when operating the body handpiece near bony areas such as the thoracic or pelvic girdle due to some reports of latent second-degree burns not evident at the end of the treatment.

### THE BENEFITS OF EXILIS

The Exilis excites me firstly because it comes from my home country of Czechoslovakia. Second, as I mentioned before, it delivers great results and has more versatility than any other technology designed to increase the metabolism of the adipocytes. The idea of a small machine with no consumables that can be used to tighten the skin on the face and the body that is fast, painless, and that can be delegated to ancillary personnel freeing up valuable physician time is a true Godsend. The return on investment is fast, and the patients love it because it works, it feels good, and they keep adding areas which is proof-positive that they see the results in the mirror. It's a "win-win" for all involved. ♡

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after surgery because they report that the Exilis treatment has a positive impact on the viscosity of the fat to be removed during the liposuction procedure, as well as positively impacting the skin tightening and lymphatic drainage after the procedure. Exilis is truly a unique device and I would not hesitate to recommend it as a first-line purchase for someone interested in starting a cosmetic practice who wants a lot of utility out of a single machine that does not require physician-directed time.

### SUCCESS RATE

I have had tremendous success with the Exilis device in my practice. I make it a point to visit each patient when they walk into my office, whether I am the one performing the actual procedure or not. Some procedures, such as skin treatments and some skin tightening and IPL, I delegate to my very skilled technician whom patients know and love. However, all photography and measurements are performed by me to ensure consistency.

The most interesting case I had with Exilis came in the form of a lovely lady who is beautiful from the inside out. Her main focus of attention at first was her abdomen. She had liposuction performed years prior, but her lifestyle now would not allow for a repeat surgical procedure at this time. When she had her original liposuction, it appeared as if the surgeon did not go high enough beneath her ribcage, so she had a roll of adipose tissue directly beneath her ribcage that should have been feathered, but it hadn't. My practice is in New York City where you can't swing a hula-hoop without hitting the front door of a plastic