



Clearskin
Institute of
Laser Aesthetics, Inc.

Vanquish Patient Q&A

1. Q. Why choose Vanquish?

If you wish every day were a Skinny Jeans Day, choose Vanquish... If you wish the only place you see muffin tops is on your breakfast plate, choose Vanquish.

A. Vanquish is a revolutionary radio-frequency (RF) device that selectively heats deep tissue for safe and measurable cosmetic body treatments without surgery or downtime. Further, patients and providers have universally reported high treatment satisfaction.

2. Q. What does it treat?

A. Vanquish is specially designed to “conquer your core” by treating the problematic midsection area with precise thermal energy that selectively affects the adipocytes in the deep tissue layer.

3. Q. How does it work?

A. Vanquish is the first aesthetic RF technology to emit an electromagnetic field over a large treatment area, which allows for the safe delivery of beneficial RF energy over the mid-section of the body without the applicator panels making contact with the skin. Vanquish utilizes real-time *Tissue Impedance* tuning circuitry, like a radio tuner, to match the characteristics of RF energy with the particular response of the desired deep tissue layer. The advanced design of its *Energy Flow Control™* engineering helps precisely deploy the thermal effects of RF into the deep tissue while protecting the surrounding skin layers.

4. Q. What are the key advantages of Vanquish treatment?

A. Vanquish offers several important and impressive features and benefits, including:

- *Non-invasive and non-surgical* contouring solution for body treatments
- The *largest spot size*, allowing for the *largest treatment area* in the industry
- *Contact-free*: The device applicator does not touch patient skin
- *Comfortable and agreeable*: No anesthesia, pain medication or downtime is required for treatment
- *Short focused 30-minute sessions* -- generally scheduled one week apart over four to six weeks
- *Outstanding safety* with only mild to moderate redness and/or swelling in the treatment area, which typically resolves in one to two hours
- *Affordable and accessible* to adults from all walks of life
- *No costly consumables* to be passed along to patient

5. Q. Is it safe?

A. Yes. Vanquish has been tested in clinical studies and proven to be safe and effective. It has been cleared by the FDA in the U.S. for deep tissue heating for use in dermatologic and aesthetic procedures. No significant side effects have been reported to date.

6. Q. What about recovery?

A. Some pinkness on the treated area may last for about one to two hours. It is important for patients to increase water intake to speed the metabolic process of breaking down fat and filtering the body of excess fluid and toxins. Patients should be well hydrated before, during and for 2 days post treatment.

7. Q. What are the side effects?

A. There have been no significant side effects reported with Vanquish treatment.

8. Q. Who is a candidate for Vanquish?

A. Vanquish is recommended for patients over the age of 21 who desire aesthetic body treatment without the cost and recovery of surgery. It is most efficacious for those up to about 20+ pounds over weight wishing to improve problem areas around the midsection where exercise and diet have plateaued.

9. Q. Will it hurt?

A. No. There is virtually no pain or discomfort associated with Vanquish. There may be a feeling of sharp prickly heat when the skin is in direct proximity to the applicator because the heat energy is focused on the superficial skin rather than the deep tissue heating achieved with the electromagnetic field.

10. Q. What results can I expect and how long will they last?

A. For patients who wish to delineate those problem areas where exercise and diet have plateaued, Vanquish is a consistent treatment option without the cost and recovery of surgery. Patients have shown lasting results up to 6 months or longer, when maintaining a healthy lifestyle of a smart diet and exercise regimen.

11. Q. How many treatment sessions will I need?

A. The recommended number of treatment sessions is between 4 and 6, depending on the individual and his/her ideal result. Each session lasts about 30-minutes long and can be scheduled once a week. It is best to consult with your provider to ensure a successful outcome.

12. Q. How much will a treatment session cost?

A. Price varies, but the average cost of a treatment session can range from about \$700 to \$800, and package offers may be available.

13. Q. Is Vanquish FDA-Cleared?

A. Vanquish is FDA cleared for deep tissue heating in connection with dermatologic and aesthetic procedures.

14. Q. Who stands behind Vanquish?

A. Founded in 1993 in Prague, Czech Republic, BTL Industries designs, manufactures and sells medical equipment, and today is among the world's five largest physical therapy manufacturers. In 2009, BTL Aesthetics moved the company into aesthetic medicine with non-surgical devices that represent the best in skin tightening, anti-cellulite, anti-wrinkle and fat dissolve.

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