### POPULAR COMPLEMENTARY PROCEDURES

Complementary procedures not only enhance the aesthetic outcome, they also shield your business from competitive pressures as they are difficult to copy. They enable practice distinction, avoid commoditization and allow to brand your own procedures (Arctic Peel, North Start Peel, South Beach Peel etc...). An almost infinite amount of complementary procedures are possible, which makes the JOULE even more valuable. Note that combinations with non-JOULE procedures are also possible. Pricing of complementary procedures is generally not the sum of each individual procedure. Generally the “main” procedure is charged at full price with 50% discount for the second procedure and even more of a discount for a potential third procedure...

### Combination Procedures

**RATIONALE** - SPECIFICS

#### SKIN

- **BBL & Halo**
  - Enhanced photo therapy. BBL first, Halo second
  - Further reduces superficial pigmentation. Decreases redness and telangectasias
- **BBL & ProFractional**
  - Improves dyschromia and texture of skin
- **BBL & MFP & ProFractional**
  - Improves dyschromia, wrinkles and texture of skin with low dosimetry
- **BBL & SkinTyte II**
  - Addresses skin laxity to skin quality
- **Facelift with Laser Resurfacing**
  - Treats skin texture, wrinkles and dyschromias
  - Improves skin quality
- **Lower Blepharoplasty with Laser Resurfacing**
  - Treats skin quality of lower eyelid and addresses skin laxity of eyelids

#### VASCULAR

- **BBL & ClearScan YAG**
  - Treatment of combined thinner & thicker vascular lesion (nodular Port Wine Stains etc.)
- **Pro-V & BBL / ClearScan YAG**
  - Treatment of matting, reticular & spider veins secondary to varicose veins

#### BODY

- **ProLipo & SkinTyte II**
  - Adjuvant skin tightening post ProLipo fat removal
- **ProLipo & ProFractional**
  - Adds textural improvement to overlying skin
- **Mini-Facelift with Laser Lipolyisys**
  - Contours submental area and tightens neck skin below mandible
- **Fusion Facelift™ (with ProLipo & Resurfacing)**
  - Adds submental laser lipolyisys and full field laser resurfacing to mini facelift
  - Improves skin quality issues and dyschromias

#### HAIR & SPECIALTIES

- **diVa & SkinTyte II**
  - Vaginal therapy combined with labia majora skin firming
- **diVa & Contour TRL / ProFractional**
  - Vaginal therapy combined with labia majora skin firming and dyschromia treatment
- **diVa & ProLipo**
  - Vaginal therapy plus laser liposuction of mons pubis

### Notes

- **AN = As Needed**
- **BBL & other laser treatment**
  - Often $800 - $1000 charged initially
  - Procedures may be 25% lower in price
- **BBL & other laser treatment (such as MUP, NLF, ProFractional or Halo)**
  - Often discounted when other areas are added in same session
- **Package of 2 treatments often discounted by 10%**
- **Halo non-ablative (1470 nm) only procedures may be 25% lower in price**
- **Very light procedures (3 - 5%) may be called a different name and offered at $500 - $600 (full face)**
- **Suggested bundles:**
  - o Face, neck, chest
  - o Arms, hands
  - o BBL and other laser treatment
    - Often sold in packages of 6, with 6th treatment free (4, 6 or 8 weeks apart)
    - Usually sold in series of 3 - 4 treatments and often discounted by 10 - 15%

### Products & Applications

**Areas & Specifics**

<table>
<thead>
<tr>
<th>Products &amp; Applications</th>
<th>Average Price per Single Session ($)</th>
<th>Average Number of Sessions</th>
<th>Notes</th>
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</thead>
<tbody>
<tr>
<td>Vaginal Therapy</td>
<td>Vaginal 1200 - 1500 3</td>
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<td>Often discounting of 3 procedures</td>
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<tr>
<td>BBL - Forever Bare BBL™</td>
<td>Small Area: Axillary... 150 - 200 6</td>
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<td>Often sold in packages of 6, with 6th treatment free (4, 6 or 8 weeks apart)</td>
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<td></td>
<td>Medium Area: Chest... 200 - 300 6</td>
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<td>Large Area: Back... 300 - 400 6</td>
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<tr>
<td>ClearScan ALX/YAG™</td>
<td>Small Area: Axillary... 150 - 200 6</td>
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<tr>
<td>Onychomycosis</td>
<td>Toenails and Fingernails 200 - 300 4</td>
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<td>Often $800 - $1000 charged initially for treatment over whole year ± 3, 6 and 9 month</td>
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<td>Warts</td>
<td>Global 100 - 150 AN</td>
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