



MEDICAL | AESTHETICS

AESTHETIC MEDICINE PORTFOLIO 2011/2012



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To Order: 1-800-P-SCHEIN (1-800-772-4346) 8am–9pm (et)

To Fax: 1-800-329-9109 24 Hours

www.henryschein.com/aesthetics

At HENRY SCHEIN, our goal is to help you deliver the best quality patient care and superior surgical outcomes. With over 75 years of experience supplying to health care providers, we have the expertise and commitment to provide your practice with:

Superior Customer Service

Our knowledgeable Sales Consultants offer the utmost attention and are poised to identify ways to enhance your aesthetic, medical and surgical needs.

Guaranteed Competitive Pricing

Utilizing the industries best manufacturers contracts while leveraging GPO and professional affinity relationships, we strive to deliver the best value to your practice.

Exceptional Value Paired With an Exclusive Portfolio

Our Henry Schein Private Brand offers high-quality, lower cost alternatives for many of the highest volume items purchased in your practice. We feature a selection of signature products with unique technology available only through Henry Schein.

Consistent, On-time Delivery and Order Accuracy

All orders placed by 5:00pm, arrive the next day to 90% of the country, usually in one box.

Practice-Management Solutions

We offer a complete array of services designed to help you achieve your practice goals.

Value-Added Services Include:

- ❖ Barcode Scanning and Inventory Optimization Solutions
- ❖ Henry Schein Financial Services
- ❖ Best-in-class EHR/Practice Management Solutions

A Global Commitment to Caring Via Social Responsibility Programs

Through the Henry Schein Cares Foundation, we support underserved communities and the health care professionals who treat them to narrow the disparity in the delivery of healthcare services and information to underserved communities.

Our Commitment to Caring Includes:

- ❖ Healthy Communities, Healthy Lifestyles™ (Medical screening program)
- ❖ Think Pink™ Breast Cancer Awareness
- ❖ Global Product Donation Program and Disaster Relief Initiatives

With over 100,000 product and service options available and 600 sales consultants at your disposal, Henry Schein has everything you need, when you need it!

Henry Schein Financial Services

Business Solutions For Healthcare Practitioners

Henry Schein Financial Services (HSFS) specializes in strategies for success. As your practice changes, you will need advice from specialists who understand your business needs. HSFS offers financial resources that can be tailored to your practice goals.

Contact us today to review our full array of financial resources developed to move your business forward with the competitive advantage you deserve.

- Equipment Financing
- Practice Acquisition and Start-Up Financing
- Demographic Site Analysis Reports
- Henry Schein Credit Card
- Credit Card Acceptance
- Patient Collections

 **HENRY SCHEIN®**
FINANCIAL SERVICES

1.800.443.2756
hsfs@henryschein.com
www.henryschein.com/hsfs

Henry Schein Brand Products

Depend On Us For Quality, Value, And Selection

Healthcare professionals around the world use Henry Schein Brand products to fulfill their practice supply needs. There are over 6000 quality products to choose from—each bearing the Henry Schein Seal of Excellence—your guarantee of satisfaction.

Henry Schein Brand products:

- Save on the products and supplies you use most
- Selected for high quality and high value
- Categories for disposables, instruments, diagnostics, and most common products used on a daily basis

 **HENRY SCHEIN®**
BRAND PRODUCTS

1.800.PSCHEIN
www.henryschein.com/hsibrand

What dynamic features does the Henry Schein Medical Website offer your cosmetic medicine practice?

Quick and Easy Ordering!



- ❖ 24 hour/365 days availability to supply ordering
- ❖ Track orders and shipments and process returns
- ❖ Generate comprehensive utilization reports via our dynamic report wizard
- ❖ Set budgets and electronically approve orders for greater security and accuracy
- ❖ Access purchase history and real-time pricing
- ❖ Custom shopping list capability for easy ordering
- ❖ Dedicated Affinity pages for the ASPS, AAO and AAD
- ❖ Shop by procedure, chronic conditions or simply everyday essentials
- ❖ Access free MSDS documents for quick OSHA compliance
- ❖ Retrieve electronic statements and invoices for paperless environment
- ❖ 6 different specialty websites including dermatology and plastic surgery
- ❖ Access to promotions created uniquely for your specialty

www.henryschein.com/medical www.henryschein.com/dermatology www.henryschein.com/plastics

Privileges Rewards

Buy what you need, get what you want

With our **PRIVILEGES PROGRAM**, we believe in rewarding our loyal customers with products and services that will help their business stay competitive and profitable, now more than ever. By using any of our electronic ordering solutions, **PRIVILEGES** members earn reward points (one point for each dollar spent), which are automatically posted in your online **PRIVILEGES** Rewards account.

As a **PRIVILEGES** member, you'll receive:

- **PRIVILEGES** Rewards points for all electronic purchases
- Value Certificates to reduce your expenses and offer you the opportunity to earn Bonus Points
- **PRIVILEGES** Monthly E-Promotions

Visit your account often to check your points, browse the gift catalog and redeem for thousands of brand-name gift items—including **FREE** travel and event tickets! You can reward an employee or redecorate your office with **PRIVILEGES** points!

Sign up now to start enjoying all the special attention and exclusive benefits that you deserve. Membership is **FREE!**

- Exclusive Quarterly E-Newsletters
- Access to Practice Marketing Services
- Affinity Promotions for **AAD, AAO, & ASPS** sales plan customers

To enroll or learn more,
speak with your Sales Consultant or visit
www.henryschein.com/privilegesmd



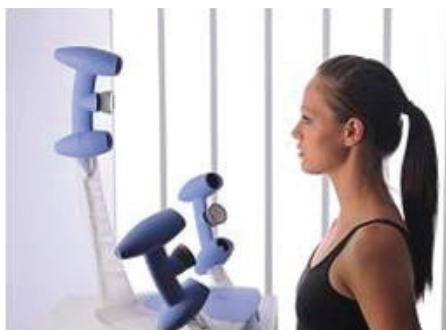
EXCLUSIVE
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www.henryschein.com/privilegesmd
privilegesmd@henryschein.com

What solutions does Henry Schein Medical offer to help you differentiate your practice and close more surgeries?

Axis Three is a precise, easy to use, 3D simulation tool that generates anatomically accurate images using the patient's own body characteristics. These products provide surgeons, practice managers and patient coordinators with tools that:

- ❖ Enable both patient and professional to understand the patient's expectations.
- ❖ Improve professional's time and efficiency with patients.
- ❖ Create a more pleasing and less intimidating experience for patients.
- ❖ Reduce subjectivity and help patients meet their expectations.
- ❖ Increase surgical conversion rate.
- ❖ Enable discussions about future procedures on same patient.
- ❖ Decrease the risk of reoperation



axisthree 
...beyond imagination

27% 

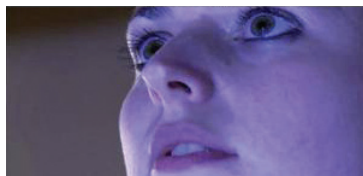
increase in surgical conversions
recognized by surgical practices
using Axis Three

91% 

of patients surveyed told us that
the Axis Three technology enhanced
the consultation experience

94% 

decrease in reoperations for
practices using Axis Three
technology



**Schedule a complimentary demonstration
with your Henry Schein Sales Consultant today
or to watch a quick video go to www.henryschein.com/axisthree**

Practice Marketing

Grow your Revenues, Patient Volume, Reputation and Satisfaction

Healthcare Success Strategies is a Henry Schein partner offering an array of marketing tools, programs, and services designed to help educate and assist in the development and growth of your aesthetic practice through well-defined and proven marketing strategies. Services tailored-to-fit the needs of your business include:

- Educational Webinars and Workshops
- In-Depth Marketing Audits
- Practice Marketing Tools

- Library of Articles and White Papers
- Web and Social Media Marketing
- Consultation Services



We do  that!™



www.henryschein.com/practicemarketing
1-800-797-1096.

**Ask about your PRIVILEGES® discount and your
FREE HOUR of CONSULTATION!**



How has Henry Schein Medical partnered to bring you virtually pain free hair removal and offer your patients complete skin rejuvenation options in 60 days?

For all the most popular and in-demand laser and aesthetic treatments, Alma Lasers has the systems to provide the reliable, safe and effective results your patients are looking for. Count on Alma Lasers for visibly dramatic improvements with minimal discomfort and downtime.

Alma Lasers™
Wellbeing Through Technology

Alma lasers features laser technology with over 70 FDA indications.

Procedure	Average Physician Fee Per Treatment*	Accent Elite	Accent XL	Accent 980	Accent	Harmony XL	Harmony XL 540 Module	Harmony XL 570 Module	Harmony XL 650 Module	Pixel C02	Pixel ER	Soprano Xii	Soprano Xii NIR Module
Fractional Skin Rejuvenation	\$500-\$2,000					×	×	×		×	×		
Skin Photo Rejuvenation	\$300-\$500					×	×	×					
Skin Tightening	\$500-\$1,000				×	×							×
Vascular Pigmented Lesions	\$300-\$500					×							
Acne Treatment	\$150-\$300					×							
Pain-free Hair Removal	\$150-\$500								×				×
Treatment For Leg Veins	\$200-\$400					×							
Psoriasis/Vitiligo/Stretch Marks/Hypopigmentation	\$200-\$500					×							
Tattoo Removal	\$200-\$500					×							
Wrinkles, Acne Scars	\$500-\$2,000					×							
Pain Relief (Deep Dermal for Muscular Pain)	\$75-\$150												×
Body Contouring and Treatment for lax skin	\$500-\$1,000	×	×										
Fractional CO ₂ Skin Rejuvenation	\$1,000-\$25,000									×			
Laser Lipolysis	\$2,000-\$6,000			×									

Call your Sales Consultant to discuss a complete array of services

✦ skin resurfacing



✦ hair removal



✦ skin rejuvenation



✦ body contouring



Don't forget all of your laser consumables including...



Disposable Apparel



Ultrasonic Gel & Wooden Applicators



Laser Eyewear Accessories



Sunscreen

For a comprehensive shopping list and resources for laser procedures, shop www.henryschein.com/laser

*Physician fees can vary based on geography, area of body, and patient size. Treatment length/packages vary between one size to six treatments based on procedure and patient.

What vacuum system does Henry Schein Medical recommend for quiet yet efficient liposuction?

Whether small and portable or big and strong, Medela has the ideal suction pump for all applications. These suction pumps are well-known and loved for their longevity, quietness, reliability and for the exceptional service that Medela people offer.

The Dominant 50 is a powerful and reliable hospital suction pump indicated for the aspiration and removal of surgical fluids, tissues (including bones), gases, bodily fluids or infection materials from wounds of the patient during surgery.

- ❖ Powerful and high suction capacity
- ❖ Rapid buildup of vacuum
- ❖ Vibration-Free and quiet
- ❖ Design; smooth surface and easy to handle and clean
- ❖ Prized for its design, functionality and ergonomics

Physician Fee*
for liposuction ranges
between \$1,500–\$7,500

medela Vacuum Pump Systems <small>✱ = ideal</small> <small>● = possible</small>		Vario 18 AC Vario 18 AC/DC	Vario 18 AC/DC c/i	Basic 30	Dominant 50
Suction capacity (l/min)		18	18	30	50
Max. consumption (l/min)					
Max. vacuum (kPa)		-75	-51	-85	-90
(mmHg)		-563	-380	-638	-675
Medical Suction Systems					
Endoscopy				✱	●
Liposuction					✱
Ear, nose and throat		✱	✱	●	
Gastroenterology			✱		
Neurosurgery					✱
Plastic surgery					✱
General surgery				✱	✱



Don't forget all of your liposuction consumables including...

Integra Miltex

Scalpels, Punches & Instruments

HENRY SCHEIN
MEDICAL

Gloves, Surgical
Marking Pens
& Gauzes

DJO
GLOBAL

Compression
Garments

ETHICON.

Sutures
and Wound Closure
Products

Shippert

Fat Transfer
Products
& Cannulas

For a comprehensive listing of liposuction products and resources, shop www.henryschein.com/lipo.

*Physician fees can vary based on geography, area of body, patient size; OR/Lab and related service fees.