



Aesthetics for the DED Clinic

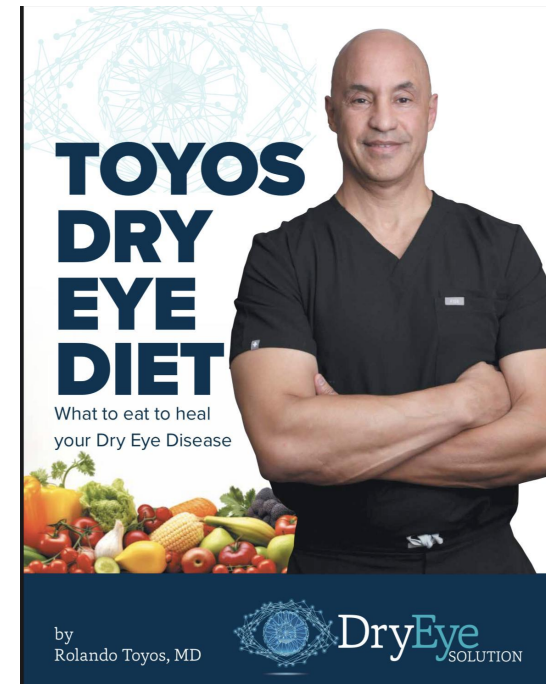


Inventor of Light Treatments for Dry Eye

Rolando Toyos, MD

Toyos Clinic

Nashville, New York City, Memphis

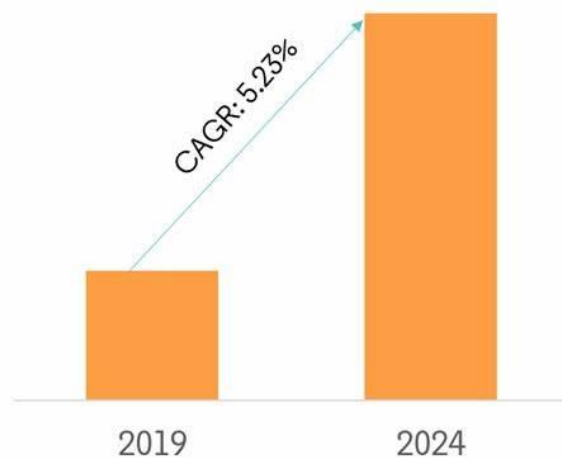


Dry Eye Disease and Aesthetics

- Two fastest growing markets in Healthcare
- Are they related?



Dry Eye Disease Market Summary

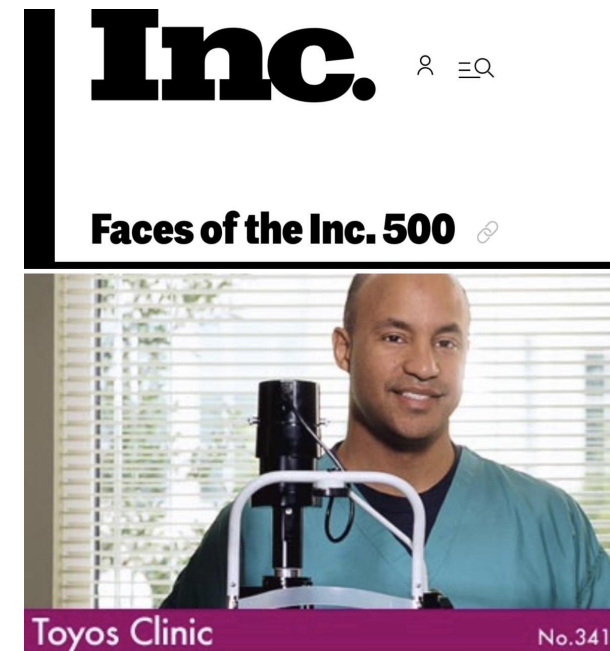


Source: Mordor Intelligence



Toyos Clinic opens in 1998 as Eye Care and Aesthetics Clinic

- Botox, Filler, Erbium Laser, IPL, Chemical Peels, Massage Therapy, Wellness
- Eye Care – medical and surgical eye care – Lasik
- Business model establishes Toyos Clinic as one of the fast growing companies in the nation – Inc 500 and Tennessee Fast 50



Lessons learned about Aesthetics and an Eye Clinic

- Fix their eye problem and they will be open to letting you fix something else – Lasik can turn into botox, IPL for DED can turn into a Photofacial, Cataract Surgery can turn into a Blepharoplasty – TRUST
- Stick to the face and don't waste time or money on the body – You know the lids better than anyone and that is the hardest part
- Use a mirror with your patient and listen



Toyos Definition of Dry Eye Disease

- Working Definition
 - Skin and Gland Condition = Inflammatory Tear
 - Break Down of the Ocular Surface – decrease vision, destruction of nerves, redness, irritation, pain, etc



Skin Problems = Dry Eye Disease

- 80% of Rosacea patients have MGD
- Acne patients have a higher incidence of DED
- Sun Damaged skin has a higher rate of MGD
- Improve the skin = Improve the eyes






IPL for Aesthetic and Medical Conditions

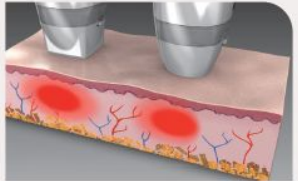
Other Aesthetic Procedures in DED – RadioFrequency RF

- Theory is that maybe another aesthetics procedure besides IPL could improve DED
- Toyos Clinic studied them all – Botox, Filler, Erbium Laser, Fractionated CO2 Laser, Micro-needling, RF, RF Micro-needling, LLLT
- LLLT – photobiomodulation
- IPL is the Gold Standard, LLLT is a good maintenance therapy, RF and Fractionated CO2 Laser have a place



 **Shot and rubbing treatment modes**

Switch between 2 treatment modes for effective volumetric heating and therapeutic tissue stimulation. When used together this powerful combination enhances treatment outcomes.

<p>The shot mode shoots intensive thermal RF energy to the deep dermal tissue to promote collagen remodeling.</p> <p>SHOT MODE</p>	<p>The rubbing mode delivers RF energy delicately to the epidermal tissue in a safe and smooth manner, increasing patient comfort and satisfaction.</p> <p>RUBBING MODE</p>	
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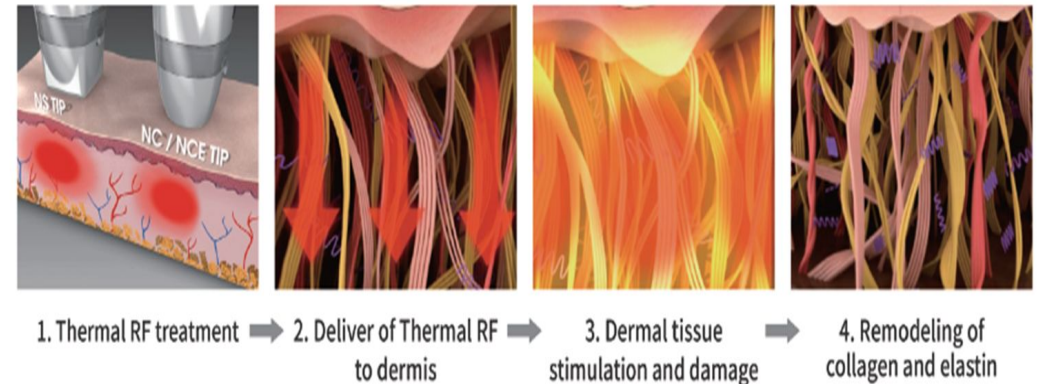
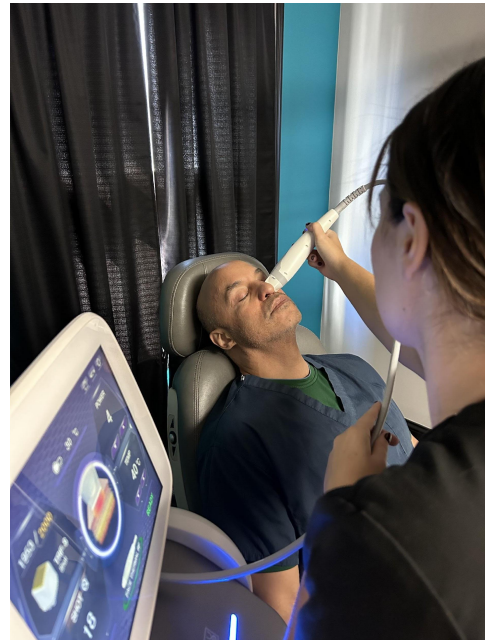
Important Points in Aesthetics

- After the age of 28 our fibroblasts stop producing collagen and elastin causing changes to the youthful appearance of skin
- Your goal is to improve the skin – stimulate the fibroblasts
- Another goal is to improve appearance – botox and filler
- New wave – less nip tuck more stimulation
- The more invasive the more dramatic result but the more adverse events – ease your way in
- Don't let the aesthetic compromise the ocular



What is Radio Frequency?

- **Radio Frequency (RF)** is part of the **electromagnetic spectrum** characterized by a **specific frequency** measurable in Hertz (Hz).
- RF energy produces a **change in the electrical charges** of the treated skin creating an **electron movement**. The **resistance (impedance)** of the tissue to that electron movement **generates heat**.



Anti-aging / Mechanism of action

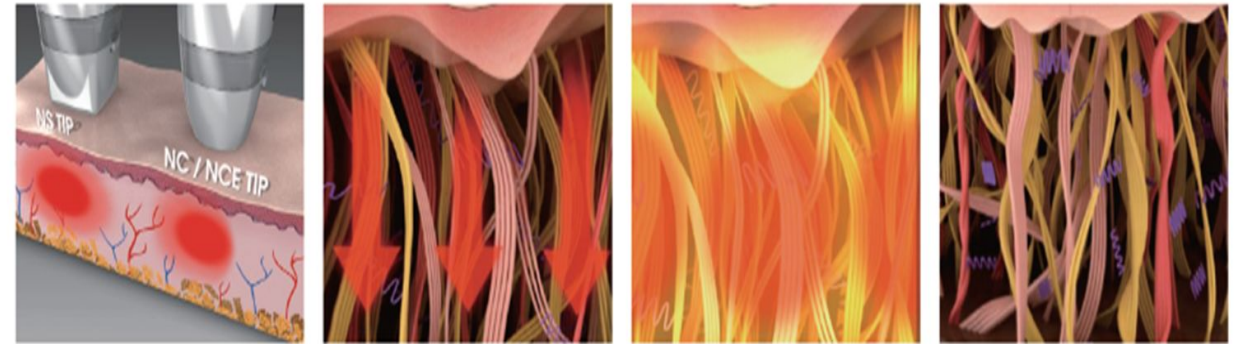
RF delivered to epidermis and deeper dermal tissues

Subclinical thermal injury

Heat induces collagen contraction, neo-collagenesis, elastin uniformity

Contraction of the skin surface

3 Dimension tightening of deep dermal structures



1. Thermal RF treatment → 2. Deliver of Thermal RF to dermis → 3. Dermal tissue stimulation and damage → 4. Remodeling of collagen and elastin

Mixto CO2 Laser

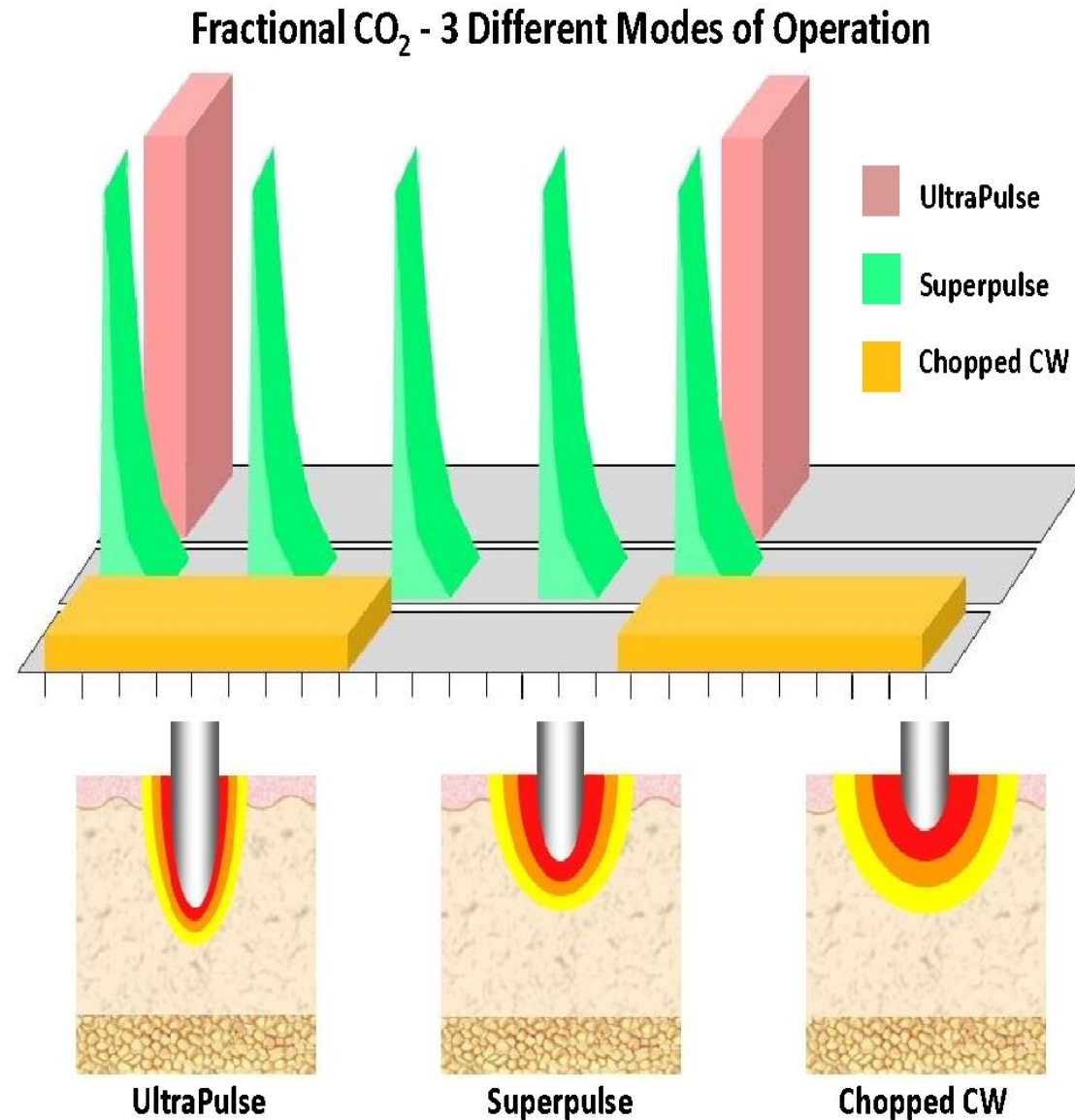


MiXto is a fractional CO2 resurfacing laser that can produce dramatic results on wrinkles, brown spots, pores, scars, stretch marks and sagging skin.



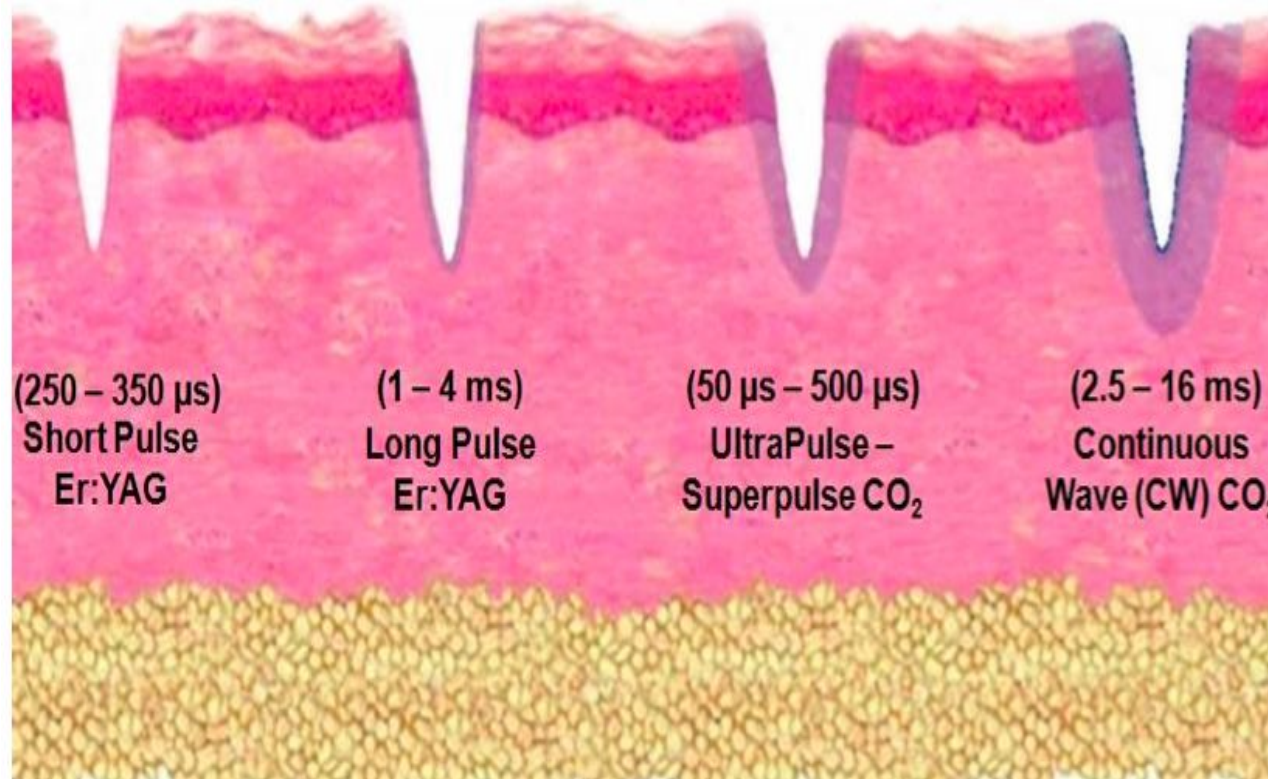
New Technology CO₂ Lasers

- SmartXide
 - SuperPulse
- MIXTO

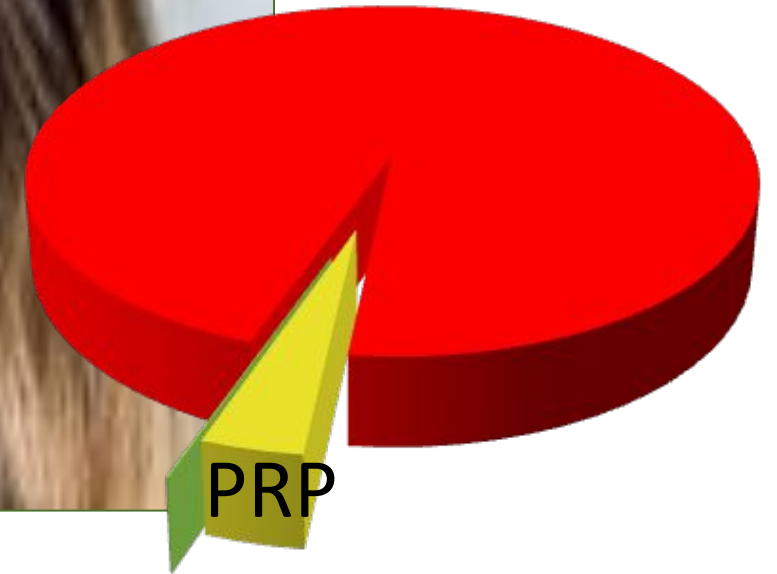


Secret Sauce = **HEAT!!**

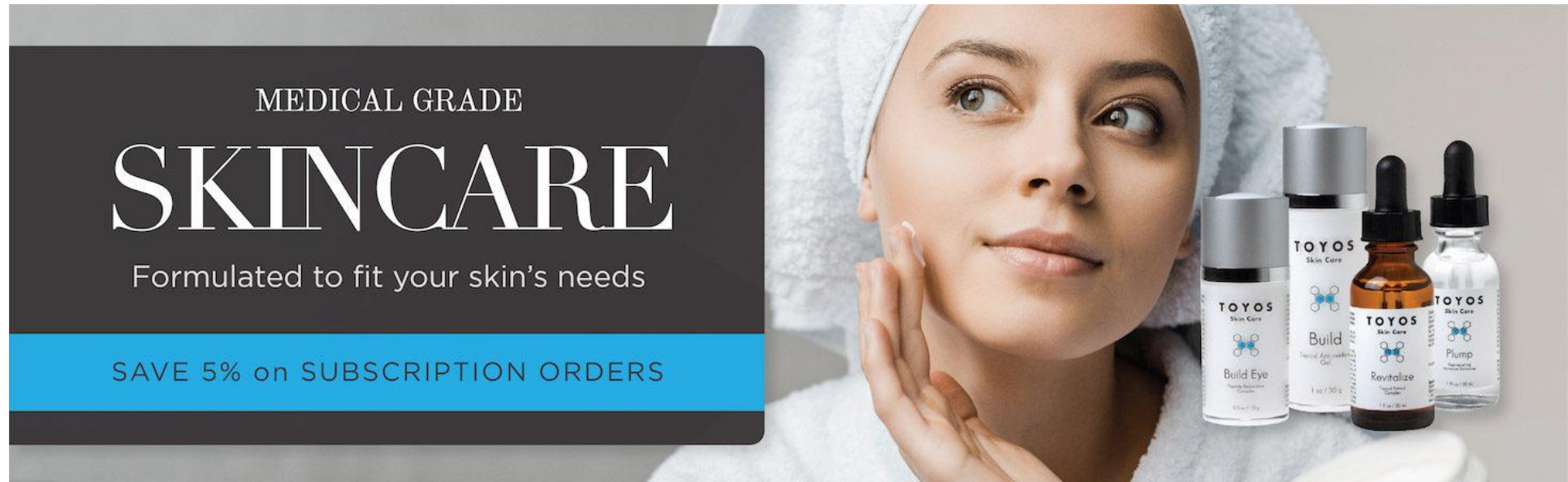
Residual Thermal Damage



PRP and Aesthetics



Toyos Skin Care



MEDICAL GRADE
SKINCARE
Formulated to fit your skin's needs

SAVE 5% on SUBSCRIPTION ORDERS

TOYOS Skin Care
Build Eye
TOYOS Skin Care
Build
TOYOS Skin Care
Revitalize
TOYOS Skin Care
Plump

Remember the eyes come first so avoid products that can effect the meibomian glands.
Retinols stimulate fibroblasts but also can be toxic the the MG. Find a happy medium.
Alpha Hydroxys, Vitamin C, Grape Seed Extract, Melatonin
Counsel patients on what to avoid

Injectables

Memphis & Southaven



- Botox
- Juvederm
- Kybella

UPneeq



UPNEEQ is a prescription eyedrop used to treat acquired blepharoptosis (low-lying lids) in adults.

Lumify



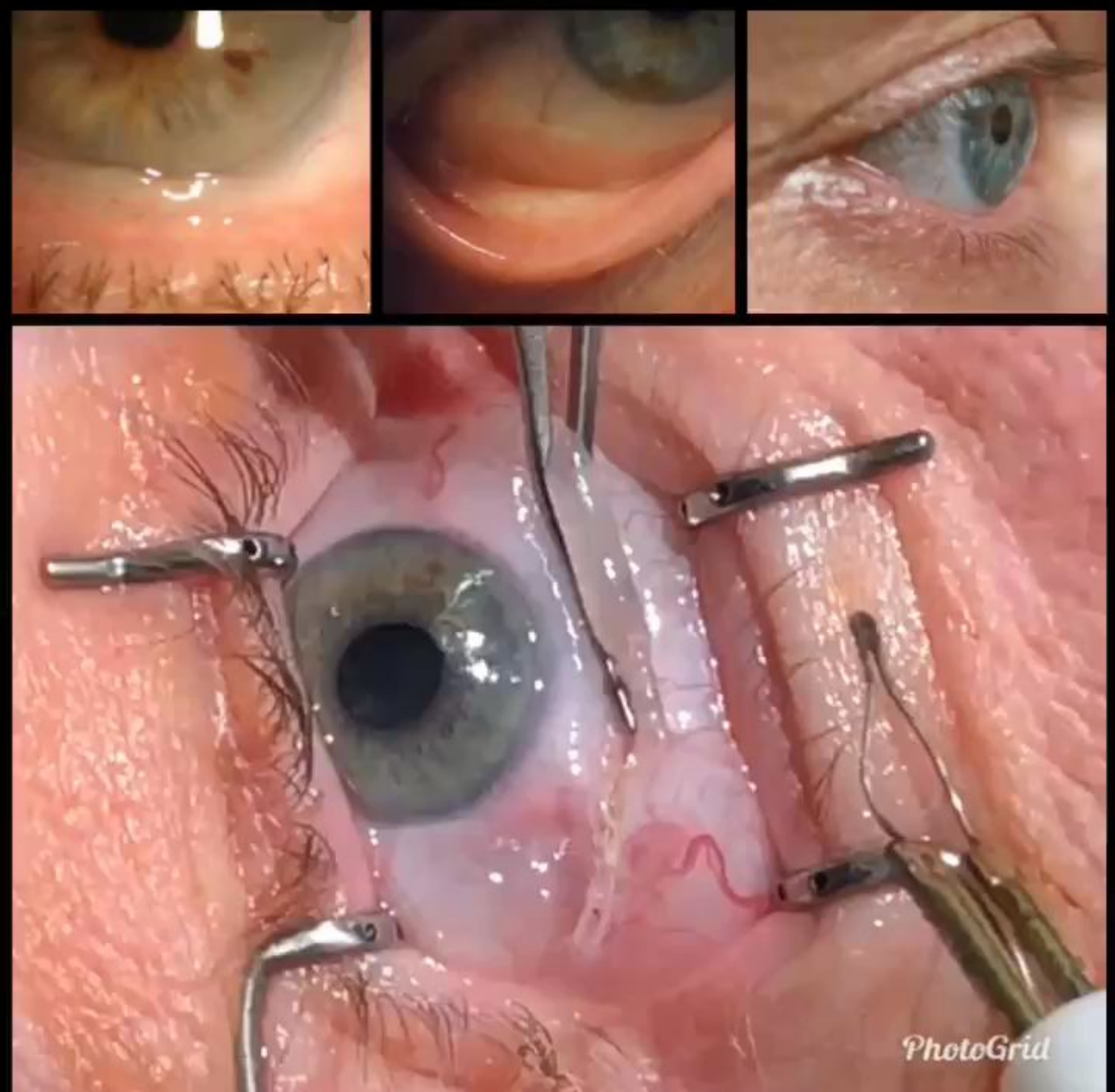
Dr. Melissa Toyos
Medical Spokesperson for Lumify



Lumify the amazing eye drop that significantly reduces redness to help your eyes look whiter and brighter, and reveal their natural beauty.

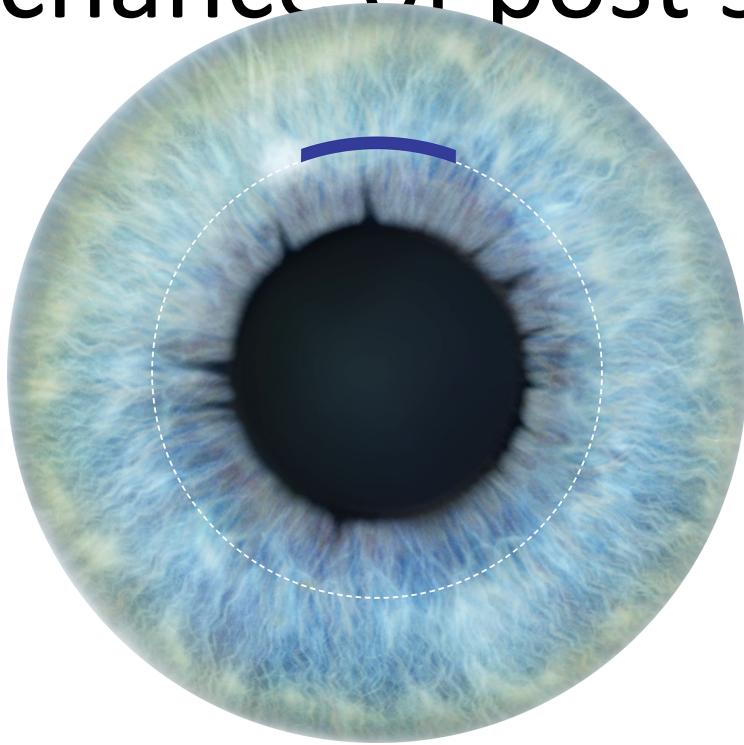
Presented a paper at ARVO that Lumify can improve conjunctivochalasis. For our DED patients we utilize preservative free Brimonidine.

ConjunctivaChalasis



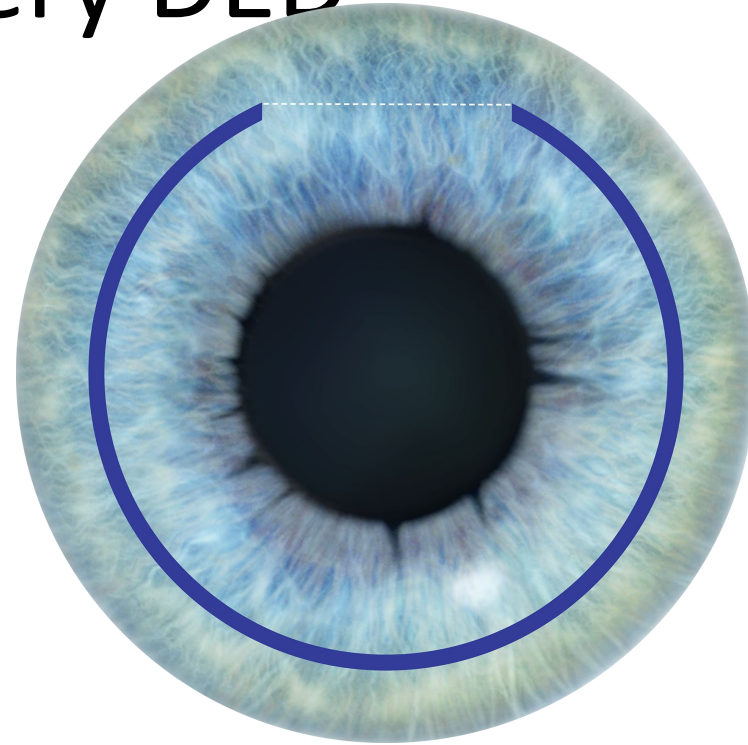
LASIK vs SMILE

Less chance of post surgery DED



FLAPLESS SMILE

A small laser opening is made on the surface of your eye, and a thin layer just below your eye's surface is removed.



LASIK WITH A FLAP

A flap is made on the surface of your eye; a second laser reshapes your cornea.

Confocal Study Lasik vs SMILE



Thank You

- Cell 731-234-1400 – Text for any questions
- We have a Dry Eye Clinic in New York City on Saturdays and Nashville throughout the week
- Call 646-630-0218 to arrange training

