

## TALKING TO PATIENTS ABOUT NEW **COOLSCULPTING**<sup>®</sup> ELITE

Use these talking points to help you clearly communicate key features and benefits of the NEW **CoolSculpting Elite** system, whether you are taking calls from prospective patients or conducting consultations.

### COOLSCULPTING ELITE ELEVATOR PITCH

*“NEW **CoolSculpting Elite** is Allergan’s most advanced noninvasive fat reduction technology and the one and only treatment FDA-cleared to eliminate fat in **9 different areas** of the body. The new system features reimagined applicators that are shaped to better fit your natural curves.<sup>1</sup> **CoolSculpting Elite** applicators have up to an 18% larger cooling area than the previous generation of **CoolSculpting** applicators.<sup>2,3</sup> And your provider can use 2 applicators on your treatment area to freeze twice the fat—saving you time.”*

### KEY COOLSCULPTING ELITE TALKING POINTS

#### Advanced Technology

*“NEW **CoolSculpting Elite** is the most advanced **CoolSculpting** technology available yet to help you reduce stubborn fat and achieve your body contouring goals.”*

#### Larger Dual Applicators

*“With NEW **CoolSculpting Elite**, we can use 2 applicators on your treatment area to freeze twice the amount of fat at the same time, as compared to using 1 applicator. **CoolSculpting Elite** applicators also feature up to an 18% larger cooling area than the previous generation of **CoolSculpting** applicators.<sup>2,3</sup> **CoolSculpting Elite** treats more stubborn fat in the same amount of time, and treatment requires little to no downtime, so you can get back to your busy day.”*

#### 9 Treatment Areas

*“**CoolSculpting** is the **one and only** treatment FDA-cleared to eliminate fat in **9 different areas** of the body—more than any other nonsurgical fat reduction technology. Common side effects include temporary numbness, discomfort, and swelling.”*

# TALKING TO PATIENTS ABOUT NEW COOLSCULPTING® ELITE (CONTINUED)

## Personalized Treatment Plan

*“Your CoolSculpting Treatment Plan may take 2 or more sessions to eliminate stubborn fat and achieve the transformational results you’re looking for.”*

*“Let’s look at your personalized Treatment Plan to determine how we can help you reach your desired fat reduction goals.”*

## Cost and Financing

*“The average cost of a CoolSculpting Elite Treatment Plan ranges from \$3,000 to \$4,000 but can vary widely depending on your individual needs. Every body is unique and so is every budget. That’s why we create a personalized Treatment Plan and price just for you.”*

## #CoolSculptingElite

Results and patient experience may vary.

### Indications

CoolSculpting® and CoolSculpting® Elite are FDA-cleared for the treatment of visible fat bulges in the thigh, abdomen, and flank, along with bra fat, back fat, underneath the buttocks (also known as banana roll), and upper arm in patients with a Body Mass Index (BMI) of  $\leq 30$  and in submental and submandibular areas in patients with a BMI of  $\leq 46.2$ . It is also FDA-cleared to affect the appearance of lax tissue with submental area treatments.

### Important Safety Information

CoolSculpting® and CoolSculpting® Elite are contraindicated in patients with cryoglobulinemia, cold agglutinin disease, or paroxysmal cold hemoglobinuria.

Ask your patient about any medical conditions including recent surgery, pre-existing hernia, and any known sensitivities or allergies.

During the procedure patients may experience sensations of pulling, tugging, mild pinching, intense cold, tingling, stinging, aching, and cramping at the treatment site. These sensations subside as the area becomes numb. Following the procedure, typical side effects include temporary redness, swelling, blanching, bruising, firmness, tingling, stinging, tenderness, cramping, aching, itching, or skin sensitivity, and sensation of fullness in the back of the throat after submental or submandibular area treatment.

Rare side effects may also occur. Paradoxical hyperplasia (visibly enlarged tissue volume in the treated area) may develop 2 to 5 months after treatment and requires surgical intervention for correction.

As with any medical procedure, a consultation should be done by a licensed healthcare professional to determine if the patient is a candidate for treatment. For a complete list of Contraindications, Warnings, Precautions, and Potential Side Effects, consult the CoolSculpting® System User Manual and the CoolSculpting® Elite System User Manual. Treatment applications that deviate from the guidelines are not recommended.

**References:** **1.** Data on file, Allergan, April 15, 2020; Summary of Clinical Fit and Function Study Testing of V003 cups (CS-305218-B). **2.** Data on file, Allergan, V3 Applicator Specifications. **3.** Data on file, Allergan, Applicator Specifications.