

Regenerative Aesthetics Insights

Thank you for subscribing to our Regenerative Aesthetics Insights newsletter! This newsletter is designed to keep you at the tip of the spear on the latest news and trends across the aesthetics market. As a leading manufacturer of Exosomes, we want our support and customer engagement to match the unquestionable quality and performance of our products.

What's New at Exocel Bio



Topical Human Mesenchymal Stem Cell-Derived Exosomes for Acceleration of Wound Healing Following Tissue Trauma and Aesthetic Procedures: A Case Series

Treating non-healing wounds has been an ongoing challenge for healthcare providers. To date, options to accelerate healing have been limited to topical serums and PRP. However, the Journal of Drugs in Dermatology recently published a case series from Dr. Marina Peredo and Dr. Shanthala Shivananjappa, who successfully applied Exovex exosomes topically for aesthetic treatment of traumatic injuries.

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With the Rise of Exosomes Products Roger Schechter, M.D. Shares What to Know

In our recent blog post, Dr. Roger Schechter, Chief Medical Officer at Exocel Bio, sheds light on the growing world of exosome products and what consumers should consider when exploring these regenerative treatments. Dr. Schechter highlights the significant differences between over-the-counter exosome products and medical-grade, professional-use options. He emphasizes key factors like the origin of exosomes (preferably derived from Mesenchymal Stem Cells for optimal regenerative effects), the importance of non-lyophilized exosomes to preserve their mechanism of action, the need for products without additives or chemicals, and the necessity for rigorous third-party quality control testing.

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Practice Spotlight



Roxana Barad, MD, FAACS, is the founder and Medical Director of the Aesthetic Skin and Laser Center in Pittsburgh, PA.

Her clinic is known for their wide breadth of state-of-the-art technologies, personalized service, results-oriented treatments, and holistic approach, helping their patients look and feel their best.

What types of procedures are you using Exovex Exosomes for?

"We use Exovex exosomes for a myriad of procedures, and customize our treatment plans to suit the individual needs of each patient. For many patients, we use Exovex in combination with fractional lasers, creating channels in the treated skin, which allows us to deliver the exosomes deeper into the dermis to stimulate elastin and collagen production more effectively, while also speeding up recovery time. We also like to use Exovex exosomes for hair restoration. Because of the success we've seen with these exosomes, we are constantly working out new delivery systems to achieve the best results for our patients."

What have your results been like?

"Awesome! We are seeing quicker and more comfortable patient recovery - with less burning and redness, and improved skin tone and quality, with improvement in the overall appearance due to enhanced neocollagenesis and neoelastogenesis."

How to you talk to your patients about exosomes?

"When we review the possible treatments that address their concerns, we explain how exosomes will substantially improve their results and help them get back to their normal lives much quicker. Most of our patients do not have an abundance of time to wait for recovery, so speed is essential, as well as excellent outcomes. Our goal is to always deliver exceptional results - our patients appreciate this."

What role do you anticipate exosomes will have in regenerative aesthetics in the future?

"I think exosomes will become the centerpiece of regenerative aesthetics because of their versatility and efficacy. Relative to treatments like PRP, exosomes are far superior. Exovex, in particular, has a rigorous manufacturing process, which is what drew me to this company. Exovex yields consistent product, unlike PRP, which is dependent upon donor age, health and general wellness status at the time of the blood draw, as well as the PRP extraction process, which varies among providers. Additionally, I'm optimistic that exosomes may play an increased role in other areas of medicine, including pain, orthopedics, wound care, and anywhere else where the body needs to counter inflammation and improve the healing." You can see her amazing results on her website.

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Industry News



Bigger Than Botox: The Newest Beauty Game Changer

A recent article from Elle provides a comprehensive introduction to exosomes, shedding light on these microscopic particles' significance in the realm of skincare and beauty. This piece explains how exosomes play a vital role in cell communication, allowing cells to transmit essential information to each other, influencing various biological processes. It highlights the burgeoning interest in exosome-based skincare treatments and the scientific research supporting their effectiveness, and the potential for exosomes to one day supplant Botox as the most popular aesthetic treatment.

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Exosome Therapy for Hair Loss and Aesthetics: What to Expect?

A recent article published in Healthnews explores the innovative realm of exosome therapy for hair loss, shedding light on its potential as a revolutionary treatment. Exosomes are hailed for their regenerative properties and ability to stimulate hair growth. The piece delves into the science behind exosome therapy, emphasizing its non-invasive nature compared to traditional hair restoration procedures. It also highlights the promising results reported by individuals who have undergone exosome treatments, with many experiencing thicker, healthier hair.

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New Study Reveals Why Wounds Don't Heal as Well for People With Diabetes

A study highlighted by the National Institutes of Health (NIH) investigates the role of dysfunctional exosomes in chronic inflammation associated with diabetic wounds. Researchers have discovered that exosomes play a critical role in cell-to-cell communication and tissue repair. However, in diabetic individuals, these exosomes can become dysfunctional, leading to prolonged inflammation and impaired wound healing. The study provides valuable insights into the underlying mechanisms of chronic inflammation in diabetic wounds, shedding light on the potential for exosome-based therapies to mitigate these issues. This research not only enhances our understanding of diabetic wound healing but also opens new avenues for the development of targeted treatments to improve outcomes for individuals living with diabetes.

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Best Practices for Medical Aesthetic Practices



Leverage SMS Marketing

SMS marketing can be a powerful tool for any medical spa, no matter the size of the business. Not only does it provide a direct and convenient way to connect with customers, but its immediacy and personalization also make it an attractive option. SMS campaigns can improve customer engagement and keep your brand in their minds as they move through their customer journey. Moreover, these messages are relatively inexpensive compared to other digital marketing tactics, so they're an efficient way to reach out and market services within your medical spa.

Did You Know



52% of Med Spa patients are 35-54 years old ([Source](#))

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858-255-4499



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