5TH ADVANCED ANTI AGING SUMMIT

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CAAMAS 5AAAS

How to Introduce Autologous Stem Cells in Your Practice

Why plastics is positioned · How the lab model works · What to tell patients Monday

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09 / 26 / 26

Today’s spine

Eight beats · criteria & workflow — not miracles

1 Who I am
2–3 min

2 This moment
3–4 min

3 Why plastics
4–5 min

4 Banking 101
3–4 min

5 Reputable lab
4–5 min

6 Two paths + video
6–7 min

7 Ops + App UX
4–5 min

8 Monday morning
2–3 min

Who I am

MD, FACS · Mayo-trained · aesthetic & reconstructive surgery

Humberto Palladino, MD, FACS

TRAINING · PRACTICE · CRAFT

- Universidad Favaloro → Texas Tech → Mayo Clinic · ABPS / FACS
- @MagicSurgeon – Practice Location Fort Lauderdale FL
- Face – Breast – Body Plastic Surgery
- Co-Founder of Top Aesthetics and Las Olas MedSpa
- Fat transfer — adipose access is already our craft

General Surgery

Plastic Surgery

MAYO CLINIC

American Board of Plastic Surgery

AMERICAN SOCIETY OF PLASTIC SURGEONS

ISAPS

Members of the American Society for Aesthetic Plastic Surgery

WAGS

TOP AESTHETICS · OAKLAND PARK – LAS OLAS MEDSPA – FORT LAUDERDALE

Practice snapshot

Facility + OR — where harvest logistics already live

Facility — Top Aesthetics

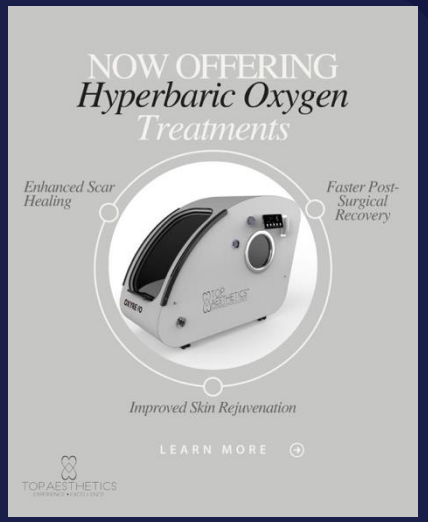
Facility — Las Olas MedSpa

TOP AESTHETICS · OAKLAND PARK

Practice snapshot

Facility + OR — where harvest logistics already live

Facility — Top Aesthetics



Facility — Las Olas MedSpa

This moment

Excitement is real | so are the risks of hype

THE EXCITEMENT

- AI + tech exponential discovery
- Regenerative tools enter peer talk
- Patients arrive curious & misinformed
- Plastics sits at harvest logistics

THE HONEST BEAT

- Hype can outrun evidence
- Indication creep | gray zones
- Instagram ≠ clinical reality
- Frame: criteria & workflow | not miracles

Why plastics is perfectly positioned?

You already own harvest logistics

- **Already in the OR**

  Lipo · BBL · mommy makeover · fat transfer · MWL | adipose already accessed.

- **Natural optional add**

  Not a new specialty clinic | an adjacent choice for contouring patients.

- **Your craft transfers**

  Sterile technique · peri-op counseling · chain-of-custody mindset.

- **The contrast**

  Stand-alone regen shops vs surgeons who already own the harvest day.

Autologous banking 101

What it is / isn’t — short peer refresh

IT IS

- Own cells · harvested · cryostored
- Personal biological optionality
- Possible future autologous use
- Not a promise menu

IT ISN’T

- A proven cure / disease list
- An allogeneic / donor product
- A substitute for indicated care
- A guarantee of specific therapy

Partner with a reputable lab

Peer criteria — then one light disclose

- FDA-registered / inspected
- cGTP-compliant processes
- Autologous-only policy
- Chain of custody & labeling
- Viability documentation
- Cold-chain reliability
- Clear physician–lab roles
- Consent language you can own

ACT – American Cell Technology: Regulatory Compliance, Lab standards, Clear track record of safe cell handling. It is local – we are neighbors – I toured the facility | Today is about criteria, not a pitch. You harvest & hand off; the lab processes, stores, releases.

Two paths to banking

Lead with add-on lipo · Then stand-alone mini

PATH A — ADD-ON DURING LIPO (LEAD)

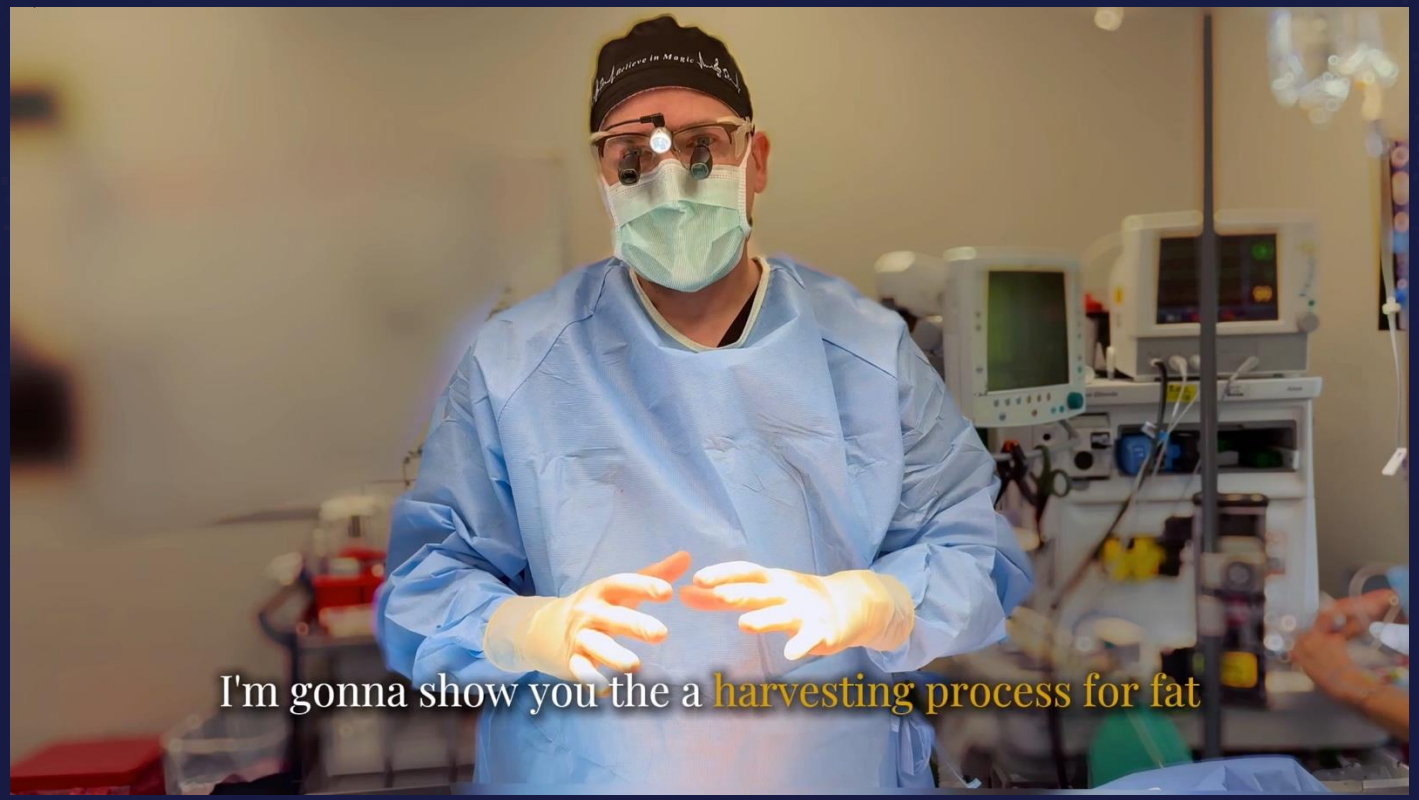
- With BBL / MM / lipo / fat transfer / MWL
- Harvest seamless with index case
- No extra downtime narrative
- Easiest entry for contouring practices

PATH B — STAND-ALONE MINI

- ~20–30 min under local
- 20ml Adipose Sample (typically flank)
- Minimal disruption
- Banking without a full cosmetic case

In the room: harvest → label → handoff

Short clip · narrate chain of custody



TRADEOFFS

- GA vs local
- Operating room vs Office
- OR vs clinic slot
- Index recovery vs mini

Lipo candidate education video (Top Aesthetics)

Pre-consult education so optional add-ons are disclosed early

CANDIDATE EDUCATION

- All patients scheduled for Liposuction are contacted and our video presented
- Patients are given the option as an add-on service
- This brings the possibility of commercial benefit from upselling services
- Local surgical patients now may turn into recurring patients for infusions

LOCKED

WHAT PEERS CAN COPY

- Edu video to ALL lipo candidates before consult
- Disclose optional add-ons early
- Incl. stem-cell harvest
- Informed consent — not upsell theater
- Swap in YOUR consented clip

Ops: consent → ship → bank → access

Logistics facts — not emergency promises

- Banking timeline: on the order of weeks (ops fact)
- Later access: typically 24–48h logistics

The patient conversation

Optional · documented · investigational humility

Optional, not default	Pathway — never a hard sell on the cosmetic case.
Costs & storage separate	Off the critical path of surgical consent. Pricing off stage.
Document the discussion	Offered · declined · questions remaining.
Expectation language	Many applications investigational — evidence is indication-specific.
Soft claims only	Patients ask about optionality — avoid efficacy laundry lists.

Top Aesthetics App (iOS) — just launched

Informed-consent UX — transparent optional add-ons, not a revenue pitch

PATIENT UX

- Patient selects procedures
- Then optional add-ons:
  - Exparel
  - StemCell Harvest
  - Concierge Packages
- Preferences before consult day
- Same spirit as the edu video

PEER FRAME (SAY THIS)

- Digitizing the optional pathway
- Transparent prefs = better consent
- Invite the patient to be part of the future today
- Build YOUR checklist / portal / SMS
- UX exampl

Monday morning

Concrete peer next steps

1. Decide if lipo volume makes add-on banking relevant.
2. Draft 5-bullet talking points.
3. Select your Lab partner carefully.
4. Map OR → ship with provided return kit (labels, courier).
5. Pilot on next suitable lipo cases → track questions.
6. Know your “I don’t know / refer” lines.
7. Digitize the optional pathway → edu video + preference UX.

TAKEAWAYS

What to carry out of the room

Three lines you can say Monday

1

Plastics is positioned

You already access adipose tissue. Banking is an optional adjacent pathway | not a new specialty booth.

2

Criteria over brand

Vet any lab: registration · cGTP · autologous-only · custody · docs · shipping · consent.

3

Humility + transparency

Optional · documented · disclosed early · investigational where indicated · know your refer lines.

Q&A · CAAMAS 5AAAS · Sep 26, 2026 · Peer education

Questions

Peer discussion · criteria · workflow · Monday morning

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