

# The Skinny

CONTOUR  
DERMATOLOGY  
& COSMETIC SURGERY CENTER

A quick read with substance

Fall 2009

**THIS IS IT...** The last printed version of **The Skinny**.  
The next issue (in early 2010) will be sent only via e-mail.

**The Skinny: Coming Soon to an E-mail Box Near You!**



#### Do we have your e-mail address?

To ensure that you continue to receive The Skinny in its new electronic form – as well as insider news about special offers and discounts – please visit our website at **contourderm.com** and click on **“Join Our Mailing List”** on the home page. Don’t miss out – sign up today!

### ~ Sculptra® Earns FDA Approval for Cosmetic Use ~

While the injectable filler Sculptra has been in use for several years as an FDA-approved solution for facial atrophy, this past July it received FDA approval for cosmetic use – offering a new and long-lasting option for correcting nasolabial folds (smile lines) and other facial wrinkles.

“Sculptra produces natural-looking results that can last up to two years,” says Dr. Jochen, noting that most other fillers last for only about six months.

“Plus, Sculptra is the first facial injectable to produce gradual results, so there’s no sudden or dramatic ‘before-and-after’ effect,” he adds. “Instead, it’s a subtle transformation.”

#### Well-documented results

The FDA originally approved Sculptra in 2004 to help restore facial volume in HIV-positive patients

who experienced facial wasting. The more recent FDA approval of Sculptra® Aesthetic (the name of the filler for cosmetic use) is based on results from a study of 233 patients who received either Sculptra Aesthetic or human-derived collagen for the treatment of nasolabial folds. The Sculptra Aesthetic results were maintained up to 25 months, while the human-derived collagen was effective up to only three months.

#### New lower price

Because the manufacturer of Sculptra Aesthetic has lowered its prices, Contour is passing the savings on to you. Sculptra Aesthetic is now available for \$500 per vial (it was \$650 – a savings of \$150!).

For a personal consultation to determine if Sculptra Aesthetic is right for you, please call the office at (760) 416-6971.

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## ~ New Laser Acne Treatment Option at Contour ~

If traditional topical or oral therapies for acne haven't worked for you, or you'd simply like an alternative treatment, Contour is pleased to offer elōs™ Acne Treatment. Using a new AC Applicator (the AC stands for "acne clearance") powered by elōs technology, this treatment uses a specific spectrum of light that targets the bacteria that cause acne.

"When acne-causing bacteria clog pores, it can cause bumpy and inflamed acne lesions," explains Dr. Jochen. "The AC combines light and gentle radio-frequency energies to 'zap' these bacteria. It also reduces the over-production of oil in the sebaceous glands and promotes healing of the skin after an acne break-out."

AC Applicator treatments are performed twice a week for four to six weeks. Each treatment session takes about 15 minutes, and the sensation is often described as a "hot pinch" that lasts for a fraction of a second, followed by brief warmth



Before After  
*photo courtesy of Syneron*

or a tingling sensation. The cooling tip of the applicator makes the treatment comfortable – most patients do not use any topical anesthetic. And there's virtually no downtime – most patients experience some temporary skin redness following treatment, but they can return to regular activities right away.

"Most patients report a noticeable improvement as early as three weeks into the treatment schedule," Dr. Jochen notes. "This is one of the safest acne treatment systems available, and it's appropriate for all skin tones and types," he adds.

To learn more, please call or visit the office.

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## ~ Welcome Back Cara Pellegrino ~



Cara Pellegrino recently returned to Contour Dermatology to serve as the Practice Manager. In her new role, Cara oversees the day-to-day operations of the office, meets with patients for cosmetic consultations, assists with marketing and

also serves as Contour's community relations representative.

"I missed the interaction with patients and I missed Dr. Jochen," states Cara about her return to Contour. "This is my home. I am so glad to be part of the Contour team again."

Cara was actually Dr. Jochen's first employee in 2001 when he started Contour Dermatology. She served as a receptionist, cosmetic

consultant and medical biller. She left the desert in 2003 to move to Orange County where her husband was transferred. Returning to the desert and to Contour Dermatology in 2006, she served as a Senior Billing Administrator for the practice for two years. She then had the opportunity to serve as Billing Department Supervisor for the 16-provider, five-location specialty practice of the Milauskas Eye Institute Medical Group where she worked for about a year and a half.

In addition to her work in dermatology, Cara also has managed a chiropractic office and is a former massage therapist. She has taken several courses in Business Administration from the University of Phoenix. She earned her certificate in medical billing from College of the Desert.

Cara lives in Palm Desert with her husband, Mike, and their young son, Maxx. In her leisure time, she enjoys spending time with family, bike riding, and gardening.



You're invited  
*Day of Beauty*

Saturday, December 5, 2009  
10 a.m. to 4 p.m.

**Refreshments • Hors d' oeuvres • Prize Drawings**

Look fabulous at all the holiday parties this season with any of these cosmetic enhancements. Bring a friend and enjoy a fun day filled with savings on our most popular procedures.

**Reservations Required.  
RSVP: 760-416-6971**

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**PROCEDURES**

**SPECIAL PRICE**

**REGULAR PRICE**

Botox	\$9 per unit	\$10 per unit
Restylane®	\$375 per syringe	\$500 per syringe
Perlane®	\$375 per syringe	\$500 per syringe
Laser Hair Removal - Upper Lip, Chin & Underarms	\$79 per area	\$99 per area
Laser Hair Removal - Bikini/Brazilian	\$199 per area	\$340 per area
Total FX Fractional CO <sub>2</sub> Laser	\$750 per area	\$999 per area
Fraxel® Laser	\$450	\$500
IPL™ Foto Facial™	\$299	\$399
Juvéderm™	\$425 per syringe	\$500 per syringe
Sculptra™	\$425 per vial	\$500 per vial
Radiesse™	\$550 per syringe	\$695 per syringe
Beta Lift Peel	\$50	\$125
Re-Vitalize Peel™	\$85	\$125
TCA Peel	\$300	\$400
Green Tea Infused Vibradermabrasion	\$50 face only	\$125 face only

~ **Product Spotlight: Refissa™** ~

Tretinoin (a derivative of vitamin A) is a topical retinoid that's considered the gold standard for treating sun-damaged skin. It works at the skin's cellular level to increase collagen (which diminishes as we age) and reduce fine facial wrinkles, rough skin and irregular pigmentation.



Refissa™ is a new formulation of tretinoin in a moisturizing base, making it an ideal option for mature patients with drier skin. In fact, Refissa is the only 0.05% prescription-strength, fragrance-free, emollient-based tretinoin cream on the market today. And it's available here at Contour by prescription only.

Refissa has gone through the extensive testing required to earn FDA approval, and is a safe, effective and non-invasive option for improving the appearance of sun-damaged skin. It's cost-effective, too – a 40-gram tube of Refissa can last up to six months (depending on individual usage),

costing less than \$1 a day for younger- and healthier-looking skin.

To find out if Refissa should be a regular part of your skincare regimen, please call or visit the office.

**~ Contour Staff Favorite Products**  
**La Rue Cole Picks NIA 24™ Skin Strengthening Complex ~**



The favorite product of La Rue Cole, our receptionist/patient coordinator, is the NIA 24™ Skin Strengthening Complex. "As an African American, there are many products which don't work for my skin the way they do for other

appearances of fine lines and wrinkles," she states. NIA 24 Skin Strengthening Complex is also effective at treating face and neck for sun damage and hyperpigmentation. With its antioxidants, it also helps prevent sun damage and free radicals. Among the more than 40 ingredients are 5% Pro-Niacin™, Vitamin A (retinyl palmitate), Green Tea and Rosemary as antioxidants, Ceramides, which promotes barrier building, Evening Primrose and Wheat Germ Oils and Dermaxyl™ Peptide Complex which reduces fine lines and wrinkles. Niacin is the vehicle which helps all the ingredients penetrate the epidermis in continuous time release. Use morning and evening. Apply a pea size amount to face and neck, avoid eye area.

complexions," explains La Rue. "The Nia 24 is just a great overall moisturizer that improves skin tone, texture and firmness as well as reduces the

**~ It's a Girl for Yesenia! ~**

Congratulations to Yesenia Romero on the recent birth of her daughter. We wish you and your family much joy.



**Sophia Romero**  
 Born October 21, 2009  
 7 lbs, 14 oz, 19 3/4 inches long



**~Contour Staff Enjoy Mexico Cruise ~**

The Contour Dermatology team recently took a three-night, four-day cruise to Ensenada, Mexico. This is just one of several group outings Contour organizes throughout the year to promote teamwork and camaraderie, as well as an opportunity to relax from work at the office.



Yardena Trevino, Medical Biller and Dr. Timothy Jochen



Lee Erwin, Executive Director and Natalie Orozco, Medical Biller



(L-R) La Rue Cole, Receptionist/Patient Coordinator; Natalie Orozco, Medical Biller; Lee Balmonte, Medical Assistant; Yardena Trevino, Medical Biller and Adriana Ortiz, Back Office Supervisor.



(L-R) Tina Santos, Front Office Supervisor and Ludim Camacho, RN, Patient Coordinator



**Left Side of Table (L-R):** Barry Cole; La Rue Cole, Receptionist/Patient Coordinator; Yardena Trevino, Medical Biller. **Right Side of Table (L-R):** Natalie Orozco, Medical Biller; Lee Erwin, Executive Director; Dr. Timothy Jochen and Alex Trevino.

## ~ Look at All the Options for Eye Rejuvenation! ~

Between genetics and the passage of time, the eyes are often the first area of the face to reveal signs of aging. Under-eye puffiness or hollows, drooping upper lids, wrinkles – all conspire to make us look older and more tired than we actually feel.

But there's good news! There are multiple options for eye rejuvenation available at Contour, and they can be tailored to your unique needs, lifestyle and budgetary considerations. Here's an overview:



### **CO<sub>2</sub>Max FX™ Laser Resurfacing and Fractional CO<sub>2</sub> Total FX™**

– An excellent option for diminishing or eliminating fine wrinkles around the eyes. These safe, powerful lasers use heat to restrict the collagen bands under the skin so it appears tighter and smoother – and more youthful.

### **Autologous Fat Transfer** (also called Fat Grafting)

– Fat taken from one's own body is one of the safest, most commonly used substances for filling facial wrinkles, and it's very effective for "plumping up" under-eye hollows. The fat used for this procedure is removed by liposuction from another part of the body and reinjected beneath the eyes.

### **Blepharoplasty**

– This is the medical term for surgery of the eyelids. In this procedure, excess skin and fat around the eyes is removed to improve their appearance. The incisions are hidden in the natural creases of the upper eyelids and just below the eyelashes of the lower eyelids. The lower eyelid incision can be completely hidden inside the eyelid when only fat removal is required.

**Eye Cream Products** – We also offer some carefully selected advanced eye-care products that help diminish the appearance of fine lines and wrinkles. Some of the best we've found:

### **Obagi Elastiderm Eye Treatment**

– The first skincare product for the eye area clinically proven to help replenish elastin and boost collagen production, enabling wrinkles around the eye area to bounce back so that skin looks, feels and acts younger.

### **Lumiere Bio-restorative Eye Cream**

– This intensive line-smoothing eye cream also helps reduce puffiness and dark circles.

### **Contour Dermatology Skin Plumping Eye Serum**

– This nourishing serum delivers the super hydration benefits of hyaluronic acid to soothe, smooth and plump the eye area. It is part of Contour's own private-label skin care line.

### **Rejuvenate eyelashes, too!**

We carry the amazing **Latisse™** – for longer, thicker eyelashes! This is the same product that celebrity Brooke Shields uses. Join the many Contour patients who are getting great results with this easy to apply product.

If you'd like to refresh the appearance of the person looking back at you in the mirror, call us to schedule a complimentary consultation to discuss the approach to eye rejuvenation that's best for you.



## ~ Contour Gift Certificates for the Holidays ~

Wondering what to get that special someone this holiday season? Contour offers gift certificates in any amount that can be used for procedures or products. It's the present that's sure to fit.

**Happy Holidays!**

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## ~ New Drug Promises to Ease the "Heartbreak of Psoriasis" ~



Timothy M. Jochen, M.D.

As a dermatologist, one of the most challenging conditions I treat is psoriasis. This incurable, recurring disease of the immune system can strike at any age, causing dry, painful skin lesions that itch, crack and bleed.

A new injectable drug called Stelara™ was recently approved by the FDA for patients 18 years or older with moderate to severe psoriasis. It's the first of a new type of biologics therapy that promises to provide powerful relief with infrequent dosing. It works by targeting specific processes in the immune system that trigger disease flare-ups.

Stelara is administered by injection under the skin as few as four times a year after two initial doses in the first month. This less-frequent dosing is

certainly an advantage that will be welcomed by psoriasis patients.

This new drug's safety profile also has been impressive in the studies conducted to date. Stelara has about three years of clinical testing data in humans, and it has proven very effective in clinical trials lasting up to one year. Only time (and longer studies) will show if the drug can maintain this effectiveness over time.



Bottom line, Stelara offers new hope for people who suffer from psoriasis. I'm pleased to include it among the many treatment options I can offer. If you or someone you care about has psoriasis and would like to learn more about Stelara, let's talk.