

# The Skinny

CONTOUR  
DERMATOLOGY  
& COSMETIC SURGERY CENTER

A quick read with substance

Spring 2009

## ~ Extreme Makeover, Newsletter Edition: The Skinny Goes Digital! ~

Starting with the Fall 2009 issue of The Skinny, we'll be distributing this newsletter electronically, via e-mail. This means that, every three months, you'll receive a digital version of The Skinny delivered to your e-mail in-box – instead of a hard-copy version delivered via "snail mail."

### Why the change?

"It makes sense on several fronts," explains Dr. Jochen. "People are increasingly accustomed to getting their news and information online. It costs less to produce an electronic newsletter since there are no printing or postage costs involved. And it's better for the environment, since we're not consuming paper – and trees – or generating waste."

### Advance notice of special offers and events

But perhaps one of the biggest advantages of digital delivery is the ability to stay in touch with patients more quickly and easily. "With electronic communication, we can announce clinical advances, bimonthly specials and invitation-only events with a push of a button instead of waiting for a newsletter to be printed and mailed," Dr. Jochen notes. "It's just a much more effective and efficient way to communicate."

### It's about staying in touch

"My practice isn't just about performing procedures – it's about building relationships with my patients based on open communication and trust," he adds. "Staying in touch with my patients on a regular basis is important. I believe our new electronic format will enhance this ability."



### Does Contour have your e-mail address?

It's not just The Skinny... by joining Contour's e-mail list, you'll also receive time-sensitive announcements of discounts and other special offers as well as educational news briefs in addition to The Skinny. To ensure that Contour has your e-mail address go to [contourderm.com](http://contourderm.com) and clicking on "Join Our Mailing List" on the home page.

*Remember... only one more hard-copy of The Skinny will be printed after this one. So sign up today for the electronic version of the newsletter!*

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## ~ Dermal Fillers Not Just for the Face ~

Plump up the volume! In the “war” against aging, that’s been the rallying cry – and dermal fillers have shown winning results in restoring youthful fullness to lips, smile lines (nasolabial folds) and marionette lines (the “parentheses” around the mouth).

But these safe and effective injectibles – which include Restylane®, Perlane®, Radiesse™, Juvéderm™ and Sculptra™ – as well as autologous fat transfer (using a person’s own body fat to restore volume) can be used to plump up other parts of the body as well. For example:



**Hands** – The backs of our hands can appear wrinkled, bony or prominently veined as we grow older and the skin thins – giving away our age even if we’ve undergone facial rejuvenation. The right filler, however, can plump up this thinning skin and give you hands to match a youthful-looking face.

**Acne scars** – Dermal fillers can soften the appearance of acne scars and other surface depressions.

**Cheeks and cheekbones** – Fillers can round out and raise the cheeks, restoring a look of youthful contour and high cheekbones.



**Earlobes** – Even earlobes can reveal the passage of time as they become creased, stretched and saggy from wearing earrings. Injectable dermal fillers can restore this lost fullness.

**Nose remodeling** – A crooked nose can be “straightened” without surgery with the appropriate placement of a filler.

**Under-eye circles or hollows** – By plumping up the under-eye area that has lost volume, fillers can eliminate that chronic tired look.

“With the array of fillers we have available today, treatment can be customized for each patient,” says Dr. Jochen. “The choice of filler varies with the treatment site and the individual patient,” he adds, noting that some dermal fillers can last up to one to two years, and can actually stimulate the formation of new collagen, further enhancing their effect over time.

Dr. Jochen also notes that there is little to no downtime with dermal fillers. “There may be a little swelling or redness immediately following the injection, but it’s usually gone within a few hours,” he says. “And the improvement is immediate.”

To learn more about how – and where – dermal fillers can help restore youthful volume to your appearance, call Contour to schedule a free consultation.

You're invited

# Day of Beauty

Saturday, June 20, 2009

10 a.m. to 4 p.m.

Refreshments • Hors d' oeuvres • Prize Drawings

Bring a friend and come pamper yourselves with our most popular procedures.

**Reservations Required.**

**RSVP: 416-6971**

555 East Tachevah Drive, Suite 2E 106 • Palm Springs



## PROCEDURE

## SPECIAL PRICE

## REGULAR PRICE

Botox	\$9 per unit	\$10 per unit
Perlane®	\$425 per syringe	\$550 per syringe
Juvederm™	\$425 per syringe	\$500 per syringe
Sculptra™	\$500 per vial	\$650 per vial
Radiesse™	\$550 per syringe	\$695 per syringe
Restylane®	\$375 per syringe	\$500 per syringe
Beta Lift Peel	\$50	\$125
Illuminize Peel™	\$85	\$125
TCA Peel	\$300	\$400
Green Tea Infused Vibradermabrasion	\$50 face only	\$125 face only
Fraxel® Laser	\$450	\$500
IPL™ Foto Facial™	\$299	\$399
Laser Hair Removal	\$99 per area*	\$230 per area*

\*upper lip, chin & underarms only

## ~ Contour Adds Private-label Products to Skin Care Offerings ~

In addition to the respected brands of skin care products available at Contour, we also offer our own private-label products, personally selected and vetted by Dr. Jochen. "In my opinion, these high-quality products provide unique benefits, and I'm proud to have Contour's name on the label," he notes.

The newest private-label products now available are:

### SRS™ Skin Repair Solutions

This advanced system of enzymes, antioxidants, moisturizers and peptides provides maximum results while promoting overall skin health. The system includes:

- **SRS™ Cell Repair Therapy** for targeted delivery of repair enzymes along with nourishing antioxidants and advanced moisturizers. These ingredients recognize skin damage and assist the body in repairing itself.
- **SRS™ Pro-Ceramide Barrier Repair** is specially formulated to deliver complex-lipid hydration, retinol revitalization and nourishing antioxidants that support healthy skin barrier function, regulation and repair.



### Even Tone™ Enhanced Therapy Kit

This product set is great for patients who need help with skin tone, hyperpigmentation or melasma, and it's an excellent pre-procedure regimen. The products combine the botanical skin tone-evening ingredients of Kojic acid, arbutin and bearberry along with protective antioxidants to soothe skin and reduce redness.

## ~“Expose Yourself” with Confidence – with Liposuction ~

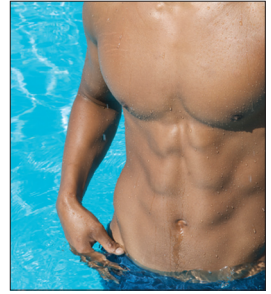
With the longer, warmer days of the desert spring and summer, we start wearing lighter, more revealing clothes. If you’re feeling a bit self-conscious about exposing certain parts of your anatomy that have been kept under wraps during the winter months, consider all the ways that liposuction can help.



“With advances in the technology and development of smaller, more precise cannulas (the hollow tubes used to access and “vacuum” out excess body fat), we’re able to perform liposuction on

virtually any problem area,” says Dr. Jochen. “And recovery is faster and easier than ever before, too.”

Liposuction can give new, slimmer contours to the arms, outer, inner and anterior (front) thighs, abdomen, buttocks, chin, cheeks, jowls, neck, knees, hips and waist, back and breasts.



### **Tumescent Liposuction**

Now through June 30, \$1,999 per area treated (reg. \$3,000).

## ~ Insider’s Tip ~

This issue we begin a special section to share favorite products of Contour Dermatology team members. And who better to start with than Dr. Timothy Jochen?

### **Why do you recommend Obagi Nu-Derm System?**

Results. It’s a WOW topical. Within three to six months patients will see noticeable results.



### **What are the benefits?**

Obagi Nu-Derm is a life-long system that will keep your skin looking its best. It’s a remarkable product line. The combination of these products with the Retin A works at the cellular level to transform and rejuvenate the skin. I can spot someone right away

who has been using Retin A for several years because their skin is so smooth and radiant.

## ~Contour Participates in Relay for Life ~ Benefiting the American Cancer Society

Contour Dermatology and their family members turned out in full force to support the 2009 Palm Springs Relay for Life with 40 participants in all.



(L-R) May-Lissa Kanitz (second from left) and her boyfriend, Bruno Hernandez, Lee Balmonite (standing left), Yesenia Romero, Natalie Orozco (standing), Lawrence Smalley and Eduardo Reyes (Alicia’s son.)



Lawrence Smalley and Lee Erwin raise additional funds for the American Cancer Society by selling ice cream treats at the Relay for Life.

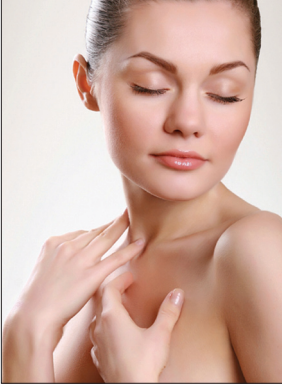


Ashley Erwin-Jochen (Dr. Jochen and Lee Erwin’s daughter) and Zachary Moroney (Laura’s son) walk on the track at the Relay for Life event.

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## ~ Don't Let Your Neck Or Chest Give Your Age Away ~

Aging and sun damage can take their toll on the delicate neck and chest area. Fortunately, today there are several options for rejuvenating the décolletage – all of which are available at Contour.



While women more than men may be concerned about this area, men need not be shy about using these products or procedures to maintain a healthy and vibrant looking chest and neck.

**Intense Pulsed Light (IPL)** can remove brown spots, broken blood vessels and sun damage with excellent results, and virtually no discomfort or downtime (see article above for more about IPL).

**Laser resurfacing** can help to reduce wrinkling as well as sun damage (Contour's Fraxel laser delivers consistently excellent results with minimal downtime).

**Chemical peels** – which range from minimally invasive to deeply penetrating – can also be used to eliminate wrinkles, freshen the skin and stimulate collagen production.

**Microdermabrasion** can also be used in this area to freshen the skin.

**Dermal fillers** can be injected to restore the natural volume of the area, eliminating crepe-iness and vertical lines.

**Topical skin rejuvenation creams** such as Retin A and the Obagi ELASTIderm product can also be safely used on the décolletage. Still other topical products containing pigment-controlling agents can be used to reduce the appearance of age spots.

"The first step in bringing the décolletage into harmony with a youthful face is prevention, and that means a good sunscreen," Dr. Jochen says. "It's important to include the décolletage, along with the hands and face, in your skin protection and rejuvenation regimen every day."

To learn more about décolletage rejuvenation, give us a call.

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## ~ Contour Acquires Advanced IPL System ~

In our ongoing commitment to offer patients the most effective, proven advances in skin rejuvenation, Contour has acquired the new eLight™ system from Syneron™. Powered by the revolutionary eIōs™ technology, this device uses a combination of light energy and radiofrequency (RF) energy to deliver enhanced results with great safety and comfort.

"This powerful system is used for intense pulsed light (IPL) FotoFacialRF treatments, which is ideal for eliminating pigmentation (brown spots), spider veins, enlarged pores, uneven skin texture, fine lines and redness," explains

Dr. Jochen. "I believe this system is the best on the market right now, delivering outstanding results with exceptional safety."



In order to obtain the best results, patients should avoid tanning before and after treatments. There's no complicated after-care involved and recovery is quick and painless, with virtually no downtime.

To learn more about the new eLight IPL system and how it can help make your skin smoother, more even toned and youthful looking, simply call or visit the office.

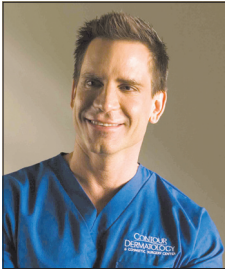
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## ~ About Sunburns: Don't! ~



**Timothy M. Jochen, M.D.**

That supposed “healthy glow” of sun exposure is anything but. A sunburn is a literal burn of the skin. And while you may experience little to no pain during the initial stages of sunburn, you’re still exposing yourself to incredible danger.

Here’s why: Just one blistering sunburn in childhood more than doubles a person’s chances of developing melanoma – the deadliest form of skin cancer – later in life. And your risk for melanoma also doubles if you’ve had five or more sunburns at any age.

And that’s not all. Sunburn causes premature and accelerated aging of the skin, dehydration, and aggravates skin disorders such as rosacea, eczema and psoriasis. It can cause second-degree burns that can lead to secondary infection, shock (from fluid loss) and even death. And research shows a

connection between sun exposure and cataracts, macular degeneration and other eye disorders.

Contrary to popular belief, the majority of sun exposure doesn’t occur in childhood (only about 23% of a person’s lifetime exposure is acquired before age 18), so adults shouldn’t think it’s too late to protect their skin. Use a sunscreen with both UVA and UVB protection every day, and avoid sun exposure, especially during the hours when the sun is strongest (between 10 a.m. and 4 p.m.).



If you want a really healthy glow, eat a balanced diet full of antioxidant-rich foods, drink plenty of water, exercise regularly – and use a bronzer or self-tanning product! Your skin will thank you – and you just may save your life.