

# The Skinny

CONTOUR  
DERMATOLOGY  
& COSMETIC SURGERY CENTER

A quick read with substance

Summer 2009

## ~ Dysport®: A New Alternative to Botox® ~

The FDA recently approved Dysport to treat brow lines, making it the second drug to be approved in the United States as a wrinkle treatment. Dysport is made from the same active ingredient as Botox and works by temporarily reducing the appearance of wrinkles by restricting the muscle actions that cause creasing and frown lines. Like Botox, Dysport is administered via an injection at the site of wrinkles, and it has been in use for several years in more than 26 countries worldwide. Dysport is currently available at our offices.

“Many new facial fillers have become available over the past few years, but Botox has been the only choice for relaxing brow wrinkles until now with the arrival of Dysport,” commented Dr. Timothy Jochen, Medical Director of The Laser Center at Contour Dermatology. “We perform a lot of Botox injections and are among the top 1 percent of Botox injectors in the country,” he noted. “In everything we do, all of our procedures and treatments are totally customized to what will work best for the



individual patient. We are pleased to offer our patients another option with Dysport.”

Initial clinical studies indicate that Dysport® has a quicker on-set, within two days, compared to three to seven days, and may last a little longer than Botox

Cosmetic®. It also has a wider dispersion when injected which can lead to using less of the medication in certain areas, explained Dr. Jochen.

While the action of Dysport and Botox is similar, they are two different drugs with distinct dosing differences, Dr. Jochen emphasizes. To learn more about Dysport please call our office at (760) 416-6971.

## ~ The Count Down Begins ... ~



There will be one more issue of The Skinny in the fall of 2009. Then beginning in 2010, only people who have signed up for our e-mail list will receive The Skinny.

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

To ensure that you continue to receive The Skinny without interruption – simply go to our website at [contourderm.com](http://contourderm.com) and click on “Join Our Mailing List” on the home page. You’ll also be on the inside track to receive announcements of time-sensitive discounts and other special offers.

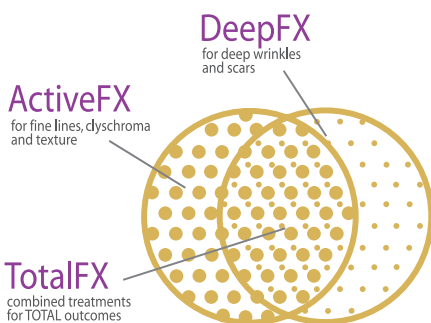
## ~ New Fractional CO<sub>2</sub> Attachment Delivers “Deeper” Results ~

We recently told you about our acquisition of the revolutionary fractional CO<sub>2</sub> laser called the ActiveFX™ which, in one 30-minute treatment, can improve lines under the eyes and around the lips, shrink pores, reduce pigmentation, eliminate lines and tighten skin throughout the rest of the face – without extensive recovery time. The treatment also stimulates collagen growth so improvements continue for months post-procedure – and results last for years.

Now we’ve acquired a new attachment for this laser called DeepFX™. It’s ideally suited for treating deeper wrinkles, scars and folds, treatment takes only 20 minutes, downtime is minimal, and results are equally long-lasting.

“As we age, changes occur deep in the skin that lead to the visible signs of aging,” explains Dr. Jochen. “Effective treatment requires reaching

these deep layers of the skin and renewing the collagen foundation, but earlier CO<sub>2</sub> lasers required weeks of recovery time. DeepFX precisely targets the deep dermal layers of the skin but, because only a fraction of the skin is actually touched by the laser, healing is limited to just a few days.”



How does DeepFX work? Each laser pulse removes a narrow column of tissue while simultaneously treating surrounding skin. This deep heating causes immediate collagen remodeling. The result is softening and smoothing of wrinkles and scars, and improved skin texture.

DeepFX is commonly used on the face, around the lips, for crows’ feet, the neck, upper chest, hands and arms. To learn if it’s right for you, please call the office to schedule a complimentary consultation.

## ~ Restylane now available in 2CC increments at better value 1cc = \$500, 2cc = \$900 ~

Restylane’s subtle approach to revitalizing and plumping up the skin – instantly diminishing the appearance of lines – has made it the world’s best-selling dermal filler. Now it’s become an even better value with the availability of Restylane in 2 cc increments.

This extremely popular dermal filler used to be available only in 1 cc increments at a cost of \$500 each. The 2 cc increment is now available for \$900 – a savings of \$100.

Restylane treatments can be used to smooth out facial lines (including the nasolabial folds that

run from the nose to the mouth), create fuller lips and shape facial contours, such as cheeks and chin. It’s also used to rejuvenate the skin on the backs of the hands and décolletage (chest and neck), and to soften lines between the eyebrows.



Whether you are considering Restylane for the first time, or it’s time for a follow-up treatment, this safe and effective dermal filler just got more affordable. For more information, please call the office.



You're invited  
*Day of Beauty*

**Saturday, September 19, 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

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 only	\$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
Juvederm™	\$425 per syringe	\$500 per syringe
Sculptra™	\$500 per vial	\$650 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

**~ Spotlight on New Products – Clinique Medical ~**

Clinique, the #1 prestige cosmetics brand in the U.S., and Allergan, the #1 global medical aesthetics company, have partnered to develop a new skin care line that's clinically proven to complement in-office cosmetic procedures. Available only through select physicians' offices – including Contour – the CLINIQUE MEDICAL line helps prepare, support and maintain the skin pre- and post-treatment.

Named one of Allure magazine's 2008 "Beauty Breakthroughs," the products in the CLINIQUE MEDICAL Optimizing Regimen kit work together to help improve the skin's receptivity to intense pulsed light (IPL), fractional laser treatments, chemical peels and microdermabrasion. Products in the kit also help manage post-procedure redness and irritation, encouraging even skin tone and enhancing the skin's resilience.

"My patients know that I carry only products that live up to their claims, and CLINIQUE MEDICAL delivers," says Dr. Jochen. "This product line underwent clinical studies that clearly demonstrate its effectiveness in conditioning the skin to support optimal treatment results and helps to ease the recovery process."

The Optimizing Regimen kit includes Probiotic Cleanser, Skin Conditioning Treatment, Recovery Week Complex, Optimizing Treatment Cream, and a Daily SPF 38 sunscreen (the products also are available for individual purchase).



To learn more, please call or stop by the office.

## ~ Contour Staff Favorite Products

### Kylie William Gives Vitamin A Products an A+ ~



"I use some form of Vitamin A seven nights a week," states Kylie William, Contour Dermatology Office Manager, Community Relations Representative. "Even if I'm too tired for my entire routine, I always put Vitamin A on my face before I go to bed."

biggest complaints people have are wrinkles and brown spots, or they say their skin is dull. Vitamin A products are very effective at reducing fine lines and brown spots and they increase skin cell turnover which makes your skin look brighter."

Kylie's Vitamin A regimen includes alternating various strengths ranging from Trenotin and Tazaroc, to Renova as well as Contour's own Retinol which has is fortified with green tea extract. She also uses the new Triluma product which includes a bleaching agent.

"When I started working at Contour, five years ago, my skin was like orange peel with lots of freckles and I could only use Retina A one night a week." Now Kylie has patients and friends who compliment her glowing complexion.

The range of strengths of Vitamin A products offer flexibility for many patients to be able to enjoy the benefits without having to experience peeling or redness. Patients can step up to greater frequency and strength as their skin tolerates. "Even if you use Vitamin A just a couple of nights a week, it makes a huge difference," Kylie maintains. Just be sure to remember sunscreen as products with Vitamin A make your skin more sensitive to the sun.

Among her responsibilities at Contour include meeting with patients for consultations. Kylie highly recommends Vitamin A derivatives. "The

## ~ Welcome to New Contour Staff Babies! ~



**Katelyn Ka Myun Gallagher**  
Born May 7, 2009  
8 lbs 9 oz, 19.7 inches

You may have noticed that a few members of our staff were pregnant over the past few months. There definitely must have been something in the water! Please join us as we extend our congratulations to the following staff members: **Elaine Woo-Gallagher, NP-C, May-Lissa Kanitz, MA, Laura Moroney, RN** and **Yardena Trevino, MA**, and give a big welcome to the newest members of their families.



**Lillian Olivia Moroney**  
May 22, 2009  
7 lbs 8 oz, 19 inches



**Aloni Terese Hernandez**  
June 11, 2009  
6 lbs 7 oz, 18 1/2 inches



**Alejandro Buena-Trevino III**  
July 8, 2009  
6 lbs 15 oz, 18 1/2 inches



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## ~ Results of Contour's 1st Patient Satisfaction Survey ~

At Contour, your satisfaction is of paramount importance to us. We want you to not only be happy with the results you get from a treatment or product, but also with the way you are treated by Dr. Jochen and our staff.

To measure how we're doing in this regard, we recently had a patient satisfaction survey conducted by an objective third party. Several hundred questionnaires were distributed to patients and the responses tabulated and compared to a national database. The questionnaire addressed such areas as appointment setting, waiting time, helpfulness and courteousness of



our staff, satisfaction with procedure results, and whether respondents would recommend Contour to friends.

We were delighted that Contour received an overall satisfaction score of 95.3% (the equivalent of an "A" grade), with kudos to Dr. Jochen, Elaine Woo-Gallagher, NP-C, and nurses Laura Moroney, RN, and Ludim Camacho, RN. While this score is slightly above the national average, there's still room for improvement – so we intend to fine-tune some operational processes to enhance your experience with our office. Our goal is to live up to one of our favorite comments that a patient wrote about Contour on their questionnaire: "A total A+ in my book!"

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## ~ The Latest Solutions for Hair Loss ~

Among the expert services offered by Contour is hair restoration for men and women. In fact, this is a specialty of Dr. Jochen – and one for which he's earned an outstanding reputation for his expertise.

To hone this expertise, Dr. Jochen recently attended the 17th Annual Scientific Meeting of the International Society of Hair Restoration Surgery (ISHRS) held in Amsterdam, The Netherlands, from July 22 - 26. The ISHRS is a non-profit medical association of more than 700 physicians specializing in alopecia and hair loss, and provides continuing education to physicians like Dr. Jochen who specialize in hair transplant and restoration surgery.

"Techniques and technology in this specialty area continue to evolve, and I want to ensure that my patients benefit from the latest, most effective options for hair restoration," says Dr. Jochen. "This annual conference brings together the world's best teachers and practitioners."

Hair transplantation today is a highly sophisticated procedure that restores more than hair to

thinning or balding spots. "It restores confidence and a more youthful look," Dr. Jochen notes.

Dr. Jochen performs hair, eyebrow and eyelash replacement using a patient's own hair, taken



from tiny micrografts that provide a completely natural look.

To learn more about hair transplant surgery, please call the office to schedule a complimentary consultation. In this initial meet-

ing, Dr. Jochen will carefully evaluate your hair growth and loss, discuss your goals and expectations for surgery, and develop a treatment plan that's tailored to your individual needs.

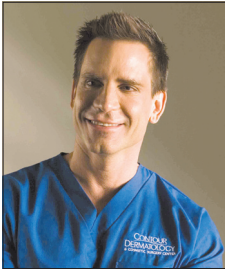
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## ~ All About Bruising ~



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

turns blue/purple, green and yellow-brown as it heals.

Blood vessels become more fragile as we age, so bumps, scrapes and surgery may cause more extensive bruising the older we get. In addition, certain medications and supplements including NSAIDs (like ibuprofen), aspirin, warfarin (Coumadin®), fish oil, ginko and ginseng interfere with blood clotting, causing more bleeding into the skin – and more bruising. Medications like prednisone also

A bruise is caused when tiny blood vessels in the skin are damaged or broken as a result of a body blow (either from an injury or a surgical procedure). As blood leaks from these injured vessels, the bruise appears reddish then



promote bruising by increasing the fragility of the skin's tiny blood vessels.

The best way to prevent or minimize bruising is to apply an ice pack on and off during the first 24 – 48 hours after an injury or surgery. The cold reduces the blood flow to the area. A topical homeopathic remedy called arnica can help prevent

bruising and speed healing if applied immediately after an injury. Certain substances such as Retin-A or glycolic acid can help to strengthen the skin and make it more resistant to injury. And a diet rich in vitamins C, K and bioflavonoids – found in fruits and vegetables – helps

strengthen fragile capillaries. Finally, there's effective make-up to conceal bruises until they heal.

If you have concerns about bruising, let's talk about it.