

The Skinny

CONTOUR
DERMATOLOGY
& COSMETIC SURGERY CENTER

A quick read with substance

Winter 2010

~ Say "Ta-Ta" to a Tattoo: MedLite® Laser for Tattoo Removal Makes It Easy to Change Your Mind – and Your Look ~

It used to be a real pain – literally and figuratively – to remove a tattoo, and early attempts using dermabrasion or too-strong lasers often left scars. With today's advances in laser technology, however, we can effectively remove tattoo inks with little to no discomfort and virtually no scarring – making it easy to change your mind about a "tat."

Contour recently acquired the MedLite C6 laser, which is the gold standard for tattoo removal. We first leased this equipment for one day a month to test its capabilities, and Dr. Jochen was so impressed with patients' results that we purchased a unit. So tattoo removal is now available every day of the week at our Rancho Mirage office.

The MedLite laser works by using specific wavelengths of light energy that are absorbed by the tattoo ink. This rapid absorption breaks the tattoo ink into tiny particles which are then removed by the body's natural filtering system, leaving the surrounding skin unharmed. In most cases, patients see more than 95% fading of their tattoo.

"Blue, black and red tattoo inks resolve the best, and oranges and purples also fade well," Dr. Jochen explains. "Green and yellow inks are the most challenging to remove, and additional treatments are often needed to achieve significant fading."

The MedLite laser emits light energy in short pulses, and it feels like the snap of a small rubber band on the skin. Patients are numbed with lidocaine to make the treatment more comfortable.



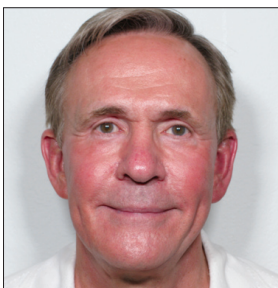
Patients typically need several sessions spaced out over several weeks between treatments.

Not only do we have a new laser, we also have restructured our laser tattoo pricing. Previously we charged a flat rate per 15 minutes of laser time. Our new pricing is based on the size, color and concentration of color, making it possible for someone with a small tattoo to pay as little as \$99 per treatment.

If you have a tattoo that no longer suits your lifestyle, call us to schedule a free consultation to see if laser tattoo removal is the right procedure for you.

~ Glenn Ellison is a Believer in Total FX™ ~

Glenn Ellison has been a Contour Dermatology patient for the past five years. A retail manager with Tommy Bahama, he moved to the desert in 2005 from Orange



County where he also worked for the casual, yet upscale clothing line.

"Retail is a competitive market and we're all not getting any younger. I wear the clothes, I play the part and I want to stay competitive in the workplace," states Glenn who also has worked in New York and LA.

At Contour Dermatology, Glenn has had liposuction, surgery to remove fat deposits in his arms, a light chemical peel and then four years ago; he had traditional CO₂ resurfacing around his eyes by Dr. Jochen. Now with the advent of fractional CO₂ lasers, he wanted to have total facial resurfacing with the Total FX™ laser. A few months later, he also had Total FX on the eye area. Both procedures were performed by Contour's certified laser nurse, Ludim Camacho, RN. "Ludim is a total professional who makes you feel comfortable and explains every step in detail," comments Glenn.

The results? "As advertised, the results are excellent," says Glenn. "There's an immediate result and then a gradual result. The immediate result is that as soon as the swelling goes down, your skin is extraordinarily smooth. The women at work noticed and commented on my skin right away," he says. The

gradual result he explains was that he noticed as he was shaving after a few weeks, his skin definitely is tighter. "The skin seems to contract quicker and there is a really positive effect around the eye area."

The downtime with the Total FX? "It was about 10 days until I was totally back to normal again, but as far as presentable, in about six days. "I made the mistake of having my Driver's License picture taking during this time," he laughs.

Having had several treatments at Contour and consulting with Dr. Jochen, Glenn says he was already a religious user of Retina A and sunscreen which helped to accelerate a shorter recovery time. "When I first met with Dr. Jochen, we had a conversation about maintenance and those were his two big "musts.""

"I'm a total believer in maintenance. I'd much rather do maintenance than do something extreme when the time comes. The Total FX is a perfect procedure to do as needed. It's an inexpensive way to keep your skin at its optimum," comments Glenn.

Besides great results, another compliment Glenn has to say about Contour Dermatology is how comfortable he felt as a man having a cosmetic procedure. "Dr. Jochen is a kind man and excellent in what he does. He is so easy to talk with. Women are probably more comfortable in discussing their appearance and cosmetic things, but he made me feel very comfortable and was extremely honest and realistic. I appreciate his straightforwardness and he is always so upbeat and positive and his staff reflects that. The staff radiates concern and positive vibes when you're there and they remember you when you come back. It's a great place to go."

~ A Picture is Worth 1,000 Words ~

Special ultraviolet (UV) photography will be available at our next Day of Beauty (Feb. 27) to show how the sun may have damaged your skin. UV photography produces side-by-side photos of

how you look in the mirror, and what damage is lurking beneath the skin's surface. This revealing exercise can help us tailor the right treatments – and preventive strategies – for your skin.

You're invited
Day of Beauty

Saturday, February 27, 2010
 10 a.m. to 4 p.m.

Refreshments • Hors d'oeuvres • Prize Drawings

Look refreshed 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**

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



PROCEDURES	SPECIAL PRICE	REGULAR PRICE
Botox®	\$9 per unit	\$10 per unit
Dysport®	\$3 per unit	\$4 per unit
Restylane®	\$325 per syringe*	\$500 per syringe
Perlane®	\$325 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 ₂ Laser	\$750 per area	\$999 per area
Fraxel® Laser	\$450	\$500
IPL™ Foto Facial™	\$299	\$399
Juvéderm™	\$375 per syringe	\$500 per syringe
Sculptra™	\$425 per vial	\$500 per vial
Radiesse™	\$525 per syringe	\$600 per syringe
Beta Lift Peel	\$50	\$125
Re-Vitalize Peel™	\$85	\$125
TCA Peel	\$300	\$499
Green Tea Infused Vibradermabrasion	\$50 face only	\$125 face only

* Price reflects a \$50 mail-in manufacturer's rebate per syringe (up to 6 syringes).

~ **Spotlight on Skin Medica® Products** ~

We love Skin Medica products for one simple reason: they are undeniably effective, delivering the skin-rejuvenating results that they promise. Using scientifically proven skin-recovery compounds that include vitamins C and E, retinol, NouriCel-MD® (Skin Medica's patented blend of growth factors), soluble collagen, antioxidants and matrix proteins, these products reduce fine lines and age spots, fade discolorations, and improve skin texture and elasticity. Below is a list of products we currently carry (with more coming soon).

Retinol Complex – An antioxidant skin care product that penetrates damaged and aging skin to improve the appearance of fine lines, enhance skin texture and accelerate exfoliation.

15% AHA/BHA Cream – A rejuvenating face and neck cream that exfoliates, revitalizes and protects skin.

Uplifting Eye Serum and TNS Illuminating Eye Cream – Luxurious eye cream formulas diminish the appearance of fine lines and wrinkles, help reduce puffiness and discoloration, and improve skin texture.

Ablative Post-Procedure Kit – Optimizes results of chemical peels and laser resurfacing treatments.

Dermal Repair Cream – Intensely hydrates and replenishes dry skin, reducing the appearance of age spots as it protects against future damage.

TNS Essential Serum – An unparalleled anti-aging serum.

Vitalize Peel – An in-office procedure that takes years off aging skin.

~ Contour Staff Favorite Products

Elaine Woo-Gallagher, NP-C Shares Her Favorites & Skin Care Regimen ~



Of the many outstanding skin care products available at Contour, Elaine Woo Gallagher's favorites are two from the Skin Medica line – 15% AHA/BHA Skin Cream and the TNS Essential Serum.

Skin Medica's TNS Essential Serum has growth factor in it which helps stimulate collagen. It is beneficial for all skin types and also has a blend of antioxidants, peptides and other ingredients which combine to fight environmental damage and smooth the skin and eliminate fine lines. Growth factor was first developed for wound healing for burn patients before it was used as a key ingredient in cosmetic products.

Morning Routine

Nia 24 Cleanser
TNS Essential Serum
Skin Medica 15% Alpha and Beta Hydroxy Acid Moisturizer
Solar Protection Tinted 65 Sunscreen

Evening Routine

Obagi Cleanser
Skin Medica 15% Alpha and Beta Hydroxy Acid Moisturizer
0.05% Retina A (every other night)

"I love the Skin Medica skin cream with alpha and beta hydroxy acids. I use it every day, twice a day. It is a medium moisturizer and the acids give some exfoliation at a microscopic level. It also contains Vitamin E. This cream hydrates the skin really well," she comments.

"When you first use the TNS Essential Serum, you use it twice a day for three months, then you can use it once a day or every other day. It should be applied before moisturizer," she explains. "The serum also has a slight smell to it which bothers some people. For those who are sensitive to smells, the only other company that makes a product with growth factor in it is Neocutis and their growth factor product has no scent."

Even during the week, Elaine wears no makeup. Instead, she uses tinted sun block which provides a little color. On weekends, she goes even more natural with just a plain SPF 30 sunscreen.

While sharing her skin care routine, Elaine notes that she has sensitive skin and that everyone is different, so it's best to schedule a consultation to determine which product line or combination of products will best serve your individual needs.

~Contour Staff Enjoys Holiday Scavenger Hunt & Party ~

The Contour Dermatology Team celebrated the holidays at a festive party held at the Riviera Resort in Palm Springs. Prior to the dinner, the staff divided into teams and competed in a fun Holiday Scavenger Hunt canvassing the desert to find silly items such as a team picture with Santa, a sleigh that as many members could fit into and even asking strangers to model holiday boxer shorts over their clothes or donate a roll of wrapping paper to the cause!



This team's efforts to fit members into a "sleigh."
(L-R) Natalie Orozco and Yessenia Romero.



The Winning Team: (L-R) Kiley William, Dr. Jochen and Marisol Leal. Not pictured are Gilbert Romero and Don Warburton.



(L-R) May Lissa Kanitz, Yessenia Romero, Lee Balmonte, and Natalie Orozco

~ We're Expanding Our Contour(s)! ~



Photo-Realism of new Rancho Mirage office.

In order to enhance patient comfort and convenience, Contour Dermatology & Cosmetic Surgery Center is expanding, with new offices being built in Rancho Mirage, and a new office now open for business in Santa Monica.

New Rancho Mirage complex to open later this year

The new Rancho Mirage office is part of a three-building complex at the corner of Mirage and Sahara roads. Groundbreaking is slated for mid-February with completion by this fall. Contour will occupy the 5,500-square-foot building that fronts Mirage Road (see rendering), while space in a second 5,500-square-foot building and a 4,000 square-foot building will be available for other professionals to lease or buy, respectively.

“Our goal is to have a campus-like environment instead of one big building,” says David Prest, AIA, principal of Prest Vuksic Architects, the Palm Desert firm designing Contour’s new facility.

A contemporary look and feel

The buildings are all one-story, low-profile structures with flat roofs – a modernist/classical contemporary architecture featuring deep overhangs, and floor-to-ceiling glass that will capture the mountain views and on-site desert landscaping. The glass is tinted green, both for sun protection as well as aesthetics.

While interior colors and furnishings are still being finalized, Contour patients are sure to appreciate the new building’s spaciousness and

contemporary look and feel – in keeping with the state-of-the-art treatments and techniques the practice offers.



New Santa Monica office now open

To accommodate growing demand for Dr. Jochen’s services in the Los Angeles area – particularly his expertise in surgical hair restoration – Contour has opened an office at 1260 15th Street in Santa Monica. This office is conveniently located just a few hundred yards from UCLA Medical Center.

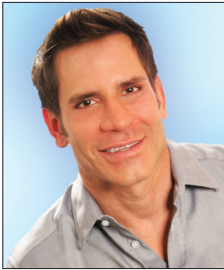
Ludim Camacho, RN is available for consultations on Fridays and Dr. Jochen performs hair transplant surgeries on Saturdays by appointment.

“We have our patients to thank”

“I’m very excited to take the practice to the next level with a brand-new facility here in the desert and the opening of an office in Santa Monica,” says Dr. Jochen.

“We have our patients to thank,” he adds. “The trust and confidence that they place in us makes our growth possible, and I’m very grateful.”

~ Dealing with Dandruff ~



Timothy M. Jochen, M.D

It's not contagious and it's rarely serious. But it certainly can be annoying and embarrassing. It's dandruff, a common scalp condition characterized by itching and flaking of the scalp.

Dandruff is most often caused by dry skin, a frequent problem here in the desert. Other causes include not shampooing enough (so that oils and skin cells build up) and sensitivity to certain hair-care products that irritate the scalp. Another culprit is seborrheic dermatitis, which occurs when oily skin gets irritated and produces flaky scales. And conditions such as psoriasis and eczema also can affect the skin on the scalp, causing dandruff.

In addition, a yeast-like fungus called malassezia – which lives on the scalps of most healthy adults without causing a problem – can sometimes grow out of control, causing dandruff-like flakes.

Stress, illness, hormonal changes, immune system and neurological disorders may contribute to this overgrowth.

Fortunately, dandruff usually can be controlled by daily hair washing with a gentle shampoo to



reduce oiliness and skin-cell build-up. When regular shampoos don't do the trick, try an over-the-counter medicated shampoo. You may have to experiment to find the one that works best, since different products contain different medications. But if the itching and flakiness

persist after several weeks, or if your scalp becomes red or swollen, then it's time to see me. I can usually diagnose your dandruff and what's causing it just by looking at your scalp and skin, and prescribe the treatment that's right for you.

~ RADIESSE®: What A Deal! ~

As we age, natural collagen in our skin breaks down and facial volume diminishes, resulting in wrinkles, lines and lax skin. The ideal way to reduce wrinkles is by replenishing lost volume – and that's exactly what RADIESSE filler does.



RADIESSE not only instantly corrects wrinkles but also stimulates the production of new collagen,

which increases facial volume – with results lasting a year or more. And now, Contour is pleased to announce a new, lower per-syringe price for RADIESSE of \$600.

What makes this such an exceptional value is that most patients can achieve these long-lasting results with just one-syringe of RADIESSE because it comes in a 1.5 cc syringe – giving you 50% more than Restylane and Perlane, and nearly twice as much as Juvéderm per syringe! What's more, RADIESSE is mixed with the topical anesthetic lidocaine for your ultimate comfort.

Contour Dermatology Locations

555 E. Tachevah Dr., Ste. 2E-106 Palm Springs, CA 92262 (760) 416-6971	35280 Bob Hope Dr., Ste.104 Rancho Mirage, CA 92270 (760) 416-6971	1260 15th St., Ste. 600 Santa Monica, CA 90404 (310) 817-2662
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