

The Skinny

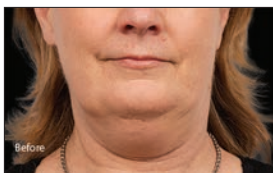
CONTOUR
DERMATOLOGY
& COSMETIC SURGERY CENTER

A quick read with substance

Fall 2015

~ CoolMini™ - Cool New Device from CoolSculpting ~ *FDA-Approved to Treat Small Fat Pockets*

Maybe you've already refined your physique with CoolSculpting. At the very least you've no doubt heard the buzz surrounding this revolutionary body contouring treatment. Well, that buzz has gotten louder since the FDA recently approved the company's rollout of a new CoolMini™ applicator.



The CoolMini applicator's unique size, shape and curvature is specifically designed to treat smaller pockets of fat. It's perfect for under the chin where what is known as submental fat accumulates giving rise to a double chin. Other

spots it can address include puffs of fat near the armpits and small amounts of pinchable abdominal fat that resist exercise and dieting efforts.

"CoolSculpting is very popular in our practice. People really appreciate non-invasive, non-surgical, no-downtime treatments," said Dr. Timothy Jochen. "Cosmetic surgery is all about tweaking little things that make a big difference. With the CoolMini, we can now help people freeze away double chins or get rid of other small pockets of fat that traditional CoolSculpting couldn't reach before."

CoolSculpting is based upon the research of two Harvard scientists who observed that cold could be

applied non-invasively to remove fat. CoolSculpting will continue to effectively address "muffin tops" and "love handles," but the addition of the CoolMini applicator to its repertoire handily expands the procedure's capabilities. This is now the sixth targeted CoolSculpting applicator – proving that body contouring is indeed a custom-tailored procedure and Contour Dermatology offers them all including:

- **CoolCore™** - abdomen and core area
- **CoolCurve™** - for flanks
- **CoolSmooth™** - areas of pinchable fat like outer thighs
- **CoolFit™** - for straighter areas like arms and inner thighs
- **CoolMax™** - for larger circumference areas
- **Cool-Mini™** - for double chins, other small pockets of fat

The beauty of CoolSculpting is that during treatment only fat cells respond, since fat is more sensitive to cold. Surrounding tissue and muscles are not affected. You can read or simply relax during your CoolSculpting session and at its conclusion, resume your day with no downtime. In following weeks your body will begin to naturally eliminate the dead fat cells. In their absence, the remaining cells will condense resulting in an overall reduction of fat layers. Furthermore, results are lasting! Continue to maintain your healthy lifestyle and the treated fat cells won't come back.

Individuals must be assessed before undergoing CoolSculpting treatments. If you can still pinch an inch and you're not happy about it, why not see if it's right for you? To learn more about the new CoolMini™, visit: www.ContourFatFreeze.com.

~ Doubling Down on Double Chins ~ Introducing New KYBELLA™ Injectable

Ever been told to “chin up” when you’re feeling blue? It’s usually sound advice. But if a double chin is what’s bringing you down in the first place – perhaps not so much. The good news is you can now easily turn this troubling situation around. The even better news is that it doesn’t have to involve surgery or even liposuction.

Contour Dermatology now offers KYBELLA™ – the first and only FDA-approved injectable drug that concentrates its fat-reducing efforts on the area under the chin. The extra fullness that accumulates there is known as submental fat. It may be the



outcome of weight gain, genetics or the result of aging and gravity’s pull. No matter. This common, yet under-treated esthetic condition is often resistant to diet and exercise alone. No wonder it’s a frequent cause for dismay.

Now KYBELLA has come along with the promise that you really can keep your chin up. The injectable contains deoxycholic acid which specifically targets and destroys fat cells in the under-chin area. Our bodies naturally produce deoxycholic acid to help with the absorption of fats. An injection of KYBELLA introduces additional deoxycholic acid to break down the outer layer of fat cells under the chin whereupon your body naturally eliminates them. Submental fat basically melts away.

“I’ve been performing tumescent liposuction for under chin contouring for years with great results and I’m excited to be able to offer patients a non-surgical option,” said Dr. Jochen. “In my opinion, the best patient for this procedure is someone who has a small pocket of fat with fairly tight skin. In this indication, I think it will have amazing results,” he said.

Each in-office KYBELLA treatment session typically takes 15-20 minutes. It’s injected directly into the fat pocket and requires multiple injections in the same visit. Treatment plans are customized and may include up to six visits spaced approximately one month apart. It all depends on your esthetic goals. Patients typically experience visible results after two to four sessions. One esthetic results have been achieved, the results are permanent and retreatment is not required for maintenance.

A global study has proven KYBELLA to be safe and effective. In over 20 clinical studies involving more than 2,600 patients, 1,600 of whom were treated with KYBELLA, the most common side effects were swelling, bruising, pain, numbness, redness and formation of areas of hardness in the treatment area. However, the incidence and severity of most side effects decreased with subsequent KYBELLA treatments.

KYBELLA is just one of several options we offer at Contour Dermatology for reducing double chins and rejuvenating the under chin/neck area. Other chin/neck contouring options include:



CoolMini™ - a specific new applicator from CoolSculpting to target small areas of fat like under chin

Tumescent Liposuction - proven method for removing fat under the chin

Ultherapy - ultrasound treatment that tightens lax skin

Neck Lift - If sagging is due to age and is a more general looseness of skin instead of fat accumulation, a neck lift, often performed in conjunction with a mini facelift, may be recommended.

Point your chin in the direction of Contour’s offices to see which option is best for you.

~ Pick Your Perfect Package ~

Contour Packages Deliver Great Results, Great Savings



At Contour Dermatology, we believe good things come in packages. In an effort to help our patients receive maximum results, especially as it's usually a combination of treatments that work best, we have grouped a variety of treatments in

exciting packages. We have more than a dozen packages and one is sure to address your specific area of concern.

We have packages designed to improve your skin, your eyes, your body as well as facial anti-aging packages. The savings range from \$125 to nearly \$2,000. We invite you to schedule a consultation today to learn more.

Also, the holidays are coming and our packages are a great way to treat yourself or a loved one. We also have Contour Skin Bucks Cards available which make great gifts.



Here's a summary of several of our packages:

Trinity Plus Enhanced - This three-in-one treatment targets the most sought-after rejuvenating procedures – color correction, contouring, wrinkle reduction and texture improvement. Three of today's most effective technologies - IPL (intense pulsed light), Sublative and Sublime - are applied sequentially during one session, thus eliminating the need to book multiple appointments.

Package includes:

- 5 IPL FotoFacial Laser Treatments
- 3 Sublime Radiofrequency Treatments
- 5 Sublime Radiofrequency Treatments

13 treatments total administered in 5 sessions

Save more than \$1,800!

Lipo Little - this package will help you lose inches and combines tumescent liposuction with the VelaShape III laser to give you optimal results.

Package includes:

- 2 areas of liposuction
- 5 VelaShape III Laser treatments for two areas

Save \$1,991

Laser Lift - Want a lift without surgery? Here's a great alternative. By combining laser along with fillers, your skin will experience tightening and lightening.

Package includes:

- Max FX CO₂ Laser Full Face
- 3 mls of Restylane
- 45 units of Botox

Save \$651

Lunchtime Liquid Lift - Here is a rather nourishing lunch break – come in over lunch and go back to work or go home refreshed. You'll see immediate results from the filler; Botox takes about a week for full results.

Package includes:

- 3 mls of Restylane
- 45 units of Botox
- 1 vibradermabrasion treatment with infusion

Save up to \$151

Renewal Jewel - Do you look tired even when you're not? Do you have drooping upper eyelids and bags underneath your eyes? This package will refresh your eyes with results that will last for years.

Package includes:

- Upper Blepharoplasty (eyelid surgery)
- Lower Blepharoplasty (under eye bag removal)
- Max FX CO₂ laser around the eyes

Save \$601

Other packages include: Mommy Makeover, Bridal Party Pampering, Fantastic Fillers, Eye Rejuvenation, Sensational Skin Care and more.

Also, please ask about our Lifestyle Packages – annual packages designed to give you flawless skin all year long. To see the complete list of packages, visit www.contourderm.com and click Cosmetic Packages under Cosmetic Dermatology.

~ Staff Product Pick - Anne Marie Johnson Gives Glytone Hands ~ A Big Hand of Applause



You pamper your face with facials, physician grade skin care products and periodic cosmetic treatments for maintenance. But...do your hands give you away?

Read more about the latest peel from Glytone Ennerpeel – a professional peel that’s simply called Hands. The secret is professional strength 20% trichloroacetic acid and 10% lactic acid.

“The hands are one of the most difficult areas to treat,” said Contour Dermatology Esthetician Anne Marie Johnson. “Glytone’s Hands is an exciting new way to peel and rejuvenate the hands.”

Anne Marie said she’s tried other peels on her clients, even strong peels which produced minimal peeling. “With the medium-depth Glytone Hands, you get a lot of peeling which removes the old skin. It really makes your skin look youthful – it looks and feels like baby skin.”

She said the peeling could last up to two weeks. “It is great for crepey and tired-looking skin. It also helps

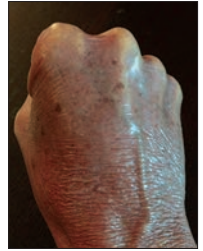
with hyperpigmentation, but we always want our patients to be on Obagi products in addition to peels if they have any pigment issues.”

The Hands regimen is two peels scheduled 15 to 21 days a part.

Other Glytone Products

Also available at Contour Dermatology is a Glytone KP Kit that includes a body wash and retexturizing lotion which Anne Marie said even helps with those annoying bumps on the back of the arm, a mild gel face wash, a back acne spray and a cream for elbows and rough heels.

“Glycolic acid is made from sugar, so most people are not allergic to it,” said Anne Marie. “It’s great for dry skin. It doesn’t evaporate. It gets absorbed.” She said that people might think the acid would be drying, but it’s the opposite. “That actually makes it so your skin can be hydrated.”



Before



After

~ Contour Team Enjoys Weekend at Big Bear ~



The Contour Team ready to go kayaking.

Before buckling down for the season, the Contour Team headed to higher elevations to elevate the fun for some team bonding. Horseback riding, kayaking and roasting marshmallows were among the highlights of a recent staff trip to Big Bear, CA.



Dr. Jochen and several team members enjoyed a trail ride.



(L-R) Jose Lopez, MA and Julio Esparza, MA



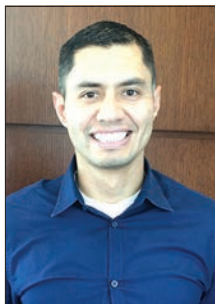
(L-R) Ofelia Quines, MA, Kylie William and Yesenia Romero



(L-R) Adriana Ortiz, MA, La Rue Cole, Hannah Harris and Jessica Murdock

~ Minimally Invasive NeoGraft® ~

State-of-the-Art Hair Loss Solution is Here



Carlos Martinez, M.D.

If you're one of the millions of men and women who suffer from male/female pattern baldness or thinning hair, you'll want to know more about this game changing technology. NeoGraft is the first FDA cleared follicular harvesting and implantation system. Previously, you may have shied away from the traditional strip grafting or FUT method of hair replacement for numerous reasons. But now minimally invasive NeoGraft has come along to strip away hesitation, meaning a full head of natural-looking hair could easily be yours.

Follicular unit extraction or FUE involves extracting thousands of individual hair follicle units one graft at a time and transplanting them. That's what the NeoGraft accomplishes. This revolutionary, motorized device includes a hand-held unit that uses vacuum technology to gently extract individual hair follicles from the back-of-the-head donor area. They're extracted through a tube and held in a collection area until the transplantation part of the procedure occurs. The collected hair follicles are then painstakingly sorted while recipient sites are not only prepared but also carefully designed.

"The artistic part of a hair transplant is what thrills me most – to design a new hairline, to make it look completely undetectable and to take into account many details such as ethnicity and which way the hairs need to be placed to lay right as well as determine how the hairline will evolve with age," says Dr. Jochen.

For the the actual transplant procedure, NeoGraft also has a patented implanting device which uses

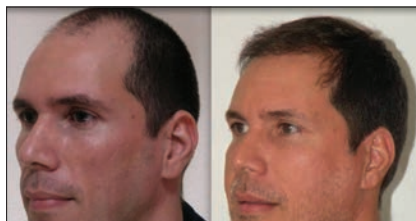
positive pressure to insert the grafts into the prepared holes on the scalp.

There are no stitches or staples involved with a NeoGraft procedure. Nor does it leave an unsightly or hairstyle-limiting scar. Patients describe feeling little to no discomfort during proceedings. Some, like Dr. Carlos Martinez, a physician who practices at Palmtree Clinical Research in Palm Springs, elect to return to work the same day! Dr. Martinez, age 37, was the first patient to receive a NeoGraft hair transplant at Contour Dermatology. When he was 28, he started noticing some hair loss.

"I don't have a receding hairline. It's more in the back at the crown," said Dr. Martinez. The recipient of 500 grafts, he's already starting to see growth in that area although it will take about six months to year to achieve the full effect. "They anesthetized my head. I didn't feel any sort of pain during the two and half hours it took. One hour I spent laying down while the rest of the time, I spent sitting up. I was offered Valium but I only had the numbing because I wanted to go back to work," he said. Which is precisely what Dr. Martinez did. His NeoGraft procedure started at 7 a.m. and he was back to work by 10 a.m.

"It was strange being on the other side," recounted Dr. Martinez about being a patient for a change. "I was nervous going in but the whole team at Contour was very nice and friendly and comforting. I had a very good experience." He's looking forward to seeing 70 to 80 percent more crown coverage that he's recently had in that area.

Hair transplantation restores more than just hair. Boost your confidence with a minimally invasive NeoGraft FUE procedure. Dr. Jochen has been performing hair transplants for more than 10 years and definitely believes in their transformative powers. You will, too.



Before

After NeoGraft

~ Options for Rejuvenating Tired-Looking Eyes ~



Timothy M. Jochen, M.D

One of the most common requests I get as a cosmetic surgeon is from people who want to restore their bright-eyed appearance. Here are a few solutions to consider for eye rejuvenation.

Many of you may recall the dismay of finding the first telltale sign of aging around your eyes. I know I do! Small fine lines under or around the eyes typically begin to appear in the 20s. For those just starting to experience fine lines, sunscreen and protecting your eyes from the sun with a broad-brimmed hat and sunglasses will be your best defense along with a good eye cream that can both prevent further sun damage and aid in refreshing.

Botox and Dysport Can Make Crow's Feet Fly Away

Over time, those fine lines and wrinkles can become more pronounced – enter crow's feet. Some people are simply more prone to crow's feet than others. One of the most popular and affordable treatments we offer is Botox and Dysport to relax the muscles that cause those annoying lines. It only takes a few units to treat this area with results lasting for up to four months.

Radio Frequency and CO₂ Laser

For crow's feet and deeper wrinkles around the eyes, there are other non-surgical treatments that can smooth and soften wrinkles in the delicate eye area. Sublative is a device that uses fractionated bipolar radiofrequency and is especially effective for the eye area. It restores elasticity and can provide some tightening of



Princess Karen Cantrell

laxity in the upper lids and the skin around the eye, as well as soften wrinkles with good results. Fractional CO₂ laser resurfacing is a deeper treatment and can make a noticeable difference – taking years off a person's appearance.

Facial Fillers Treat Under Eye Hollowness

Under-eye hollowness can make a person look older than they feel. This loss of facial volume can be restored with dermal fillers. I especially like Restylane Silk for the under eye area. It's a new, small-particle hyaluronic acid filler.

Eyelid Surgery – A Big Wow Procedure

One of my favorite procedures to perform is blepharoplasty – upper and lower eyelid surgery. For a person who has sagging eyelids or under-eye bags, this outpatient procedure, done in 10 minutes, offers dramatic results. One of my favorite stories to tell is when I did this procedure on Karen Cantrell. She only had topical numbing and local anesthesia and so we were talking during the procedure and she asked me, "When are you going to start," and I said, I'm finished.



Before



After

I consider blepharoplasty a "wow procedure." If excess skin on your upper lids or bags below your eyes are making you look tired, this is a procedure that can really rejuvenate your eyes.

Contour Dermatology Locations

Rancho Mirage
Palm Springs
Santa Monica
Irvine

42-600 Mirage Road
1180 North Indian Canyon Drive
2500 Broadway Avenue, Building F
7545 Irvine Center Drive

Building A-1
Suite E-419
Suite F-125
Suite 200

760-423-4000
760-423-4000
310-817-2662
949-682-8902

888-977-SKIN