

# The Skinny

CONTOUR  
DERMATOLOGY  
& COSMETIC SURGERY CENTER

A quick read with substance

Spring 2012

## ~The Mini Facelift by Dr. Jochen ~ Minimal Surgery, Maximum Results

Have you ever found yourself standing in front of your bathroom mirror in the privacy of your own home pulling back the skin near your jaw to see what you'd look like with tighter skin and wishing it would stay that way?

Maybe you were even among those, who, when younger, said "I will never get a facelift." But now, you are middle-aged and the gravity of the years is starting to show and you're interested in doing something about it.

The concerns most people have about getting a facelift include: the cost, risks of anesthesia, scars and not wanting to look "done." The mini facelift that Dr. Jochen performs addresses all of those concerns.

### What is a Mini Facelift?

A mini facelift corrects sagging jowls and laxity in the lower two-thirds of the face. It restores a youthful jaw and neckline and patients often comment that they look at least 10 years younger. Unlike the wind-tunnel results of the past, the mini facelift not only pulls back sagging skin, it also attaches the underlying muscle tissue, providing support for long-lasting results. Dr. Jochen neatly positions the incision around the ears, so the scar is virtually unnoticeable.



After mini facelift and chin liposuction.

Compared to a full facelift, the benefits of a mini facelift include:

- More affordable
- Less risk due to local anesthesia
- Minimally-invasive, outpatient procedure
- Virtual undetectable scars
- Quicker recovery time

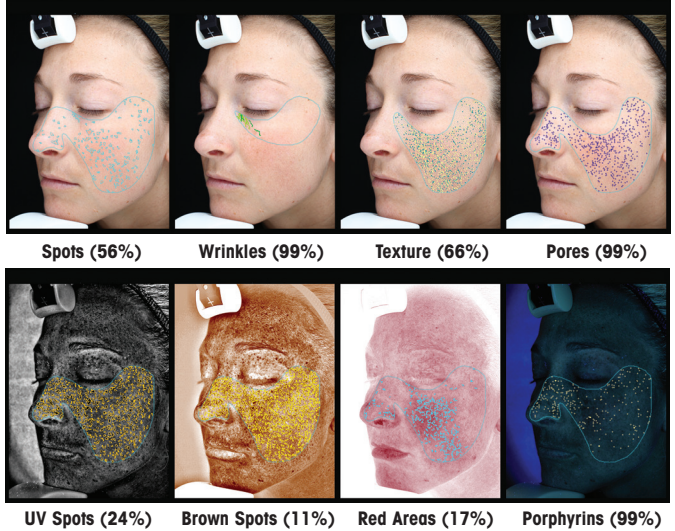
There are several different names people have branded for a mini or lower facelift, but the techniques for all are similar and personalized by each surgeon. Dr. Jochen is a fellow of the American Academy of Dermatology, the American Academy of Cosmetic Surgery and a member of the American Society for Cosmetic Dermatology and Esthetic Surgery, among numerous other professional medical associations. Dr. Jochen did his mini facelift training with renowned surgeon Dr. Henry Baylis, Founding Chief of Oculoplastic Surgery at UCLA.

The mini facelift at Contour Dermatology is performed with local anesthesia. Twilight sedation also is available for a slightly higher fee. Patients also frequently opt for under chin/neck liposuction to further enhance their results.

If you're ready to look younger and refreshed without looking "done" please call (760) 416-6971 to schedule a consultation. Visit our website to see before and after photos of the mini facelift procedure. Photo albums with more photos also are available during the consult.

## ~ Contour Now Offers VISIA™ Complexion Analysis ~

Now you can see beneath the surface of your skin with a VISIA™ complexion analysis. Contour Dermatology has purchased this remarkable digital technology to visibly show patients their level of skin health and to aid in selecting the most appropriate treatments for optimal results. Originally developed by Proctor and Gamble as a skin care research tool, the VISIA is now available to medical professionals.



VISIA generates quantitative values for skin features that previously could only be evaluated subjectively. A multi-spectral imaging system captures key visual information for six areas affecting complexion health and appearance:

- Wrinkles
- Spots
- UV Spots
- Pore Size
- Texture/Evenness
- Porphyrins (bacterial count)

Patients receive easy to understand reports and even a comparison of their skin evaluation to 100 other people in their same skin type and age, indicating which percentile they are in by category. (The higher the score, the better the

condition of your skin.) This analysis will provide you with the comprehensive data needed to develop your specific treatment plan.

"The depth that we're able to see with this equipment is incredible," said Dr. Timothy Jochen. "We are pleased to offer this as part of our cosmetic consultations. It's a great visual aid to show patients where they have areas that need attention and it helps us better tailor treatment options to their specific needs."

This relatively new technology has been featured in all the top beauty and health magazines as well as on national television - now it's available at Contour Dermatology. To schedule your personal VISIA skin analysis, call (760) 416-6971.

## ~ Terrific Tuesdays: 50% off Select Lasers ~

Try something new! Schedule a treatment with Andre Martin, RN any **Tuesday** and enjoy these **50% off prices**:

**IPL™ FotoFacial™** (reduces sun damage and age spots): \$199.50

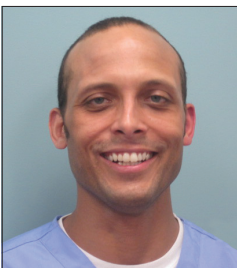
**ReFirme Laser** (tightens skin): \$199.50

**Vbeam** (reduces facial veins and red spots): \$237.50

**Smoothbeam** (controls acne): \$75

**Tattoo Removal or Laser Hair Removal**: \$49.50 and up

(Offer valid for first-time treatments only.)



## ~ Glytone EnerPeel® EL - An Appealing New Peel for Eyes & Lips ~

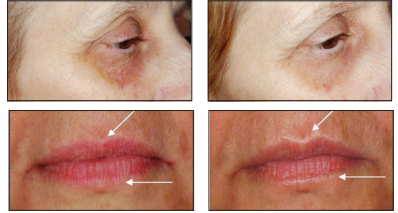
Contour Dermatology offers a variety of chemical peels in varying strengths to enhance your complexion. There are peels for people with acne, peels that can be done on the neck and hands, but up until now, there hasn't been a chemical peel that was gentle enough for the delicate area around the eyes or the peri-oral area around the lips. Enter EnerPeel® EL available from Glytone.

### Around Eyes:

Reduction of fine lines and wrinkles  
Reduction of Dark Circles  
Tightens skin laxity in eyelid droop  
Lightens actinic hyperpigmented lesions

### Lips:

Reduction of lipstick lines  
Cupid's bow definition  
Accentuates lip border  
Rounder, fuller total lip shape



Active ingredients of the EnerPeel EL are 15% lactic acid and 3.75% trichloroacetic acid. Aesthetician Anne Marie Johnson applies a series of up to four layers depending on the patient's needs. This layering increases the strength of the acids up to 15%/60% in a gradual fashion. The dual acids are delivered in a carrier solution which is designed to improve absorption by dissolving at the level in the skin where skin remodeling is needed, not at the surface. The cost of an eye or lip peel is \$85 per peel. To schedule a peel, please call (760) 416-6971.

*You're Invited*

# Day of Beauty

Saturday, June 2 • 10 a.m. to 4 p.m

## Age Beautifully Like Fine Wine

Wine Tasting by Tulip Hill Winery 🍷 Hors d' oeuvres  
Raffle Prizes 🍷 Special One-Day Only Prices

A generous donation will be made to **Shelter from the Storm** from the proceeds of this event.

Reservations required. RSVP: (760) 416-6971

Event held at our Rancho Mirage office at 42-600 Mirage Road

[contourderm.com](http://contourderm.com) • [f](https://www.facebook.com/contourderm) Like us on Facebook • [t](https://twitter.com/contourderm) Follow us on Twitter

### PROCEDURES

### SPECIAL PRICE

### REGULAR PRICE

Botox®	\$9 per unit	\$10 per unit
Dysport® (Plus \$50 mail-in rebate)	\$3 per unit	\$3.33 per unit
Restylane®	\$335 per syringe*	\$500 per syringe
Perlane®	\$350 per syringe**	\$525 per syringe
Laser Hair Removal – Upper Lip, Chin & Underarm	\$79 per area	\$99 per area
Total FX™ Fractional CO <sub>2</sub> Laser	\$999 per area	\$1,199 per area
Fraxel® Laser	\$450 per area	\$500 per area
IPL™ FotoFacial™	\$299	\$399
Juvederm®	\$375 per syringe	\$500 per syringe
Sculptra®	\$575 per vial (3 vials/\$1,500)	\$700 per vial
Radiesse®	\$525 per syringe	\$600 per syringe
Beta Lift Peel	\$85	\$125
Re-Vitalize Peel™	\$85	\$125
TCA Peel	\$300	\$499
Green Tea Infused Vibradermabrasion	\$50 face only	\$125 face only
Custom Facials (By Aesthetician)	\$75	\$125
VelaShape II™ (By Aesthetician)	\$99	\$149

\* After mail-in rebate (minimum of 2 syringes) of \$40 per syringe. **Plus 20% off all skin care products!**

\*\* After mail-in rebate of \$50 per syringe.

Prices effective while supplies last. Restrictions may apply.

## ~ Staff Product Pick:

### Yardena Trevino Uses SkinMedica's Post-Procedure System



Yardena Trevino, Logistics and Operations Manager at Contour Dermatology, already has the glow of youth. So, her skin care focus is mostly on prevention and keeping her skin clear. While she's not ready for aggressive anti-aging treatments, she has had

two Vi Peels as well as other chemicals peels to maintain an even skin tone and smooth texture. She's also had Fractional CO<sub>2</sub> to remove stretch marks.

She's also currently undergoing tattoo removal.



Yardena got her first tattoo at age 16 – a small star on her hip. (She hid that from her parents.) Then, at 17, she got another tattoo – a pair of paw prints on her neck. She regrets having gotten these tattoos and has successfully had the heart on her hip lasered off and is nearing completion of the tattoo removal on her neck with amazing results.

After each chemical peel and following each laser tattoo removal treatment, Yardena uses SkinMedica's Post-Procedure System. This system is recommended for all Contour Dermatology patients who have peels, ablative laser treatments, such as the Fractional CO<sub>2</sub>, or any surgical procedure as it speeds the healing process. Patients are instructed to stop their regular skin care routine and use the series four products for one week after their treatment. The products work together synergistically to promote the skin's natural healing abilities and maximize results.

The SkinMedica Post-Procedure System retails for \$129 and includes:

**Sensitive Skin Cleanser** – gentle, non-irritating cleanser. Effective even for those who have had chemical peels for acne.

**Restorative Ointment** – restores skin's natural barrier and retains moisture.

**Ceramide Treatment Cream** – contains live growth factors to stimulate collagen growth and speed healing.

**Sun Screen 30** – essential because skin is more sensitive during the healing process.

## ~ Contour Dermatology Supports 2012 Relay for Life Benefiting the American Cancer Society ~



**The Contour Dermatology Relay for Life Team** (L-R) Linda Jessie, Jessica Murdock, Elaine Woo-Gallagher, NP-C, May-Lissa Kanitz, Natalie Orozco, Yardena Trevino, Yessenia Romero and La Rue Cole



(L-R) Yardena Trevino, Susan Heggie, Chair Person Relay for Life, and La Rue Cole

(L-R) May-Lissa Kanitz, Dr. Timothy Jochen and Jessica Murdock



## ~ Hair Transplants Deliver Confidence as Well as New Hairline ~



As Principal of Ronald Reagan Elementary School in Palm Desert, Mark Baldwin inspires students to be well educated and self-confident. He oversees a team of 39 teachers and a support staff of 50 to serve more

than 800 students. Mark has plenty of reasons to be confident in his leadership abilities and educational career of nearly 20 years and has been recognized as Principal of the Year several times over the years.

A few years ago, though, Mark began to feel self-conscious about his receding hairline. When he glanced in the mirror, even though he looked young, all he would notice was his hairline. "I was becoming sensitive about my hair loss."

### The Decision

In late 2008, he decided to do something about it. He met with three different surgeons, including the Bosley Clinic, and ultimately selected Dr. Timothy Jochen of Contour Dermatology to do perform his hair transplant.

### The Procedure

Mark had a 2,000 micrograft hair transplant during the Thanksgiving holiday week when he could take some time off from school. During a pre-op visit, Dr. Jochen explained the entire process to him – how long the surgery would take, what to expect during and after the procedure along with post-surgical instructions. As Dr. Jochen uses local anesthesia, patients are fully awake for the surgery. In addition, sedatives are prescribed to make them more relaxed during the procedure.



### The Recovery

"I did have some swelling in my forehead and I was sore for the first few days," Mark recalled. "I had the stubbles sticking out, most of which died off and left the hair follicle behind," he explained. "I was patient. I knew from the get-go that it would take a few months for the new hair to grow in."

### The Results

"I think Dr. Jochen did a great job. It's very natural," said Mark. "It looks good, it wears fine, it grows fine and it cuts fine." Initially, the only person he told about his hair transplant besides immediate family was his hairdresser, as he can't wear his hair quite as short as he used to because of the scar in the back.

### Maintenance

Now three and a half years later, Mark is still enjoying the results of his new hairline. Because the transplanted hair is harvested from the back of the head, it is genetically resistant to hair loss.

However, having a hair transplant does not stop the progression of hair loss in other areas, which is why medications may be recommended.

"All I do now is use the Nioxin products – a cleanser, scalp therapy and two treatment boosters. I was using Rogaine for a while, but I haven't continued with that," he admitted.

"My hairline is better now than when I got married eight years ago," said Mark. "I would recommend Dr. Jochen to anyone considering this procedure." He also added, "I would consider having another transplant in the future if my hair thins too much in certain areas."

In the meantime, Mark makes sure to visit Dr. Jochen for his annual mole/skin cancer checkup and for non-surgical skin rejuvenating treatments.

## ~ Top Five Filler Mistakes ~



Timothy M. Jochen, M.D

Hyaluronic acid fillers were the number two most popular non-invasive cosmetic procedure in 2011, second only to Botox. A big part of our practice at Contour Dermatology is helping people look younger with dermal fillers. I am proud to report that as of April

2012, Contour Dermatology is in the top 1% of dermal filler injectors as well as the top 1% of Botox injectors out of more than 7,200 injectors in the in the nation.

My experience in facial rejuvenation dates back to residency at Tulane University in New Orleans in the 1990s where I trained with one of the top injectors of autologous fat transfer. I saw the amazing transformation that is possible by restoring volume to a person's face. The newer hyaluronic acid fillers today are even better than fat and have more predictable results. There's never been a better time to stay younger looking than now! While experience is important, it is equally important to select an injector who has an artistic eye. I want to share with you my approach to facial fillers as well as discuss some of the mistakes I have seen in the cosmetic industry.

### Underfilling – Lack of 3-D Evaluation

The first common mistake I see is not addressing the entire face. We are three-dimensional beings. It's not just how you look when you look at yourself in the mirror, your profile also matters when someone looks at you from the side. I take this into account when determining the areas for injection.

### Overfilling

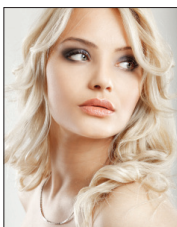
One of the most remarkable areas for improvement is the tear trough underneath the eyes. The hollowness that comes with age can be dramatically

restored. However, too much filler in this area is worse than no filler at all. Too much filler in the cheeks is also a telltale sign that someone has had work done.

### Too Much Filler in the Lower Third of the Face

When we are young, we enjoy what scientists call the triangle of youth. Unfortunately, when we age, this triangle inverts and becomes the pyramid of age.

You've heard the saying "everything goes south with age." So filling in wrinkles and folds is a good thing, right? Yes, but too much filler or only filling the lower third of the face, actually does the opposite of what people want. It can masculinize a woman's face and make the lower portion of the face heavier, drawing attention away from the eyes.



### Lips

I'm sure most of you have read about the disastrous results of liquid silicone, a permanent filler which lead to monkey-like lips in the '70s and '80s. I take a conservative approach to lip filling and fill not just the lips but around the lips – successfully reducing lipstick lines,

restoring deflation and correcting the downturn of the outer commissures – all with a goal of looking natural and proportional.

### Asymmetry

When I see a new patient who has had filler elsewhere and is not satisfied, if the problem is asymmetry, this is usually corrected either by adding filler or dissolving a hyaluronic acid filler with the enzyme hyaluronidase, which can be used even months after initial injection.

### Summary

As with all injections, the goal is balance and harmony. I want patients to look refreshed and natural – better, but not different.

### Contour Dermatology Locations

#### Palm Springs

1180 North Indian Canyon Drive  
Suite E-419

#### Rancho Mirage

422-600 Mirage Road  
Building A-1

#### Santa Monica

1260 15th Street  
Suite 917

#### Newport Beach

1401 Avocado Avenue  
Suite 610

760-416-6971 • 888-977-SKIN