

The Skinny

CONTOUR
DERMATOLOGY
& COSMETIC SURGERY CENTER

A quick read with substance

Fall 2011

~ The Mini Facelift ~ Princess Karen Cantrell Appreciates Dr. Jochen's Artistic Touch to Aging Gracefully

At 57, Princess Karen Cantrell is as lovely as ever. She credits good clean living, never having smoked and Dr. Timothy Jochen for helping her look so young. There also may be something in her genes. Princess Karen has a direct royal heritage with family lineage dating back to King Edward III of England.

Karen has been a patient of Contour Dermatology since 2009. Initially she came to Dr. Jochen for a skin check for some moles. She came back to have a facial filler.

For the past few years, Karen had been thinking about having a full facelift. She researched surgeons in Beverly Hills and Los Angeles. The prices she was quoted were outlandish, ranging from \$47,000 to \$78,000 – simply too much for a woman who along with her husband, Peter Eckert, is devoted to numerous philanthropic causes including the Hospitaller Order of St. Lazarus of Jerusalem for which she serves as Secretary General in the United States and the United States Burn Support Organization, an IGO of which she is the Assistant Commissioner of Protocol and Public Information.

Returning to Contour a year later for another facial filler treatment, she saw a brochure about the Mini Facelift and learned that Dr. Jochen performs this procedure on an outpatient basis with local

anesthesia. Without the thousands of dollars in expense for an anesthesiologist or a costly hospital stay, the Mini Facelift delivers excellent results at a good value for tightening laxity in the lower portion of the face, less risk of complication and a shorter recovery. Karen was already happy with the results from her facial fillers and trusted Dr. Jochen to give her a natural, not over-done look. So, this past August, she decided to not only have the Mini Facelift by Dr. Jochen, she also had him perform a lower blepharoplasty to tighten the skin under her eyes.



"Everyone was very personable and professional at Contour Dermatology. I was very impressed with how thorough they are. Before the surgery, La Rue called me and reminded me to take my antibiotics and to not take any aspirin, right down to getting bags of peas for icing down," she said.

As you are not "put under" with local anesthesia, Karen commented, "I was talking with Dr. Jochen during the procedure and I didn't feel any pain. Later that night, Dr. Jochen called me at home to check on me and told me to call him if I needed anything." The next day she came back for a follow up check and the office scheduled other periodic follow-up appointments.

(Continued on page 2)

~ TWO NEW PEELS AVAILABLE AT CONTOUR ~

Vi Peel - an aggressive, yet superficial peel

The new Vi Peel may soon become one of the most popular peels at Contour Dermatology. It goes deeper than other superficial chemical peels, but it's still considered a superficial peel. After doing a Vi peel on herself, Aesthetician Anne Marie Johnson's first patient to receive a Vi peel was Contour Dermatology Nurse Practitioner Kara Crane.

"I have had a Jessner Peel, Skin Medica Illuminize Peel and Skin Media Vitalize Peel. I've pretty much done them all," said Crane. "They are all nice, but the Vi Peel was the most aggressive and it gives you good results within five days. Your skin just looks nice and fresh afterwards. It's really great for acne patients, too."

As is the whole concept, you do peel. "You peel in sheets, literally," explained Crane. "It's really nice because you peel on day three and day four you may have quite a bit of peeling, but at the end of day four, most of it is off and you can go back

Clearly Contour: Our Private Label "Melange" Peel Offers Dramatic Results for Hyperpigmentation

If you have Melasma or significant areas of dark hyperpigmentation or acne scarring, you'll want to find out more about Clearly Contour – our private label version of the Melange Peel. It's great for all skin types. Unlike other peels which are applied and wiped off within a few minutes, this retinoic acid/hydroquinone peel stays on for 6 to 9 hours, depending on your skin type and how extensive



Before Vi Peel

After Vi Peel

to your normal routine. By day five you can wear makeup again," she said.

According to a clinical study by International Research Services, Inc., up to 71% of participants who received a Vi Peel, reported a significant improvement in "improved fine lines" and "skin suppleness." Participants also rapidly showed a reduction in melanin content as the peel helps even out skin tone as well as showed an increase in collagen content. The study participants also noted significant improvement in Crow's Feet lines. At Contour, the Vi Peel retails for \$250 per treatment.

the hyperpigmentation is and you wash it off at home. Healing takes about five days during which it is essential to minimize sun exposure and use sunscreen. Introductory prices are \$800 for a full peel and \$300 for the mini peel version. Schedule a complimentary consultation to see if a Clearly Contour peel can help you achieve the even skin tone for which you've been longing.

(Continued from page 1)

~ The Mini Facelift ~

"I was very faithful to wear my compression garment and to ice and to sleep with my head up," she said. "They also advised me to drink lots of water, have light meals and I took my antibiotics as scheduled. By following their instructions exactly, I had great results."

"My husband told me, 'I want my wife to have character in her face,'" Karen said. "I agree that you need to show your age to a certain extent, but if something bothers you, take care of it. In the end, Peter was very pleased with the results."

She had her surgery on a Thursday and by Monday she was back at Lady Golf - a specialty

store she founded 19 years ago in Rancho Mirage as the first solely woman's golf apparel shop in the country. Then on Tuesday, she went to a Fashion Group International Board Meeting where fellow members kept saying "You look really rested. You look so good Karen."

"Am I happy with it? You bet," she said. "I'm happy with the professional service, the price, the follow up and I am a devoted Dr. Timothy Jochen patient. The service is par excellence and the artist – and I do not use that term loosely – Dr. Jochen is an amazing artist."

YOU'RE INVITED

Day of Beauty

Saturday, December 3, 2011
10 a.m. to 4 p.m.

Cocktails • Hors d'oeuvres • Entertainment • Prizes

Happy Holidays! Our gift to you – these great prices on our most popular procedures. **Bring a friend and enjoy this festive day of pampering.** You'll be glowing long past the holiday season!

Reservations required. RSVP: (760) 416-6971

Please bring an unwrapped toy for Toys for Tots!
Event held at our Rancho Mirage office at 42-600 Mirage Road.

contourderm.com



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PROCEDURES

SPECIAL PRICE

REGULAR PRICE

Botox® (Plus \$50 mail-in rebate)	\$9 per unit	\$10 per unit
Dysport® (Plus \$50 mail-in rebate)	\$3 per unit	\$3.33 per unit
Restylane®	\$325 per syringe*	\$500 per syringe
Perlane®	\$335 per syringe**	\$525 per syringe
Laser Hair Removal – Upper Lip, Chin & Underarms	\$79 per area	\$99 per area
Total FX™ Fractional CO2 Laser	\$750 per area	\$999 per area
Fraxel® Laser	\$450 per area	\$500 per area
IPL™ FotoFacial™	\$299	\$399
Juvéderm®	\$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	\$50	\$90
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

Plus 20% off all Skin Care Products

* After mail-in rebate (minimum of 2 syringes) of \$50 per syringe. ** After mail-in rebate of \$65 per syringe.

~ New from Clarisonic – Mia and Mia 2 Now Available at Contour ~

You brush your hair and your teeth, why not your face? With the sonic technology of Clarisonic, you'll be amazed at how clean and soft your skin looks and feels with their line of cleansing brushes. Clarisonic's patented micro massage gently cleans your skin six times better than with your hands alone. It also better prepares the skin for better absorption of creams, serums and moisturizers.

Mia 2 is the latest in the Clarisonic line of sonic skin cleansing. It delivers the key cleansing benefits of Clarisonic, but offers a smaller, more compact size that will easily fit into your travel or

gym bag. It's perfect for those wanting a convenient and effective way to cleanse.



The Mia 2 is easy to use and features two buttons and two speeds. All it takes is 60 seconds. The pulsing T-Timer guides you through the one-minute cycle. It comes in either white or pink. A one-button, one-speed Mia also is available and comes in a variety of colors. Both come with a two-year warranty. Also available is a special acne cleansing head and a daily clarifying acne cleanser. You can use your own products with Clarisonic products, or you can order from a variety of cleansers and serums developed by Clarisonic.



~ Staff Product Pick by Elaine Woo-Gallagher, NP-C ~

Featured Product:

Skin Medica TNS Essential Serum
Price: \$260
(Also available at reduced price as part of Skin Medica Product Package)

If you aren't much of a product person and don't like to remember "what now, what next," then Nurse Practitioner Elaine Woo-Gallagher, NP-C has a recommendation for you: Skin Medica's TNS Essential Serum. Here's why she likes this powerful all-in-one product.

"Skin Medica's TNS Essential Serum is loaded with antioxidants, peptides and growth factors.

It contains some of the most important ingredients you need for daily maintenance as well as skin rejuvenation. This serum brightens your skin and stimulates new collagen formation so it helps with fine lines and wrinkles and it even fights against environmental damage from daily activities. It's the first product I put on in the morning after cleansing and it's the last product I put on before I go to bed. It's easy and convenient. You don't have to put different products on twice a day. With this product, it's almost an all-in-one tube. All you need to add is sunscreen. With TNS Essential Serum, you don't have to think about it – just enjoy great skin."



~ 'Tis the Season for Saving! ~

Check out the many joyful specials available at Contour this holiday season.

Black Friday Savings 11/25/11

Black Friday is the best shopping day of the year. We wanted to join the fun and thank our friends with some exciting, exclusive opportunities. Visit www.facebook.com/ContourDermatology and LIKE our page to take advantage of these amazing specials.

Cyber Monday Deals 11/28/11

Shopping online is convenient and fun, especially when there are deals to be had. It sure beats standing in line at some department store at 5 a.m.



Just sip your java in your jammies, visit our Facebook page and click the rewards.

12 Days of Beauty

What can be better than a partridge in a pear tree? Contour Dermatology's 12 Days of Beauty, that's what! Each day, a new special on a product or procedure will be posted on our Facebook page, with some specials offering up to \$1,000 in savings!

NOTE: These specials must be paid for the day they are advertised and are only good for that day. Products may be picked up at a later date. Procedures will occur based on the date you have scheduled.

~ Contour Dermatology 2011 Halloween Costume Contest ~



Especially when you wear scrubs to work most of the time, it's fun to dress up in costume. Standing in Back Row (L-R): Lee Erwin, who won second place as a regal King Tut, Tiffany Swain who won first place as a gorgeous Tinker Bell, Laura Lowenstein, Natalie Orozco, Dr. Timothy Jochen, Josie Meza, La Rue Cole and Linda Rosas. Standing in Middle Row (L-R): Jessica Murdock, Yardena Trevino and Adriana Ortiz. Seated in Front Row (L-R): Lee Balmonte and Jose Lopez who tied for third place with Linda Jessie (not pictured).

~ Custom Facials by Anne Marie Johnson ~

At most spas and other places that offer facials, you'll typically find a menu of facials. Not so at Contour Dermatology where only custom facials are offered, all for the same price of \$125 for one luxurious hour of personalized treatment to exactly what your skin needs.

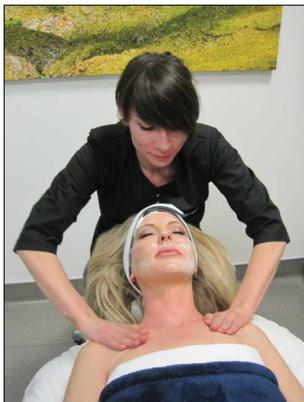
"We deliberately didn't make a menu because we want every facial targeted to what the client needs," said Contour Dermatology Aesthetician Anne Marie Johnson. "There's no staple skin care regimen for everyone and there's no staple facial either."

However, there are common elements to each facial at Contour, they are just customized to the person's skin type and focused to address any issues the person is having. And just because a person has one type of treatment one month, that might not be what they need the next time.

"Our skin is forever changing and you need to change up the treatment depending on seasons, geographic location, hormones and other factors," she explained.

Facials include a deep cleanse, then some sort of exfoliation – either mechanical or chemical. Some clients get a steam treatment, but steam aggravates acne and rosacea, so this is why the tailored approach is so important. Next, Anne Marie performs any extractions for removal of blackheads.

After that, typically she applies a mask geared to their needs which might be a hydrating mask, an anti-aging mask, or a mask that helps patients with acne. And these aren't your drug store variety masks; they are potent formulations only available in medical offices. While the mask is setting, Anne Marie does upper body massage. "People love this part of the facial," she said "and I have a talent for massage."



After the mask is removed, she applies a serum which could be a recovery serum, vitamin C serum, SRS™ Pro-Ceramide Barrier Repair, or hydroquinone for skin lightening. Certified in facial massage, Anne Marie also does facial manipulations which are known as the "facelift massage." Finally, she applies moisturizer and sunscreen. Patients leave relaxed and glowing!

"I think people underestimate the value of a facial," commented Anne Marie. "You go to the dentist every six months because brushing and flossing alone aren't going to keep the plaque away. I recommend my clients get a facial every four to six weeks. You want to catch the epidermal growth factor and help the cells develop a good cycle."

Patients can also add a peel to their facial if they would like. Please call to find out about the newly created facial/peel packages. To schedule your customized facial, please call (760) 416-6971.

~ Contour Dermatology Hosts Pretty in Pink Benefiting Desert Cancer Foundation ~



(L-R) Linda Rosas, Jessica Murdock, Yessenia Romero, Yardenia Trevino and La Rue Cole.

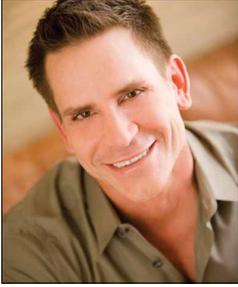


(L-R) Elaine Woo-Gallagher, NP-C, Desert Cancer Foundation Executive Director Peggy Bilous, and Timothy Jochen, M.D.



(L-R) MiShell Modern and Patty English
To see more photos, visit [facebook.com/contourdermatology](https://www.facebook.com/contourdermatology)

~ Helping You Achieve Full-Face Correction ~



Timothy M. Jochen, M.D

One of the most important parts of treating a patient is the consultation. This is our opportunity to listen and to explain what is possible. As a visual aid during the consultation, we ask people to draw on a facial diagram to note the areas that bother them. Then we review the options that

will deliver the most effective results, given the patient's age, their skin type, volume loss and sun damage.

Dynamic wrinkles respond best to being relaxed with an injection of purified proteins such as Botox or Dysport and there is an art to using these products as you want a relaxed, not a frozen look. Static wrinkles such as the nasal-labial fold, can be addressed with facial fillers. For loss of facial fat in the cheeks or temples, the only real solution is to restore volume with one of the excellent long-lasting facial fillers available today. For sun-damaged skin, acne scarring or hyperpigmentation, products, chemical peels or lasers are typically part of the treatment plan to smooth out and even skin tone. Here's a brief overview of treatments by facial area.

BETWEEN BROWS

Glabella creases, also known as "The 11s," are the designated area for which Botox and Dysport are FDA approved.

FOREHEAD

Botox and Dysport also can be used in the forehead. Besides relaxing these wrinkles, some patients also experience a slight brow lift from the treatment.

TEMPLES

As we age, the temples can become depressed. Sculptra or Radiesse offers excellent correction for this area.

AROUND/UNDER THE EYES

- For Crow's Feet, Botox or Dysport work great. Fillers may be recommended. Laser treatments also can deliver results for these lines.

- For fat deposits or loose sagging skin under the eyes or on the upper lid, we recommend a simple, outpatient procedure called blepharoplasty.

- For hollow areas under eyes, Restylane is nice because it has a smaller particle size and typically there is not as much swelling.

NOSE

Facial fillers can temporarily correct a crooked nose or give that sexy little turn up. Fillers also are the solution for marionette lines.

CHEEKS

Any of the hyaluronic acid facial fillers are good for re-voluminizing the cheeks. For longer correction, we recommend Radiesse or Sculptra.

AROUND THE MOUTH

Restylane and Perlane are what I use around the mouth. Fractional CO₂ lasers also can minimize lip lines. Botox or Dysport also can be used here.

LIPS

Fillers can subtly or dramatically enhance lips and I prefer Restylane which is FDA approved for the lips.

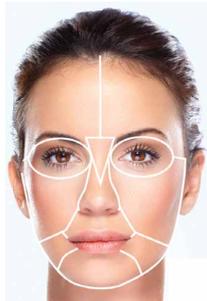
JAW/JOWL AREA

The mini facelift is a great solution for tightening lax skin in the lower part of the face. It is often done in combination with liposuction to reduce excess fat under the chin or neck.

NECK

Sculptra can be used in the neck to stimulate it from the inside, while lasers can tighten the skin.

Given that it is typically a combination approach that most patients need, we have developed several affordable packages. I invite you to schedule a complimentary consultation to learn how we can help you achieve your best facial rejuvenation.



Contour Dermatology Locations

Rancho Mirage
42-600 Mirage Road
Building A-1

Palm Springs
555 E. Tachevah Drive
Suite 2E-106

Santa Monica
1260 15th Street
Suite 917

Newport Beach
1401 Avocado Avenue
Suite 605

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