

The Skinny

CONTOUR
DERMATOLOGY
& COSMETIC SURGERY CENTER

A quick read with substance

Winter 2014

~ Put Your Best Chest Forward Ultherapy Now FDA Approved for the Décolletage ~

If lines and wrinkles on your chest have you favoring turtlenecks and buttoned-up blouses, you'll be pleased to know Ultherapy has been approved for use in the décolletage area by the FDA. Now the same safe, non-surgical ultrasound treatment that worked so well on your face and neck can begin to work its magic on your upper chest region.

New to Ultherapy? This remarkable treatment uses ultrasound technology to stimulate the natural formation of collagen and elastin in the skin's foundation. It jumpstarts the regenerative process and leads the way to smoother, younger looking skin after just one treatment. Ultherapy is the only cosmetic procedure to use ultrasound imaging. It gives practitioners the ability to actually see the layers of tissue being targeted during treatment. This makes it easy to ensure the energy will be deposited precisely where it will do the most good.

Ultrasound energy has been used safely in the medical field for more than 50 years. The technology allows Ultherapy to bypass the surface of the skin to treat depths unmatched by any other non-invasive cosmetic device. Ultherapy delivers focused

ultrasound energy deep beneath the skin at the optimal temperature for collagen regeneration. It doesn't involve fillers or toxins, it simply relies on your body's own collagen building for natural looking results.



The Ultherapy Décolletage Treatment involves a one-time 30-minute procedure that can be accomplished during a lunch hour. Afterwards patients resume their day because no downtime is needed. There are no post-treatment care requirements either. Some initial effects may be evident but ultimate results

gradually become visible during the 2-3 months following the procedure as the body naturally regenerates collagen.

Dare to wear a revealing neckline again! Whether your chest is marred as a result of sun damage or by the simple effects of aging, a single Ultherapy Décolletage Treatment could eventually give you the freedom to abandon camouflage efforts. It's the only non-invasive procedure supported by the FDA to improve lines and wrinkles on the chest. Contour Dermatology is pleased to be able to offer it to our patients. Call us at (760) 423-4000 to learn more.

~ Don't Sweat It Any Longer... Botox injections can relieve excessive underarm sweating ~

If you suffer from hyperhidrosis, or excessive sweating, you likely suffer in many other ways as well. Sweating through several changes of clothes each day is not exactly a confidence builder. Those afflicted with the condition frequently isolate themselves, afraid of the stigma associated with copious perspiration. Many people who live with severe primary axillary hyperhidrosis don't even realize they have a chronic, distinct medical condition and even if they do, they'll often avoid visiting a doctor. It's why hyperhidrosis is sometimes referred to as the "silent handicap."

Hyperhidrosis usually presents itself in one of two ways. An estimated 2-3% of Americans suffer from excessive sweating of the underarms (axillary hyperhidrosis) or of the palms and soles of the feet (palmoplantar hyperhidrosis). Diseases of a neurologic, endocrine, infectious or other systemic nature can sometimes be the cause, but more often than not cases occur in people who are otherwise healthy. Underarm problems tend to crop up in late adolescence while palm and sole sweating often begins earlier, typically at the onset of puberty. Left untreated, these conditions can dog a person throughout their entire life.

More than just a wrinkle cure

Due to all the attention it receives as a cosmetic treatment for wrinkles, people tend to forget that Botulinum toxin A (Botox) has actually been used in many other areas of medicine for some time. For instance, it's been shown to be effective in treating muscle spasms and certain types of headaches. Ten years ago, the FDA approved Botox for the

treatment of severe primary axillary hyperhidrosis, that is to say severe underarm sweating that cannot be adequately managed with topical agents.



For many hyperhidrosis sufferers, it's been a godsend. Small amounts of Botox are injected into roughly 20 to 25 spots in each armpit. It can be a slightly uncomfortable procedure, but the use of a very fine needle helps to make the whole process more bearable and a numbing cream can be applied in advance for even greater comfort. Considering that the end result is up to six months relief from sweating, many patients feel a little discomfort is a

small price to pay.

Speaking of price, fear of not being able to afford Botox as a tool against excessive perspiration can usually be put aside these days. Since the FDA approved its use for hyperhidrosis, many health insurers are providing coverage for the injections and the Botox itself after other treatments have failed.

A new lease on life

At Contour Dermatology we recognize hyperhidrosis as a chronic, distinct medical condition. We want to help turn around the lives of those who are negatively impacted by this treatable medical condition. If your sweat quotient exceeds the normal amount required to maintain consistent body temperature, you're likely suffering from some degree of hyperhidrosis. Schedule an appointment today for an accurate diagnosis and appropriate treatment plan, knowing that Botox is a viable option. Don't let hyperhidrosis rob one more minute out of your life.



Proud Parents: May Lissa Kanitz & Bruno Hernandez

CONGRATULATIONS

Oh Boy! It's a Boy for May Lissa Kanitz, MA

Please join the Contour staff in welcoming...

Roman Ezekiel Hernandez

Born October 8, 2014

8 lbs - 21.5 inches long



~ Twice as Cool . . . Twice as Fast! Contour Now Offers Dual CoolSculpting ~

CoolSculpting is one of the most popular treatments we offer at Contour Dermatology. So much so, that we recently purchased a second CoolSculpting device. What this means is we can now offer you Dual CoolSculpting – which cuts your treatment time in half for treatments of more than one area.

Each CoolSculpting treatment lasts one hour. So before, it would take two hours - one hour per side for a “love handles” type treatment, for example. Now you can have one device cooling one side and the other CoolSculpting cooling panel attached to the other side and tah dah! You’re done in an hour. This is definitely the cooler, more convenient way to go!

For those of you who are new to CoolSculpting, what it does is freeze fat cells – approximately 25% of fat cells in a single treatment – with cooling technology developed by Harvard scientists. It’s an effective non-surgical way to

reduce fat that is FDA approved and there’s no downtime. After the treatment, the fat cells accumulate at the surface in a “butter stick” type collection which is then eliminated by the body through lymphatic drainage over the new few days. The results are permanent with maintenance of a healthy lifestyle.

“I’ve always had a pooch,” said Diane Schroeder. “I am so glad I did CoolSculpting. My stomach is flat now. It’s flat!”

CoolSculpting is recommended for people who have stubborn areas or pockets of fat that have been resistant to diet and exercise – areas such as “muffin tops,” “love handles,” belly fat, flanks, “bra fat,” and fat on the outer and inner thighs.

To schedule a consultation to learn more about CoolSculpting and to see if it’s right for you, please call (760) 423-4000.



(L-R) Esthetician Adriana Ortiz, MA and Melinda Miranda present Contour's second CoolSculpting machine.

Check in on



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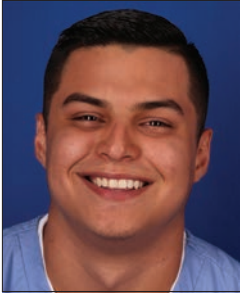


Receive a \$5 SkinBucks Card!

See front desk for more details.

~ Staff Product Pick

Jose Lopez Recommends TNS Ultimate Daily Moisturizer ~



In this issue of The Skinny, we thought we'd let you read about a product recommendation from one of the men at Contour. Jose Lopez joined Contour Dermatology in 2012. He's just one of our friendly medical assistants who delights

in helping patients have a comfortable and satisfying experience at Contour.

As you can see from his photo, he's got a great complexion to go with his friendly smile. As a guy, Jose is more of a "no-frills, just-the-basics" skin care profile, but he probably takes better care of his skin than most men his age – partly due to his knowledge of skin care and exposure to quality products at Contour.

Jose's favorite product available at Contour Dermatology is Skin Medica's TNS Ultimate Daily Moisturizer which has an SPF of 20. Jose starts his day with Obagi #1, a gentle cleanser. Next he applies the TNS Ultimate Daily Moisturizer. At night he uses Retinol which has an 0.25% formulation of Retin-A. Unless he's going swimming or at the beach, the TNS Ultimate Daily Moisturizer is the only sunscreen he uses.

"The TNS Ultimate Daily Moisturizer has growth factors, emollients and sunscreen. It's three in one," he said. "That's why I love it. It goes on very smooth. I like the consistency of the vehicle. It doesn't feel heavy. In fact, it doesn't feel like I have any product on. I love that feeling that it just absorbs into you skin and works."



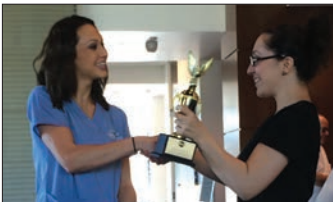
Jose's skin is normal to dry and he finds that this is a great moisturizer for this skin type. "I've recommended this to many patients and they all seem to really like it, too," Jose said.

Because the TNS (tissue nutrient solution) Ultimate Daily Moisturizer contains a proprietary blend of over 100 growth factors, it does have a light scent that Jose says you get used to and it dissipates quickly after application.

As part of his studies at Kaplan College, Jose externed at Contour Dermatology. It was an immediate fit and following graduation, he was invited to join the team full time. What he says he likes best about his work is, "I like the atmosphere and working with great people and meeting great patients from all over the world. "That's the most amazing part of working here."

~ Raising a Toast to Professional Development ~ Contour Staff Enjoys Toastmaster

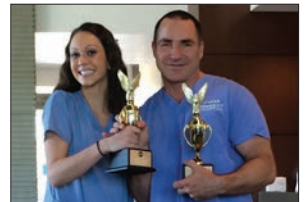
Since this past June, the Contour team has been participating in Toastmaster as part of their Thursday staff meetings. Each month, different members present their 4-6 minute ice breaker speeches to share with fellow staff about what interests them. It's been a great way to enhance communication skills as well as a good time of bonding to continue to make Contour Dermatology a cohesive team.



(L-R) Courtney Raymond and Adriana Ortiz, MA



(L-R) Sarah Groves, Anne Marie Johnson and Jessy Balesieri



(L-R) Courtney Raymond and Executive Director Lee Erwin

~ Want Thicker, Stronger, Hair & Nails? Glytone's ANACAPS Provide A Beautiful Boost ~



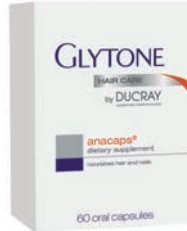
Shiny, smooth hair. Strong, healthy nails. Who doesn't want both these things? Still it's funny to think how much time and attention we lavish on physical characteristics whose components are technically dead. For example, if nails were living tissue, they could repair

themselves instead of making us do it for them. Physiologically speaking, the hair outside your scalp is dead too since it lacks blood, nerves and muscles. But even when people stop to consider the true nature of either attribute, it does nothing to dissuade them from longing for and struggling to maintain the ideal.

Truth is, the stuff that really matters is happening underneath the surface. Your nails may not be alive, but they appear to grow because new cells develop deep under your cuticles pushing out the older, dead ones to form the flat, hard surfaces we all know and fuss over. Meanwhile the indentations in your skin commonly known as follicles are the source of hair growth. Each have their own blood, nerve and muscle supply. Did you know that hair is the body's second fastest growing cell, second only to bone marrow? This means that hair is extremely sensitive to bodily changes. Internal problems and imbalances can result in hair loss and a lackluster appearance. Stunted nail growth and other abnormalities happen for the same reason.

Proper nourishment is needed for cell production and growth. If you aren't getting the vitamins, proteins, complex carbohydrates and minerals your body needs, your hair and nails aren't getting them either which can lead to problems. You might just need to take a supplement. Contour Dermatology recommends ANACAPS Dietary Supplement by Glytone.

ANACAPS Dietary Supplement is a complete treatment that will nourish and strengthen hair and nails. Thanks to an original formula, ANACAPS help to provide the hair bulb and nail matrix with the essential nutrients and antioxidants needed to re-energize and revitalize both of these oh-so-important physical attributes.



Ingredients in ANACAPS include amino acids cystine and methionine. Amino acids are the building blocks our bodies use to make proteins which in turn boost hair and nail resistance and encourage growth. ANACAPS also contain Vitamin B complex to activate cellular metabolism in hair and help reinforce its structure. Yet another ingredient is soybean extract which is rich in isoflavones, compounds that encourage growth and support healthier-looking hair and nails.

Contour Dermatology is pleased to offer our patients this professional level, quality dietary supplement to help strengthen hair and nails. Patients suffering significant hair loss will likely need to consider another treatment plan. For many, however, ANACAPS Dietary Supplement by Glytone could be just the boost they need for the shiny, smooth hair and strong, healthy nails of their dreams.

Interesting Hair Facts

- 100,000 hairs is the average a person begins with
- 50 to 100 - the number of hairs you lose per day
- 90 - the percent of hairs in the growth phase
- 590 miles - total average lifetime of hair growth
- 450 - the number of hairs in an average eyebrow
- 2 months is how long it takes hair to grown 1 inch

Interesting Nail Facts

- Your hair and nails are both made of keratin.
- Your fingernails grow faster than your toenails.
- Your fingernails grow 3.5 mm per month.
- Men's nails grow faster than women's.
- Discolored nails reflect the health of your body.
- 10% of dermatological conditions are nail-related.

~ Contour Dermatology Seeks Participants for Two Clinical Studies ~

New Medications Offer Promise for People with Eczema and Psoriasis



Timothy M. Jochen, M.D.

If you thought eczema was just an annoying rash, think again. Yes, it is irritating and frustrating, but even worse, patients can be hospitalized for this chronic skin condition and it can be emotionally debilitating for some.

Eczema affects about 15 million Americans. About 1 in 5 children are affected. Eczema usually begins in childhood and can persist into or reappear in adulthood.

The standard of care for eczema for years has been corticosteroid creams as a first-line treatment to reduce inflammation and itchiness and restore the protective barrier of the skin.



Eczema lesions.

New, Non-Steroidal Eczema Medication Study

I am honored and excited to have been selected as a principal investigator by Palmtree Clinical Research as the only trial site in the Coachella Valley for a new topical medication for eczema. Currently known as AN2728, this new medication is a plant-based, steroid-free topical ointment that works by inhibiting the chemokines which play a role in inflammation. It contains boron among its active ingredients and may help manage eczema with a better safety profile and fewer side effects than the current options. If approved by the FDA, it will be the first topical non-steroidal treatment that inhibits TNF-alpha release. There is no cost to participate in this Phase III



Plaque psoriasis.

clinical study which is open to children age 2 and above and adults with mild to moderate eczema. In fact, participants will receive reimbursement for their time and travel. As a blind, randomized trial, two-thirds of the participants will receive the new medication for 28 days and one third will receive a placebo.

Generic Psoriasis Medication Clinical Study

Characterized by thick patches of red or scaly skin, typically on the elbows, knees and genital area, there is no cure for psoriasis, but it can be managed effectively.

The second clinical trial for which Contour Dermatology is recruiting participants is a Phase III trial to compare the safety and effectiveness of a bio-similar version of generic adalimumab versus the brand name adalimumab (Humira) in patients with moderate to severe plaque-type psoriasis. Participants 18 years and older will receive either the generic or Humira by subcutaneous injection for 39 weeks at no cost.

Injectable biologic medications such as adalimumab are recommended when the patient does not respond well to topical or oral medications or when the condition is moderate to severe. However, biologic medications may not be covered some insurances and are extremely expensive. I am looking forward to the approval of the generic medication which could be an option for more patients.

If you are interested in either study, please call us at (760) 423-4000 to arrange for a pre-screening to find out if you meet the criteria.

Contour Dermatology Locations

Rancho Mirage	42-600 Mirage Road	Building A-1	760-423-4000
Palm Springs	1180 North Indian Canyon Drive	Suite E-419	760-423-4000
Santa Monica	2500 Broadway Avenue, Building F	Suite F-125	310-817-2662
Irvine	7545 Irvine Center Drive	Suite 200	949-682-8902

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