

# The Skinny

CONTOUR  
DERMATOLOGY  
& COSMETIC SURGERY CENTER

A quick read with substance

Spring 2017

## ~ Restylane® Refyne and Defyne ~ *Flexible Solutions to an Age-Old Problem*

There's good news in the continuing battle against nasolabial folds or "laugh lines" as they're more commonly called. You know the ones. They're those deepening – and regrettably, aging – grooves that form alongside your nose and run down toward the corner of your mouth. The truth is nobody finds them funny at all.

Leading global pharmaceutical company Galderma has developed and received FDA approval for two new products that have been shown to be effective at diminishing laugh lines for up to 12 months.



Before

The company recently added Restylane® Refyne and Restylane® Defyne to its well-established line of hyaluronic acid dermal fillers. These next-generation gels feature scientifically advanced formulas which endow each with a greater range of flexibility and support. Their varied nature makes it easier for providers to meet individual patient needs.

Restylane® Refyne is designed to be very flexible and provide subtle support, while Restylane® Defyne is designed to be less flexible and provide additional support. Ranked among the top five Restylane injectors in the nation, Dr. Jochen is more than capable of determining which formula

is right for you. In fact, Dr. Jochen is so well-versed in the Restylane® product line, he served as an advisor at a Galderma meeting in Calgary, Canada, this past November.

Restylane® Refyne and Defyne received FDA approval after two studies involving 171 and 162 subjects

respectively, showed them to be both safe and effective. Both products met the studies' goals, with Refyne and Defyne each showing a clinically meaningful improvement in wrinkle severity lasting up to 12 months in the majority of patients.

Those who are unsure about starting dermal fillers and even seasoned pros will love the natural-looking results these two new products provide. Some patients experience redness, swelling, bruising or tenderness at the injection site following initial treatment with Restylane® Refyne or Defyne. However, reactions are usually mild or moderate, last no longer than two weeks and resemble responses to other Restylane® products.

Win the war on nasolabial folds with Restylane® Refyne and Defyne. Their flexible and innovative formulas ensure the best outcome for you. The results are both natural-looking and long-lasting – how better to put a genuine smile on your face?

## ~Cellfina™ System ~

### *Finally! A long-lasting method to do away with cellulite dimpling*

Got a dimple or two? If they're somewhere in the vicinity of your smile, dimples are something to flaunt. A little further south – not so much! Now there's a minimally invasive procedure capable of improving the appearance of cellulite dimples in the buttocks and thigh regions for at least two years. FDA-cleared Cellfina™ System is the only clinically-proven treatment to actually address the primary cause of cellulite. It delivers the smooth, healthy, confidence-boosting look we all want. Contour Dermatology is proud to be the only practice in the desert currently offering the Cellfina system as an option to patients.

Perhaps you've tried other methods to rid yourself of cellulite dimples. You've tried losing weight, topical treatments, massage and radio-frequency devices. Yet nothing quite gets to the root of the problem the way Cellfina System does. You see, there are connective bands, also called septae, lying underneath the skin that weave through

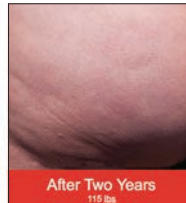
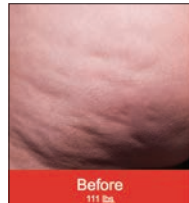
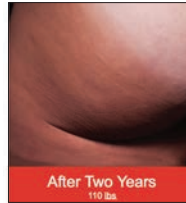
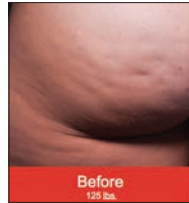
accumulated fat in the thighs and buttocks. But similar to a rubber band under tension, when these connective bands contract, they pull down the skin giving it that dreaded dimpled appearance. Cellfina™ effectively releases the bands and voila!

Your skin bounces back and becomes smooth.

To banish cellulite dimpling, Cellfina utilizes a small needle-like device to cut through the connective bands or septae to release their unflattering hold. Local anesthetic is applied during the approximately 45-minute procedure performed on an outpatient basis.

Some patients do experience soreness, tenderness and bruising following a Cellfina

treatment but these side effects generally resolve quickly. Results can be seen in as little as three days and even better, they're long-lasting! Ninety-six percent of patients remain satisfied even two years later. Schedule your personal consultation to learn more about this long-term solution for cellulite dimpling.



## ~ Dr. Jochen is Named Clinical Investigator For Study of New Medication for Alopecia Areata ~

Most hair loss is due to androgenetic alopecia also known as male or female pattern baldness.

However, there is a type of hair loss that can cause even more emotional distress, as it can involve not just the scalp, but also the entire body and can result in complete baldness. More than 6 million Americans have alopecia areata, an autoimmune disorder in



which the body's immune system attacks the hair follicles. It is a benign, non-scarring form of hair loss that typically recurs and for which there is no

cure. About 20 percent of people who have alopecia areata have alopecia areata totalis, meaning their entire body is affected. It affects men and women equally and can appear at any age, but typically presents in people younger than 20.

Having recently conducted clinical studies for eczema and psoriasis, Dr. Jochen is broadening his research through Palmtree Clinical Research and has been named a clinical investigator for a new medication for alopecia areata. The study will soon be recruiting patients. Study participants receive a small stipend for their time and transportation and free medical visits during the study. If you or someone you love has alopecia areata, please give us a call at (760) 423-4000 to see if you meet the criteria for participation in this study.

## ~ Fraxel Laser for the Body ~

### *Clearer Skin is Just a Flash Away*

Wouldn't it be great if a laser treatment combined the gentler nature of non-ablative lasers with the absolute effectiveness of ablative ones? A Fraxel laser treatment delivers on both counts. Its "fractional" approach to rejuvenating skin is perfect for the face, but why stop there? It's an excellent solution for treating delicate skin in other body regions. After all, the neck, chest and hands show signs of aging and deserve a little attention too. The Fraxel laser can also treat areas of discoloration on the arms, legs, back and torso.



Patients typically describe a "prickling" sensation while undergoing a Fraxel laser treatment. At Contour Dermatology we use a topical anesthetic ointment and air cooling to minimize discomfort. In the first 24 hours following treatment, it's very common to experience a mild sunburn like appearance. Make-up can be worn to minimize redness, but it's also important to apply sunscreen



with an SPF of 30 or higher. Direct sun exposure must be avoided. Then, the same as with a sunburn, the skin will flake and exfoliate. In ensuing weeks (usually 1-3), the

body's natural healing ability steps up to create new, healthy and tighter tissue. The process repeats with every treatment. Depending on the scope of targeted areas, treatments can last anywhere from 15 to 45 minutes and several sessions may be required.

With the proliferation of smartphones, it seems like everyone is a photographer these days. If you've ever tried to alter an image in Photoshop, you know what it's like to work pixel by pixel to make something look better. You focus all your efforts on what needs to be corrected while leaving all the good parts unchanged. That's essentially how Fraxel Laser works. It improves your skin's appearance by treating only a fraction of your skin at a time. Thousands of tiny laser beams target and treat microscopic zones, zeroing in on skin imperfections but leaving surrounding tissue untouched.

body's natural healing ability steps up to create new, healthy and tighter tissue. The process repeats with every treatment. Depending on the scope of targeted areas, treatments can last anywhere from 15 to 45 minutes and several sessions may be required.

Think about it. An ablative treatment, while effective, involves other skin cells that could just as easily wait it out on the sidelines. This adds up to a lengthier recovery time. A non-ablative treatment, on the other hand, causes very little downtime, but could require numerous treatments and still not quite deliver promised results. Fraxel essentially works from the top down. The light energy it directs below the skin's surface stimulates natural collagen reserves which in turn rejuvenate skin cells. Imperfections like fine lines, visible photo aging, wrinkles, scarring and age spots soften or fade away.



If sun spots and fine lines are marring your décolletage, consider a Fraxel laser treatment. It's the perfect combination of mildness and effectiveness for that delicate region. You'll love your freshened neckline plus the ability to wear lower cut tops freed from embarrassment! And don't forget to lavish some attention on your hands as well. People frequently concentrate all their rejuvenation efforts on the facial region, while tending to overlook the fact their hands frequently reveal telltale signs of aging.

Fraxel Laser delivers immediate and progressive results. Two to three months from now, when optimal improvement is reached, you'll be glad you got on board.

## ~ Staff Product Pick: Kara Crane Rocks Renova ~



Kara Crane

With so many products available at Contour Dermatology, it can be hard to find a favorite, but Renova strikes a clear vote from our Nurse Practitioner Kara Crane, NP-C.

Renova contains a low dose of 0.02% tretinoin and is specially

formulated with emollients, making it a gentle, yet effective anti-aging cream even for people with sensitive skin.

"I love Renova because it is a more mild form of Retin-A in a cream base, so I am able to use it every night with minimal to no irritation. It smells and feels good," said Kara.

As to the results, she commented, "Retin-A can reduce fine lines and wrinkles and improve overall skin tone. I think it is the foundation to a good skin care regimen."

If you'd like to try Renova, tell us you read about it in The Skinny and you can [receive 15% off your first order](#).

## ~ Lee Erwin and Dr. Timothy Jochen Honored with Star on Palm Springs Walk of Stars ~



Contour Dermatology Executive Director Lee Erwin and Dr. Timothy Jochen were honored with a star to celebrate their generous philanthropic contributions as well as business visionaries. More than 100 people attended the star dedication ceremony on February 4, 2017. Long-time friend Dr. Kimberley Yang was instrumental in organizing the day's festivities and delivered a heartfelt speech about the honorees as did

Susan Rice, Head of School for Palm Valley School. Attendees enjoyed several dance performances by students of Dance with Miss Lindsay, songs by the select choir of the Palm Valley School under the direction of Craig Gahnz-Kuhar and the Palm Springs Gorillas Softball team of which Lee Erwin is a member, surprised him by coming in full uniform and singing "Take Me Out to the Ballgame."

## ~ Congratulations to La Rue and Aaron ~

La Rue Abram and Aaron Johnson were married January 7 at The Living Desert, surrounded by family and friends, including many coworkers from Contour Dermatology and her bosses – Dr. Timothy Jochen and Lee Erwin. It was a beautiful day and as you can see in the photos, La Rue's



Aaron Johnson & La Rue Abram

skin simply glowed. Prior to the big day, La Rue enjoyed Contour's Bridal Party Pampering Package. For La Rue, who advises patients on the best treatments for them, the tables were turned and she got to select several treatments and a regimen of physician grade skin care products eight weeks before the wedding to ensure her skin was flawless. Aaron is a certified personal fitness trainer. Aaron and La Rue enjoyed a honeymoon in Haiti and Jamaica.



Lee Erwin, La Rue & Dr. Jochen

## ~ Rejuvenating Rewards ~ *Three Programs to Benefit You*

It's thrilling to see results in a mirror, right? Proof positive that your skin rejuvenation efforts are worthwhile. But did you know your time and investment could pay off in other ways? The manufacturers behind many of the products patients come to know and love, also offer motivating reward programs. By simply accumulating points – in some cases there's even a downloadable app to conveniently keep track – you can save on future treatments, receive discounts and be rewarded for your loyalty in several unique ways.



### **Allergan's Brilliant Distinctions Rewards Program**

It's a brilliant move to sign up for Allergan's Brilliant Distinctions® program. Allergan,

 in case you weren't aware, is the manufacturer behind treatments and products like Botox, Juvéderm, Kybella, Latisse and SkinMedica. The program's tag line "Earn. Save. Repeat!" indicates just how easy the process is. Contour Dermatology is a participating provider, so all you need to do is to visit us to purchase a select Allergan treatment or product. The points you earn that day can be redeemed for savings on future visits.

To illustrate: If you have a Botox treatment, you'll earn 200 points or the equivalent of \$20 in savings next time. If you opt for two syringes of Juvéderm Voluma® XC, you'll earn 600 points or \$60 off a future treatment.

Following are the products that qualify for Brilliant Distinctions Rewards: Botox, Juvéderm XC, Juvéderm Voluma XC, Juvéderm Volbella XC, Kybella, Latisse and select SkinMedica products.

Download the free Brilliant Distinctions® Mobile App for iPhone to keep track of your rewards. Visit [www.brilliantdistinctionsprogram.com](http://www.brilliantdistinctionsprogram.com) to learn more.

### **Galderma's Aspire Rewards Program**

Meanwhile, devotees of Dysport, Restylane and Sculptra® Aesthetic will be pleased to learn manufacturer Galderma also offers a rewards program. ASPIRE Galderma Rewards provides simple ways to earn exclusive rewards, bonuses and discounts. Participants receive an instant \$20 treatment certificate just for signing up, plus access to exclusive perks and discounts. Like the Allergan plan, this program awards points when members receive a treatment. However, Galderma sets its program apart by offering five progressive levels of loyalty. The higher someone's status, the greater their earning potential and the more valuable their rewards. Start at the base level membership level, collect enough points through successive treatments and it's conceivable you could reach VIP level status with all its attendant benefits. Visit [aspirerewards.com](http://aspirerewards.com) to learn more.



### **Epoxy – Download the App and Track Contour Rewards on Your Phone**

On the local level, Contour recommends all patients download the EPOXY app on their mobile device to obtain "Contour Credit." EPOXY is free for patients. It lets you store your rewards and gift cards right on your smartphone and allows you to give and receive gift cards instantly. We will be discontinuing the use of all paper Botox/Filler cards and EPOXY will be taking its place.



#### **Ways to save using EPOXY at Contour:**

1. **Contour Credits** - Spend \$1,500 and receive a \$25 credit
2. **Contour Filler Punch Card** - Purchase 6 ml Fillers at full price and receive \$100 Credit
3. **Contour Botox Punch Card** - Receive a punch for each 5 units of Botox and receive \$100 Credit after your 20th punch.

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## ~ Happy Healthy Hair ~

### *Many Solutions for Maintaining Great Hair*



Timothy M. Jochen, M.D

Hair restoration is something I am very passionate about. Early on in my dermatology career, I decided that hair restoration would be an additional specialty that I would focus on and I really like being able to offer solutions literally from head to toe to my patients.

Having a healthy head of hair is not something that I or anyone should take for granted. At Contour Dermatology, we offer non-surgical options ranging from oral supplements and medications to topical solutions and even low-level laser therapy.

On the surgical side, I perform two types of hair transplants – follicular unit transplantation known as strip grafting and the minimally invasive automated NeoGraft system.

As a hair restoration specialist, I don't just offer these treatments to my patients, I have experienced them all myself. Being in the industry, I have proactively taken Propecia for several years along with the topical solution of minoxidil to ensure that I maintain a desirable level of

hair density. I also understand the importance of certain key vitamins and minerals for optimal hair and nails. I researched supplements and opted to offer the DuCray Healthy Hair System at Contour Dermatology. I currently take the Anacaps tri-activ supplement, which contains the essential nutrients that give the hair bulb and nail matrix the support they need the flourish with vitamins B3, B6, B8, E and 100% of the RDA for iron and biotin along with sulfur amino acids. It's just two capsules in the morning and in a few weeks, you will start to

see a difference. The DuCray Healthy Hair System also includes several shampoos and topical solutions that are designed to stimulate the hair follicles.

Then just last year, I had a brow lift and I had a NeoGraft hair transplant to lower my hairline. You say, 'wait, I can't even tell you had a hair transplant.' Exactly. That's what a good hair transplant is all about. The goal is to create an undetectable, natural looking result for each of my patients. When performing a hair transplant, we take into account many variables including age, ethnicity and how a person's hair will progress in the year's to come. Although we see more men for hair transplants than women, hair loss is especially sensitive for women and we have successfully helped many women fill in a thinning crown or improve overall density through hair transplantation.



Another exciting development in treating hair loss is the Capillus Laser Cap. This device delivers low-level red light laser therapy to the scalp. It is a great adjunct to having a hair transplant to help the transplanted hair come in faster as well as to maintain the results. The Capillus is also great for people who are just starting to notice thinning. It's a product that you buy and use at home – wearing the unit under a baseball cap for

just 30 minutes every other day.

Most of the reasons we see patients about hair is due to male or female pattern baldness. However, we always want to rule out any underlying medical conditions first.

If you have a concern about hair loss or just want to be proactive about maintaining your lovely locks or manly mane, please, come see me. We have many ways we can help you have happy, healthy hair.

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### Contour Dermatology Locations

**Rancho Mirage** 42600 Mirage Road  
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