



SKINWORKS

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Cosmetic Dermatologist

The Power of Combination Therapy

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2007 Stats on Cosmetic Surgery- ASAPS

- 11.5 million surgical & non-surgical cosmetic procedures
- 83% non-surgical/17% surgical
- Since 1997, 446% increase in number of cosmetic procedures
- Non-surgical procedures increased by >700%
- Women had 91% of cosmetic procedures, age 35-55



2007 Top 5 Cosmetic Procedures

- Botox- 2.8 million
- Hyaluronic acid fillers -1.4 million
- Laser hair removal-1.4 million
- Microdermabrasion
- Laser skin resurfacing



2007 Top 5 Surgical Cosmetic Procedures

- Breast Augmentation
- Liposuction
- Abdominoplasty
- Eyelid surgery
- - Breast reduction



Aging Face

- Intrinsic aging
- Extrinsic aging



Intrinsic Aging

Several theories but common to them all:

- Free radicals interact with cells at the molecular level causing damage to skin and other organs
- Antioxidants quench or neutralize free radicals
- As we age, we lose the ability to completely eliminate free radicals



Extrinsic aging

- Sun exposure
- Air pollution or other environmental toxins
- Poor nutrition lacking in antioxidants
- Stress
- Excess alcohol, smoking



Extrinsic Aging: Photo-aging

- Sun damage through excessive exposure to UVA & UVB
- Increased generation of free radicals cumulative
- Daily use of photo protection SPF 30!!!



Glogau Classification Photo-Aging

Type I. Mild (ages: 20s to 30s)

- No keratoses
- Little to no discoloration or wrinkling
- Minimal or no makeup needed



Glogau Classification Photo-Aging

Type II. Moderate (ages: 30s to 40s)

- Early actinic keratoses
- Slight yellowish discoloration or brownish cast with increasing freckling
- Early wrinkling, especially with motion
- Light makeup usually worn (to cover skin color irregularities)



Glogau Classification Photo-Aging

Type III. Advanced (ages: 50s)

- Visible actinic keratoses
- Sallow, yellowish skin discoloration with telangiectases
- Visible wrinkles all the time
- Heavier makeup always worn to even skin color, but can accentuate deeper wrinkles



Glogau Classification Photo-Aging

Type IV. Severe (ages: 60s to 70s)

- Actinic keratoses and skin cancers
- Almost no pink color at all
- Heavy wrinkling • Makeup cakes and cracks, not usable



New Research

Canadian women feel on average 14 years younger on the inside

They think they look on average 3 years older on the outside

Almost three quarters of Canadian women hold negative feelings about their wrinkles



How Women Want to Look

Canada's New Age Gap is not about change, it's about getting just a few years back...

Women want:

- ☐ *to look natural*
- ☐ *to have radiant looking skin*
- ☐ *to feel more attractive*
- ☐ *to feel energized*



Pigmentation Matters

- Evolutionary biologists, Grammer & Fink
- Digital morphing software to "drape" study participant's skin over a universal face in order to isolate the impact of facial tone on perception of age



Pigmentation Matters: Pigment Study

Conclusions

Pigment concentration and distribution has a major influence on the perception of female facial age, attractiveness, and health.



Dermatologic Therapies 2008

Skincare

- Correction, adjunctive, maintenance, prevention (CAMP)

Botox

- Dynamic wrinkles of facial expression, prevention

Fillers (Restylane/Juvederm/Sculptra)

- Grooves, facial shaping, retexturizing/lifting



Dermatologic Therapies 2008

IPL

- Correction of colour, tone & texture

Thermage

- firming, retexturizing, lifting

Fractional Technologies (Fraxel/Plasma)

- correction of colour, tone, retexturizing with addition of wrinkle reduction & lifting



Skincare: Correction, Adjunctive, Maintenance, and Protection Products

- Sunscreens
- Exfoliants
- Tretinoin
- Antioxidants
 - vitamin C
 - vitamin E
- Peptides
- Soy
- DNA repair

CAMP

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Skincare

Corrective

- Exfoliants
- Tretinoin
- Bleaching agents

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Skincare-Adjunctive

- Tretinoin
- Hydroquinone
- Exfoliants
- Peptides



Skincare- Maintenance and Prevention

- Sunscreens
- Antioxidants
- Tretinoin
- Exfoliants
- Peptides



Botox Cosmetic: The Science

- Prescription drug-Allergan
- Administered only through MD
- Relaxes muscles; degree and duration dose-related
- Results wear off slowly over period of several months
- Maintenance required but often lower doses over time



Botox Cosmetic: The History

- Medically proven- >500 peer-reviewed journal articles with established medical safety record of over 10 years cosmetic use
- Increasing medical indications for non-cosmetic diagnoses
- Botox is often "entry level" treatment for aging upper third of face



Identical Twin Study

- One twin injected forehead and glabellar lines with Botox 2-3 times a year for 13 years
- Treated twin does not show wrinkles compared with untreated twin "aging naturally"

Untreated

Treated

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Identical Twin Study

Untreated

Treated

Conclusion:

Regular botox injections will PREVENT the formation of wrinkles



Botox Cosmetic-The Art

- Artful placement and dosage to ensure natural looking results
Face will look less stressed, less tired and more healthful
- If treatments are stopped, lining will gradually reappear but progression of wrinkling will be stopped for the duration of time that Botox is employed



New Generation of Fillers 2008 (Restylane, Juvederm & Sculptra)

- Safe, effective, long lasting, with results 6 months plus
- Natural looking



Hyaluronic Acid (HA) is...

A naturally occurring
sugar found in most
tissues of the human
body, such as skin and
cartilage

Immediate results



Signs of the Aging Face


HA depletion results in loss of volume:

- Thinning of the skin
- Loss of fullness of the lips
- Sunken eyes with fullness and brow droop
- Flattening and descent of cheeks
- Wrinkles
- Jowls



Sculptra

- Poly -L-lactic acid
- Stimulates dermal collagen
- Gradual improvement- 2 to 4 sessions required
- Lifting, recontouring, smoothing, thickening of dermis



Skinworks: 11 Laser & Energy-Based Technologies

Fraxel (2008)

IPL Quantum (2004)

Lightsheer Hair Removal (2007)

Plasma/ Portrait (**New at Skinworks**) (2008)

Sciton Hair Removal & Erbium Ablative (2006)

Sciton (Profractional) (2008)

SmoothBeam (2004)

Thermage (2008)

V Beam (2004)

Vela (2006)

Ultrashape: 2007



Intense Pulsed Light

- Non-invasive, broad band light (not laser)
- 5 FF treatments q4 weeks
- Gradual, "natural" improvement
- All age ranges
- Face, neck, hands, chest

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Photodynamic Therapy

- 5-aminolevulinic acid (5-ALA) photosensitizer
- Levulan Kerastick – 20% ALA
- “Photodynamic” rejuvenation
- Enhances effects of IPL – actinic keratoses (precancers)/
acne “IPL Boost”



Thermage

- Cleared by HPB and FDA for non-invasive mild to moderate skin firming
- Single treatment, no recovery time, "color blind", safe for skin of color or those with tan



Thermage- How does it work?

- Novel delivery of radiofrequency energy creates a heating effect in mid and deep layers of skin
- Temperature rise causes both immediate and delayed contraction of collagen fibers with neocollagenesis over several months



Thermage- Who is a Candidate?

- Not a facelift!
- Excellent adjunctive procedure for someone already using Botox and fillers
- Mild to moderate skin laxity for mild to moderate skin firming
- Age 35-50+
- Safe for all skin types



Fractionated Technologies

- Fraxel-nonablative Erbium summer 2006
- Fraxel ablative CO2 fall 2008
- Profractional ablative erbium
- Deep FX, Active FX ablative CO2
- Plasma



Plasma – New @ Skinworks

- Novel technology utilizing Nitrogen Gas; PSR technology
- Excellent for tightening eye area
- Reduction of wrinkles 40-70%
- Reduction of acne scars 35%
- Skin tightening 10-15%



Fraxel Nonablative Erbium

- Gold standard for acne scarring
- Melasma
- White scars
- Stretch marks
- Facial rejuvenation-pore reduction, sun damage

BUT not a lot of tightening or wrinkle reduction



Fraxel Nonablative Erbium

- "Pixellated" laser wounds separated by untreated skin
- Faster healing by surrounding untreated skin
- Skin appears reddened/sun burnt for a few days, no oozing
- Followed by "bronzed" and flaking skin corresponding with extrusion of microthermal zones (MTZ) for a week



The Power of Combination Therapy

- No one technology or procedure addresses all aging concerns
- Visual impact of several carefully selected treatments is more powerful than single therapies
- Incorporate patient's desires, lifestyle, and budget
- More harmonious and natural appearing



The Power of Combination Therapy

- Maintenance treatments in conjunction with well selected skincare as adjunct
- Continued relationship with Dermatologist to oversee long term treatment plans as skin matures
- 50% of Skinworks' patients do combination treatments (defined as more than one kind of non surgical treatment)

**all patients were of more than one year duration*



Some Final Words

- Multiple treatment options can be confusing for patients/clients
- New and evolving treatments in aesthetic dermatology
- Establish relationship with experienced, reputable dermatologist to achieve optimum benefits as well as value
- Be aware that careful selection of treatment and maintenance options including skincare will achieve the best aesthetics results/outcomes