

# KDA Newsletter

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## Captivated by The Old and New

It seems that summer has finally come to an end, which leaves me dreaming about what I want to do next summer. I have never been to Europe, and I want to go, especially now that my two boys have reached a “good age” for it.

The first place I hope to go see is England, since I am infatuated with old castles, cathedrals, royalty, history and tradition.



After studying several guidebooks I was ready to look at the cost of airfare for my family. I cannot say for certain, but I believe the expression on my face when I saw that the airline company wanted \$5,000 PER TICKET for business class was similar to the look I see on many of your faces when you casually inquire about the cost of cosmetic services .

Well, I'm not going to plead poverty, as I am fortunate enough to belong to a “two-physician-income” family, but I must say that my frugal side is having quite the time accepting this.



Surprisingly enough, I have not been savvy about the use of frequent flyer miles in the past. However, I have talked with my office manager and that is all going to change very soon. With all the BOTOX® and fillers we buy here at the office I'm hoping to get some miles built up 'post-haste'!

When I am not thinking about England, or busy working, I am thinking about the latest new development available in cosmetic technology. It's called ACCENT XL laser, and I have much more to say about that inside. It tightens skin, and it really works! Just about everybody has some undesirable loose skin. It is very exciting to think we can tighten things up on faces and bodies now.



Nurses Michelle and Maggie, and myself, did our initial training 3 months ago, then at the beginning of September we went to Phoenix AZ for advanced training. We have had great results in our trial patients; we are excited and ready to go. You can read more about this inside the newsletter.

Well, cheerio!  
Marla M. Klein, M.D.



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### Guidelines for Full Skin Examinations:

#### Abbreviations:

PMH = past medical history of ...

FH = family history

Qyr = every year

Q2yr = every 2 years

Q6m = every 6 months

BCC = basal cell carcinoma

SCC = squamous cell carcinoma

AK = Actinic Keratosis

#### Frequencies:

PMH AK/SCC/BCC: Qyr

PMH Melanoma: immediately after 3 mos., 3 mos, then 6 mos. eventually graduating to Qyr

Many nevi (moles) or FH melanoma: Qyr

## Skin Tags

A common complaint we hear about often is dangling growths on the neck, underarms, trunk, legs or eyelids we call “skin tags”. Some people call them skin “tabs”, others say “floppy warts” or “thready things”.

They are due to friction. Most insurance policies do not cover their removal. We can remove them for you, but we charge \$136 for the service.

There’s an “off-label” trick you can try if you have this problem: **New Skin**. It is sold in the grocery store or drug store. It is a liquid adhesive bandage (not for those of you allergic to adhesives).



Simply apply it to cover the neck of the tag, wait a few days, and rumor has it, they fall right off!

## New Filler: Evolence®

The FDA has approved yet another filler for the nasolabial folds (smile lines, marionette lines). Evolence® is a porcine (pig-derived) **collagen**. It does not require a test site. Apparently, pigs’ tissue is much like humans’ and has a very low chance of allergic reaction. That is why they have been able to use it in cardiac surgery for so many years.

It lasts “at least 6 months” and sometimes up to 12 months (like Juvederm).



Collagen is best suited to use on finer lines. We have to wait for Evolence Breeze for the lips themselves. Evolence’s main selling point is that it is less inflammatory and bruises less than hyaluronic acids. Of course, that is somewhat dependent on the injector. My nurse, Michelle didn’t bruise me at all, but the visiting plastic surgeon left my half that he did quite bruised.

The fee to the patient is \$500 for 1 cc syringe, \$900 for 2, or \$1,250 for 3. Its main disadvantage is expense, it will take 2-3 syringes to fill in a deeper fold to just one of Juvederm.

We have it available if you would like to try it. I will let you know when Evolence Breeze gets its’ FDA approval.

## Toenail Fungus Update

There is good news for those of you with toenail fungus. The oral treatment, terbinafine (Lamisil) pills, are on Fred Meyer’s \$4 Rx list! If you wanted the prescription pill option, but I told you it was \$700 and self-pay; well now you can get it for \$10-\$12 for the full treatment at FM pharmacy.

It takes 9-12 months for the nail to grow out clear, so you would need to start soon to wear sandals for next summer. If you take multiple Rx’s, or have a weak or sensitive liver, then this option isn’t really for you, and perhaps you should just try applying the oregano oil from the natural remedy store.



### MATCHING QUIZ

See if you know which medical device belongs to which dermatologic concern:

1. Relaxes muscles
  2. Exfoliates epidermis
  3. Fat Removal
  4. Volumizer via collagen stimulation via needle injection
  5. Tightens skin via heating the dermis
  6. Hemangioma (red moles) removal
  7. Simultaneous brown spot and spider vein removal
  8. Permanent hair reduction
  9. Laser for acne Scars and wrinkles around eyes/mouth/stretch marks
  10. Builds cheeks and temples
  11. Used in lips to increase volume
  12. Used in cheeks and NLF for immediate filling that lasts approximately 1 year
- a. GentleLase laser
  - b. DioLite laser
  - c. Accent XL laser
  - d. IPL with StarLux laser
  - e. Liposuction
  - f. Radiesse
  - g. Juvederm
  - h. Sculptra
  - i. Microdermabrasion
  - j. Chemical peels
  - k. Laser resurfacing with either the 1540 or 2940 erbium laser
  - l. BOTOX®

Answers by the Queen’s picture  
Some may have >1 answer

# Accent XL Laser Skin Tightening



The best part of attending national trainer meetings is that I get the chance to talk to other respected experts in the nation in the field of aesthetic medicine. My best tip-offs come via this route, because otherwise we are inundated with multiple salespeople all trying to sell this or that new “wonderful” technology. We all know there are far too many scams or hyped up

things out there, and a bit of skepticism is healthy.

In the spring of 2008 I attended a meeting, and asked what the physicians were excited about that they had added to their practice, and I came back with this tidbit: you really can tighten skin now, with an Accent. I contacted the salesman, and we purchased the laser in the summer. We did the basic training, and worked on some practice patients. The results were mixed with successes and failures. We attended an advanced training, and discovered that the key is the patient’s hydration level. We learned some tricks to improve treatments. We are seeing great results! Below are some company examples.



Photos Courtesy: Guilherme Olsen de Almeida, M.D. Hospital Sirio-Libanes, São Paulo, Brazil



Photos Courtesy: Emilia del Pino, M.D., Ramon Rosado, M.D., Mexico City, Mexico

The Accent XL is a machine that uses radiofrequency (RF) heat therapy to tighten skin. It has two devices: a bipolar device that smoothes out the superficial layers of the skin, which can be used for crepe like skin, and a unipolar device used for deeper layers of the skin to tighten up larger sections.

Radiofrequency energy is long wavelengths, and similar to the wavelengths that radios and cell phones have, and thus felt to be safe since we have been surrounded by that type of energy for a number of years.

The target of the RF is water. Patients with higher tissue hydration levels seems to respond better. Ideally, the hydration level should be over 55%. To be well hydrated, a person needs to drink plenty of fluids, ideally with electrolytes, on an ongoing basis. Black cherry juice was recommended as a supplement to help your body hold onto the water. If we are treating a body section, and you don’t meet the hydration requirement, we can offer saline injections into the intended tissue to improve the outcome.

The treatments feel like a warm massage. They aren’t painful; they are not invasive. There is no down-time afterwards. Some patients nap right through

them. Its sort of what we have all been dreaming of... finally coming true!

The exciting part is that you can use this treatment on so many different areas. Tightening the face looks like a face lift, the forehead a brow lift. Tighten up the skin on the abdomen, looks as good as liposuction. Treat over the thighs and buttocks for cellulite. You can have tighter thigh skin, less cellulite.

A treatment plan is typically 3-6 sessions. A session takes about 30-45 minutes. The fee for one zone (i.e. a whole abdomen) per session is \$500. It is a workout for the nurse or doctor performing the procedure; so space is limited. Treatments can be performed 2-6 weeks apart. Some result is seen immediately, but the full result can take another 4 months because collagen is being stimulated as well. I think this treatment will be more popular than BOTOX® within 5 years! You can call us at **503-445-2200**.



To learn more about Accent XL and see other before/after:

<http://www.accentyourbody.com/pages/video.html>

<http://www.phxmed.com/accent.html>

<http://www.youtube.com/watch?v=l9xgDPU3wvY> (I agree with him!)



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**Warning:**

I appreciate that some of my patients are more refined than others, and do not like receiving distasteful mail-outs. Therefore, I feel it is my duty to let you know that there is indeed partial nudity in this newsletter showing the before and after results of the new Accent XL laser we have recently purchased. Mind you, they are not local gentry, and are clothed as decently as undergarments allow.

In the effort not to offend anyone, I would caution you to therefore open this newsletter at your own discretion or not at all. I thank you for your splendid cooperation.



*Answers to Quiz:*

- 1. i; 2. i and j; 3. e; 4. h; 5. c; 6. b; 7. d;  
8. a; 9. k; 10. h; 11. g (and Cosmoplast);  
12. f