

# Aesthetic

I N S T I T U T E  
OF NAPA VALLEY

# NEWS



VOLUME 5

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## Dear patients, friends, and colleagues,

There are some very exciting innovations on the horizon with respect to minimally invasive surgical techniques for facial contouring. Over the past several months I have been invited to speak to numerous professional medical organizations on a local and national level about such innovations. Some of these new products and techniques look quite promising and can offer the appropriate patient, significant facial and neck rejuvenation and tightening, without the downtime associated with traditional facial surgery. While not all patients are candidates for such techniques, many will be and the results thus far are very impressive. As more information becomes available and as we begin working with the new materials (I have been asked to be one of 20 board certified Plastic Surgeons across the country to pilot the new devices), we will keep you informed. Better yet, come to one of our evening seminars (see schedule on back page) and get the full story.

Best Regards,  
John P. Zimmermann, M.D.

## FACIAL VOLUME RESTORATION WITH SCULPTRA

SHEILA REILLY, R.N.

**R**ecently, there has been an influx of information regarding new injectable solutions that can be used to resculpt the facial structure and add volume where atrophy or loss of facial volume has occurred. For many years, we have been using injectable solutions such as Botox and Restylane, which are great non-surgical ways to maintain a youthful appearance. With the advent of Sculptra, we now have a longer term filling solution to offer patients who have experienced the volume loss characteristic of an aging face.

Sculptra is a synthetic injectable material known as poly-L-lactic acid. Sculptra is not made from human or animal sources and does not require a skin test. In the medical field, we use poly-L-lactic acid on a daily basis in the form of sutures and soft tissue implants, thus, we know it is safe and well tolerated by the body. The way in which we use Sculptra is to restore volume and/or to correct fat loss in the face. Sculptra can be injected anywhere on the face, except for the lips, where fat loss, and/or deeper wrinkling have occurred. It has also been used on the backs of hands to restore volume in those patients who have aging changes with extremely prominent veins secondary to fat and volume depletion. Sculptra cannot be injected into the lips because of the lack of collagen in this location. Sculptra works by stimulating cells in the skin called fibroblasts, to manufacture more collagen in the areas where volume

## Sculptra

loss has occurred. When more collagen is laid down, the tissue thickens, and deeper lines, wrinkles and hollowed

indentations are filled out, thereby diminishing the appearance of these hallmarks of an aging face.

The method by which Sculptra corrects aging changes is very innovative. By stimulating the body to produce its own collagen to correct the volume loss, Sculptra does not provide an immediate result. It takes time for the body to lay down the new collagen thus correction occurs gradually over a period of 3 to 6 months. Some correction may be noticeable prior to that time, but the

*See Sculptra on page 7*

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AESTHETIC INSTITUTE OF NAPA VALLEY. FOR ADDITIONAL INFORMATION,  
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### AESTHETIC INSTITUTE OF NAPA VALLEY

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# WILL GENETICS OR AGE DETERMINE YOUR WEIGHT?

SUSAN SANGE

*Susan Sange is a personal trainer and nutrition professional at flexxfitness. She has a BA from UCLA, and is certified with NASM, Apexnutrition, and AFAA.*

*flexxfitness is located at 341 Third Street (at Silverado Trail).  
www.ExercisenAndNutrition.com (707)255-9260.*

**T**he short answer to this very important question is... **no.** I know, you are saying, "Now wait one minute, I know when I was 21, I could eat anything I wanted and not gain an ounce and now I can't." Or maybe your whole family is heavy, and you just assumed that was your genetic destiny. There is so much misinformation floating around about weight loss, diet, and exercise, it's no wonder we stay so busy here at flexxfitness.

Now, of course age and genetics do play a part in your body composition, but maybe not in the way you think. Genetic traits you inherit from your family will determine an individual's potential for physical stature (limb length, rib cage girth), and performance (type of muscle fibers, number of muscle fibers). Genetics "load the gun," so to speak, but lifestyle pulls the trigger. Eating more calories than you move will make you fat, where you store the fat is determined by genetics. You are not a prisoner of your genetics. I know... both my parents are obese, and my two sisters and I have had struggles with weight. Fortunately, I found workouts and active hobbies that I enjoy, and I learned what real portion sizes were. Turns out that when Mom served us her famous spaghetti, we were all actually eating about 4 to 6 servings on one big plate. Plus garlic bread. Plus ranch dressing on that salad. Are you seeing where I

am going with this? Add to this that most of us sit at work, sit in the car, and sit at home most of the day, and now you can see why we can gain weight on so few calories.

Age is also blamed for many "slowing metabolisms." Actually, if you do regular weight bearing exercise, and continue to be active, you will not see that slow weight gain that creeps on as we age. Weight bearing exercise (like strength training) helps preserve lean body mass. In other words, if you want to hold onto that muscle and bone density, you'd better use it or you'll lose it. This is important for so many quality-of-life factors, but in terms of weight management, you burn more calories during the day if you have more muscle on your body. And burning more calories than you eat is really the only permanent solution to lose body fat. Getting enough activity in your day becomes more and more challenging if you look at what we don't do anymore. Do you clean your own house? Do you do your own yardwork? What about washing the car? Of

course a few cardiovascular workouts in your week are going to help immensely. But they won't counteract the other 23 hours in your day if you spend them sitting or lying down. Research has now shown us that no matter what your age, you can add lean body mass, tolerate vigorous exercise if it is introduced gradually, and maintain a slim waistline and a spring in your step.

So isn't that good news? Yes genetics and age affect many things, but you are by no means trapped by them.



# LEVULAN W/IPL~ BEST JUST GOT BETTER!

SHEILA REILLY, R.N.

In the last issue we discussed some of the new technologies that we had recently brought into the office. One of those was the IPL or Intense Pulsed Light. We use the IPL to remove red and/or brown discoloration that results from a myriad of factors including; genetics, overexposure to the sun, and hormonal fluctuations due to pregnancy, menopause, birth control pills, and medications. Not only does the IPL significantly reduce the discoloration, but it tightens the pores, stimulates collagen and leaves the skin with a firmer, more luminescent texture. This type of treatment is considered non-ablative, meaning it can safely be used anywhere on the body and results in minimal to no down time. Over the past 9 months that we have been using this modality, we have been extremely pleased with its ability to rejuvenate the skin. We offer IPL treatments in blocks of 5 as it requires successive treatments to achieve optimal results. Recently a substance called Amino Levulenic acid (Levulan) has become available to use in conjunction with the IPL to accelerate the treatment results.

Amino Levulenic Acid is a naturally occurring substance in the body and we use it by applying it as a gel to the treatment site approximately one hour prior to the IPL treatment. The Levulan allows the IPL treatment to be considerably more effective. One IPL treatment with the Levulan, is comparable to three IPL treatments without the Levulan. This is a great option for patients wanting results as quickly as possible or those that have deeper pigment or more complicated conditions, which would benefit from a more aggressive treatment. The post treatment instructions for an IPL using Levulan involve staying completely out of the sun for 24 hours post application. Levulan is very photosensitizing, meaning that exposing the body part treated with Levulan to ultraviolet light within 24 hours after Levulan application, could result in a serious sunburn and prolonged recovery times. We recommend that patients plan on staying in the house with the shades drawn for 24 hours post application. That means not going to work and/or school the day following the Levulan treatment. If you live outside of the Napa area, have a friend drive



*Actual Patient*

you in, so that you can cover your face with a scarf and hat for the drive home. When these simple but critical precautions are followed, the patient's skin will heal completely within a week of the procedure. Makeup can be applied immediately following the IPL to mask redness. The redness, along with mild stinging, characteristic of a sunburn, persists for 24-36 hours and is followed by a few days of exfoliation which can be mild to moderate. This process is usually completed by day 7 post treatment.

The IPL with Levulan represents the most effective, non-surgical

skin treatment that is currently available to treat pigment and texture irregularities as well as restoring the skin's natural health, resiliency and glow. Well cared for skin is one of the best non-surgical ways to maintain a youthful appearance, and we are thrilled to have such an effective option that can safely be used on the face, hands, chest, neck, arms, or wherever sun damage and aging changes may have occurred.

*See Levulan on page 7*

## Obagi Comes on Board

For 10 years and running, our vision for Spa Venus, our medical day spa, has been to provide medical grade skin care products and services that can positively change a person's skin forever. We want skincare that is truly transformative, that which can physically induce improvements in collagen levels, blood flow, texture, color and overall appearance. To that end, we are very pleased to announce the inclusion of Obagi skin care products to our Spa product offerings.

Obagi has two skin care lines: Nu-derm, the corrective line and C-Rx, their vitamin C line designed for maintenance or for those unable to tolerate the Retin-A integral to the Nu-derm program.

We have always believed in having a full range of treatment offerings available to our patients and the Obagi products round out our offerings to provide an excellent range of clinical skin care options.

We view **Obagi Nu-derm** as being a very corrective and advanced line. The changes one can expect to see can be very dramatic. The key components of this line are Retin-A, hydroquinone (lightening agent) and alpha-hydroxy acids which work synergistically to transform the skin. Nu-derm is indicated for the patient:

- wanting more immediate results
- presenting with significant sun damage, acne and/or aging changes
- interested in the most effective anti-aging skin care available
- willing to commit to the program and follow treatment protocols

**Obagi C-Rx** is a wonderfully nutritious line loaded with prescription strength Vitamin C and other anti-oxidants, hyaluronic acid and 4% hydroquinone to leave the skin more radiant, smooth and hydrated. The Obagi C-Rx is not only a maintenance line as it has many active ingredients which make it strong enough to provide correction when needed, but in a more gentle and gradual fashion than the Obagi Nu-derm. Obagi C-Rx is

indicated for the patient:

- presenting with mild to moderate sun damage
- unable to tolerate the use of Retin-A due to a true sensitivity such as severe rosacea, hypersensitivity, etc..
- patients who are in the maintenance phase of the Obagi system, who have completed the 18 week Obagi Nu-derm program, and don't need the high potency agents of the Nu-derm line, but still want an active enough line to maintain the excellent results achieved with the Nu-derm line.

Obagi products have a long track record, (backed by clinical studies which we will be happy to provide you with) of correcting premature aging changes and preventing future damage. It is this type of innovation that excites us and we are thrilled to be able to offer it to our patients.

A key component of the Obagi Nu-derm program is the use of Retin-A. Retin-A has been in existence for over 30 years and is an excellent way to transform the skin and manage the changes of aging. Some of Retin-A's specific functions include:

1. Thickening the collagen in the dermis, which plumps up the skin thereby making fine lines and wrinkles less noticeable.
2. Exfoliating the dead, dry uppermost layers of the skin making way for fresher, more radiant and glowing skin.
3. Decreasing clusters of pigment secondary to sun damage, hormonal changes, medications, genetics, etc., leaving the skin more even in color and texture.
4. Increasing the blood flow to the surface of the skin which creates a natural rosy glow and enhances all skin function.
5. Retin-A is an excellent tool in the management of acne and likewise, has been very effective in treating pre-cancerous skin lesions.

Many patients have tried Retin-A and once they experienced the redness and peeling that is **normal, expected and temporary**, they discontinued use of the

product as they felt they couldn't tolerate or were allergic to Retin-A. Use of Retin-A in the correct manner will involve a period which may last up to six weeks, of skin that appears dry, red and flaky. We encourage that response as it means that the Retin-A is affecting change. Not everyone will experience these effects to the same degree, many factors are involved in how a person's skin responds. Our medical aesthetics team is very knowledgeable as how to dose and monitor patients on these active products and we provide very specific protocols and follow up for all patients on this program. We are amazed at what these products can do for the skin and invite you to learn more by attending an informational **Obagi Night on Tuesday, September, 12th at 7 p.m.** This evening event will be hosted by Dr. Zimmermann and the aesthetics team will feature product information, special event pricing, numerous special offers and great Obagi raffle prizes. To join us, please reserve your spot by calling: (707)258-6077.

**Biomedic/La-Roche Posay** is our other skin care line, which we have carried for many years. As an alpha-hydroxy based line, Biomedic is a wonderful line with many well loved products. We have seen many changes over the past few years with the company and the line, some of which we like and some of which we don't like. We want to carry skin care lines which are clinical, meaning they have high enough levels of prescription grade, active ingredients, to positively change a person's skin forever. When products become available in retail locations, as will be the case with some of the Biomedic products, we lose confidence in the product formulation and the results we can achieve with these products. This reason was the driving force for bringing in another, more clinically based line. We will continue to carry the more clinically active Biomedic products and phase out the less active products. In order to minimize confusion, we invite you to call and speak to Sheila Reilly, R.N., or any of our medical aestheticians (Cristina, Lindee, Hilary) and we will be happy to assist you in getting the product(s) that best suit your needs.

Our favorite offering from Biomedic is the 21 day kit.

These kits are an excellent way of providing a jump start to the skin, by using higher doses of alpha and beta-hydroxy acids that what is available in the regular Biomedic products. The kits are formulated for acne skin or aging skin and contain high enough levels of active ingredients to effect change at the end of the 21 day period. This is a great option for patients:

- who haven't done anything different from their regular skin care routine for awhile
- who want to "step it up" with respect to their skin care, but aren't willing to commit to a longer term program
- have skin conditions which fall into the mild to moderate category

In trying to best meet our patients needs, we offer a range of products and services, all of which you can be assured are thoroughly researched, and tested.

If you have any questions, feel free to contact us at: (707) 258-6077.

#### **In Memoriam ~**

We wish to express our sincere condolences to Alyce Murphree, R.N. for the unexpected and sudden loss of her loving husband, Harold Murphree, M.D.. We know many of you have been patients and friends of Alyce's for many years and have flooded her with kind intentions, cards and phone calls. Alyce has recently returned to work and is happy to be back buoyed by the support of her colleagues, patients and friends. Your kindness has meant the world to Alyce during this most difficult of times, and while she may not be able to discuss it with you when you see her again, she carries the compassion you have shown her, in her heart as she moves into the next chapter of her life.



# ACNE UPDATE ~ BLUE LIGHT

SHEILA REILLY, R.N.

**Y**ou may have recently read in the media about the Blue Light, an innovative way of treating mild to severe acne that does not involve the use of potentially harmful oral medications. We were intrigued and decided to do an in-house clinical trial to determine if what the marketing promised was true. We were so impressed with what we have seen clinically, that we purchased the unit after a few months of data.

Acne is a fact of life for many adolescents. Approximately 90% of all adolescents and 25% of all adults experience acne at some point in their lives. In adolescents, acne breakouts are related to the natural release of androgen hormones, which occur during puberty. In adult women, acne is often related to the monthly menstrual cycle. Contrary to popular belief, acne is not caused by eating chocolate, greasy foods or bad hygiene. In the U.S. alone, over one billion dollars is spent on acne medications and treatments each year. In many instances, the money spent yields less than satisfactory results, is cumbersome or causes side effects.

Our criteria in reviewing Blue Lights, was to find one that was of course safe, but also clinically effective. The one we have chosen is the BLU-U by Dusa. The BLU-U is a

high-intensity, blue violet light that treats acne by destroying the P. acnes bacteria, the bacteria responsible for causing acne breakouts. According to the American Academy of Dermatology, the way in which the Blue Light works is to activate bacteria-fighting substances called porphyrins. When those porphyrin are exposed to certain wavelengths of light, they produce free radicals that kill the bacteria. Without P. acnes around to cause inflammation, acne clears up. The BLU-U is one of the safest acne treatments available and was the first device to receive FDA clearance to market for the safe and effective treatment of moderate inflammatory acne. After 12, regularly spaced treatments, patients show significant improvement with no side effects noted. The BLU-U does not involve the use of ultraviolet light or radiation and thus has no known side effects. The system's blue-violet light penetrates just deep enough into the tissue to reach the acne target, without adversely affecting surrounding skin. The BLU-U has been proven to be very effective on mild to moderate, inflammatory acne. People who are on photosensitizing medication also tolerate the treatment well.

Treatments are non-invasive, painless and simple. We have many different treatment packages designed to treat the range from mild to moderate acne. Patients presenting with mild acne may be seen two times per week for 15 minute BLU-U sessions, whereas patients with more severe acne may be treated with a combination of the BLU-U and Levulan. Levulan is a topical amino acid cream, which when combined with the BLU-U, allows the treatment to go deeper and be more effective. We also find it helpful to combine the BLU-U treatments with deep cleansing facials and appropriate skin care to maximize results. We realize that teenagers may not be the most compliant with a complicated treatment course, thus the BLU-U is a very effective way in which to manage their skin, without the use of costly and in some cases, potentially harmful oral medications.

*If you are interested in learning more about the BLU-U, feel free to contact the office at (707) 258-6077, to set up a consultation with one of our licensed, medical aestheticians.*



# MEET THE STAFF:

**Hilary Molloy ~**



Hilary has recently joined our aesthetics team and brings with her a wealth of talents. She is a licensed medical aesthetician and makeup artist who is also completing her master's degree in education. Hilary has years of experience in the pharmaceutical and biomedical markets which rounds out her strong clinical background. In her role with Spa Venus, Hilary provides the full range of facial services as well as skin care and makeup consultations.

One of Hilary's passions is makeup artistry and her line of choice is Jane Iredale, which we have carried for years. We are very pleased to announce the following expanded makeup services, just in time for summer and a fresh, new look:

## **Makeup Application ~**

Allow Hilary to work her magic for that special event or to update your everyday look, 60 mins .....\$75

## **Makeup Application and Lesson ~**

Find out the how-to tips and techniques for daytime and evening makeup application, 75 mins .....\$90

## **Levulan from page 3**

Another important indication for the IPL with Levulan is in treating pre-cancerous lesions, otherwise known as actinic keratosis. We treat this condition in a similar manner as mentioned above and have seen very promising results. Our patients love that there is a safe, effective and non-surgical, option for treating these pre-malignant lesions.

We have also used Levulan in conjunction with the Blue Light in order to treat acne. Again, the results have been excellent and allow us to effectively treat deep or mild acne without the use of potentially harmful oral medications. For additional information on the use of Levulan in treating acne, see the article on page 6.

If you are interested in receiving more information, or would like to speak with someone regarding these options, you can contact a member of our aesthetics staff (licensed, medical aestheticians and R.N.'s) by calling (707)258-6077.

## **Sculptra continued from page 1**

full correction won't be realized for approximately 3 to 6 months. The upside is that the effects of Sculptra will last much longer than the filling solutions we currently have available such as Restylane. Typically, the results from Sculptra can last, according to the latest clinical reports, for up to 2 years after the first treatment session. Restylane, by contrast, is purely a filling solution, which means that it is the product providing the correction and the effects are seen immediately, but do dissipate by about 6 months. Another important difference is that Restylane can be used in the lips, whereas Sculptra cannot because there aren't enough of the cells that produce collagen residing in the

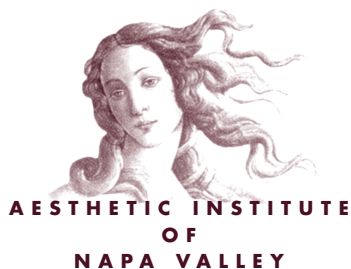
lips to render the product effective. Both are safe, non-surgical options to correct aging by working in very different ways.

To reach optimal results, a typical treatment regimen for Sculptra is three treatments, spaced approximately 6 weeks apart. Treatment costs vary depending on number of areas to be treated, but a typical treatment would involve one vial of Sculptra which costs \$1,195.

As with other injectable solutions, temporary bruising/swelling at the site can occur for a few days after product administration. After treatment, patients are instructed to carefully massage the

treatment site several times per day for the first 5 days following treatment.

We are very pleased to have another safe, non-surgical treatment to add to our family of injectable offerings. We have recently begun using Sculptra and look forward to seeing the long term results. It has an excellent safety profile in Europe (in use for 7 years) and we are confident that it will produce consistent and desirable aesthetic results for our patients as well. If you are interested in learning more about Sculptra, you can contact our office at (707)258-6077 or via e-mail at [jpzmd@ascnv.com](mailto:jpzmd@ascnv.com).



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## Seminar Series:

Join us for our series of evening seminars addressing topics relevant to your interests and needs. All events will be held at our offices at 3443 Villa Lane, Suite 10, Napa. Admission is complimentary and light refreshments will be served. For a reservation, please call (707) 258-6077 or email us at [jpzmd@ascnv.com](mailto:jpzmd@ascnv.com).

### Surgical Options for Looking Your Best:

*Wednesday, July 26th, 7 pm*

### Non-Surgical Aesthetic Treatments

(Injectable solutions, Laser treatments, IPL, Hair Removal Laser, Permanent Makeup and more)

*Tuesday, June 27th, 7 pm • Wednesday, August 9th, 7 pm*

### Obagi Skin Care Night\* :

**Special Seminar Pricing Available**

*Tuesday, September 12th, 7 pm*

### Botox/Restylane Night:

Special Seminar Pricing Available, if you are interested in being treated that night, and advance appointment is recommended

*Wednesday, August 30th, 6pm*

## SPASPECIALS:

Summer has arrived, are you bathing suit ready?? To help we are offering the following specials:

### ~VelaSmooth Cellulite

**Solution** is a revolutionary non-surgical, non-invasive, no down time cellulite reduction system designed to recountour the skin's surface to reduce the appearance of cellulite. Some patients have also seen a decrease in the circumference of the area being treated i.e. thighs, waist, etc.. Treatments are done twice per week for 6 weeks and last approximately 45 minutes.

*12 treatment re-contouring series: \$1990 (normally \$2340)*

### ~Hair Removal Laser utilizing the superior Alexandrite technology.

With a series of 5 treatments, most patients can realize an 80% reduction in the amount of hair to an area. Treatments are spaced approximately 4-5 weeks apart, and other than slight redness to the treatment site, which resolves within 24 hours, there is no downtime associated with this procedure.

*Underarms and Bikini: \$1800 for a block of 5 treatments (normally \$2300)*