

THE SKINNY



SUMMER 2007

ARTEFILL
THE FIRST TO LAST

FRAXEL
SECOND GENERATION

FEEL GOOD
ABOUT YOUR NECK

INTRODUCING
MIRIAM L. HANSON, M.D.

SHORT TAKES
ON SKIN CARE

PLUS WHAT'S NEW,
PRODUCT SPECIALS,
EVENTS AND MORE

WHAT'S NEW



Welcome to summer in the city 2007. We recently wrapped up a month-long celebration marking our 10th anniversary. As I reflect back over those 10 years, I am most struck by the advances that we have seen in both medical and cosmetic dermatology. Over the past decade, new drugs and treatments for acne and psoriasis stand out. On the cosmetic front, many new technologies from FotoFacial™ to Fraxel®, not to mention BOTOX® Cosmetic, have been introduced to improve the appearance of our skin and help us look younger.

Keeping up with all these changes has kept me, as medical director, and our other professionals very busy; and as I look to the next 10 years, I see more exciting discoveries and advances on the horizon. We at Suzanne Bruce and Associates remain committed, as skin experts, to keeping up with the latest technologies, therapies and products so you can be assured that the treatments we provide, or products we recommend, will be truly beneficial for you and your skin.

In this issue of *The Skinny*, we highlight several recent treatment advances and introduce you to a number of new, exciting products. But let's start with the introduction of our new dermatologist, Dr. Miriam Hanson. A University of Virginia undergrad and a Baylor medical school grad, Dr. Hanson recently completed her dermatology residency at UT Southwestern. She is now seeing medical patients two days a week and will be on board full time by about mid-August. She was my top pick from all this year's newly-minted dermatologists whom I interviewed – both for her skills and her friendly, caring manner. She will be practicing in all three areas – medical, cosmetic and research. Learn all about Miriam in her interview on page five.

The second generation Fraxel® is here. With the advances in this fractional resurfacing laser, we can now treat deeper in the skin more comfortably – achieving even better results, particularly on acne scars and deeper wrinkles. We are also better able to customize treatment for our patients. Our Fraxel treatment is on special this month; see pages four and six for all the details.

Thermage, our favorite skin-tightening procedure for face, body and eyes, recently introduced its next generation system, the ThermoCool® NXT. The big news is we are able to shorten treatment times, again increasing patient comfort and allowing us to significantly lower prices. A quick update on the ThermoCool® NXT is in our Short Takes section on page three.

With all the advances in technologies over the past 10 years, we thought it would be fun and informative to focus on the neck and what can be done for everything from redneck to wrinkles, from sagging to vertical bands. The delicate skin on the neck is particularly susceptible to sun damage. You'll find our rejuvenating recommendations on page four.

2007 continues to be the year of new dermal fillers. First, in January we introduced Juvéderm, which has been well received by our patients. Now, we are pleased to introduce the first FDA-approved permanent filler, ArteFill®, and the long-awaited deeper hyaluronic acid filler, Perlane®, from Medicis, the maker of Restylane®. Both of these new dermal fillers are on sale this month. Find out more about the benefits of ArteFill® below and about Perlane® on page three.

Do plumper lips, fuller-looking eyelashes and lusher, younger-looking hair sound too good to be true? Well, with new product introductions from SkinMedica™ and Jan Marini Skin Research®, we are seeing all these results. Learn about these amazing products and more in Short Takes on Skin Care.

If you don't find the information you're looking for in this issue, visit our website at www.sba-skinicare.com or attend our upcoming Saturday Seminar on July 28 from 9 to 11 a.m. As we start our second decade of practice, we want to express our gratitude to all our patients for "Ten Beautiful Years." It has been and remains our pleasure to serve you.

ARTEFILL

THE FIRST TO LAST

Currently, one of the hottest areas in cosmetic dermatology is the development of dermal fillers that last longer than the popular hyaluronic acid (HA) fillers. The HA fillers, Restylane® and Juvéderm™ being the best known, last up to six months and one year respectively. There are a number of dermal fillers, currently in development or awaiting Food and Drug Administration (FDA) approval, that hope to push well past the six- to 12-month mark and do it safely. Today, ArteFill® is the first and only FDA-approved, non-resorbable (often referred to as permanent) wrinkle filler for the correction of smile lines (nasolabial folds).

How is ArteFill different from other dermal fillers? If you have previously used temporary dermal fillers, such as hyaluronic acid and collagen, then you know they are eventually absorbed by the body and require repeat injections to maintain correction. With ArteFill, its unique polymethylmethacrylate (PMMA) microspheres are not absorbed by the body and provide enduring support for long-lasting wrinkle correction.

ArteFill contains 20 percent PMMA and 80 percent bovine-collagen gel with 0.3 percent lidocaine, an anesthetic. We inject ArteFill below the crease or wrinkle to plump it out. The bovine collagen plumps the skin immediately but is reabsorbed by the body in about a month. However, the microspheres remain behind to provide the permanent support your skin needs to maintain the correction long term. As the bovine collagen gradually disappears, your own collagen builds up around the microspheres. Most people need a second treatment three months after the initial injection to obtain optimal correction of the wrinkle.

How long will ArteFill last? So far the answer is up to five years according to a follow-up study of 145 patients who were treated with ArteFill in the original U.S. FDA clinical trial. According to recently-released results, ArteFill showed statistically significant improvement in patient wrinkle correction five years after the patient's last ArteFill treatment. It also demonstrated a statistically significant improvement in wrinkle correction at the five-year point compared to the six-month evaluation period in the original study.

As part of the follow-up study, physician investigators and patients were asked to assess the ArteFill treatment. Over 90 percent of the physicians rated the treatment either completely or very successful, while over 90 percent of the patients were either very satisfied or satisfied. These results have been submitted to the FDA for review so that ArteFill can be labeled with a longer efficacy period.

How do you get started? First, we ask you to come in for a consultation with Dr. Bruce to see if ArteFill is right for you. If it is, a simple skin test is performed that day to be sure that you are not allergic to the bovine collagen or anesthetic. If the test is negative, you may undergo your initial facial treatment a month later.

What are the risks? Side effects are infrequent. However, as with any injectable filler, you can expect mild swelling and reddening at the treatment site. These side effects usually resolve within 24 hours. Occasionally, there is mild bruising that typically disappears in three to seven days. Less common side effects include rash and itching more than 48 hours after treatment, persistent swelling or redness, and increased sensitivity at some or all injection sites. Two other rare potential side effects of all dermal fillers are lumps and granulomas, both of which can be treated if they occur.

If you want to try the dermal filler that bills itself as "the first to last," call 713.850.0240 and press 2 to schedule your initial consultation.

SHORT TAKES ON SKIN CARE

Here are the latest advances on procedures and products:

Perlane® – This new (to the U.S.) hyaluronic acid dermal filler, part of the Restylane® family, was approved in May 2007 by the FDA. Perlane contains larger gel particles than Restylane and provides volume and lifting power for facial wrinkle and fold correction in deep layers of the skin. Perlane is used for more severe folds and wrinkles than Restylane and can be used alone or in combination with Restylane. Both products last for about six months. Perlane is one of our July specials.

Thermage® – We have recently started using the new ThermoCool® NXT, Thermage's next generation system for non-invasive skin tightening and contouring on the face, body and eyes. Redesigned with improvements, we have decreased treatment times allowing us to significantly reduce our prices on this popular procedure. New advances in treatment tips are also allowing us to deliver stronger facial treatment with no additional discomfort.

Age Intervention® Hair Revitalizing Conditioner – This new patent-pending hair lotion from Jan Marini Skin Research® targets thinning, aging or chemically- and environmentally-challenged hair. Applied directly to the scalp once a day after your morning shower, this innovative conditioner makes your hair feel fuller and look thicker with improved texture and manageability. Get ready for lusher, fuller, younger looking hair – hair with body, bounce and vitality.

Age Intervention® Eyelash Conditioner – Another wonderful product from Jan Marini Skin Research®, this eyelash conditioner prevents new virgin hair from being adversely effected by cosmetic and environmental factors. It also increases flexibility and prevents breakage, allowing your eyelash hair to reach its full potential. As a result, eyelashes appear fuller and more lustrous.

TNS Body Lotion – We recently added this silky, emollient body lotion from SkinMedica™ to the products we carry and recommend. It is ideal for rejuvenating the neck and décolleté. It contains human growth factors (NouriCel-MD®) to help build collagen and improve the appearance of your skin and a moisturizer (Ceramide 3) to hydrate, soften and soothe your skin.

Heliocare – For our clients who want to maximize their protection from the sun, we recommend this oral photo-protective supplement. Heliocare is an extract derived from *Poypodium leucotomos*, a Central American fern. A study suggests that Heliocare may offer protection against ultraviolet light-related skin damage, such as skin cancers and wrinkles. Usual dosage is one capsule per day, but we suggest increasing it to twice a day when you and your family plan to spend lots of time in the summer sun.

OC8 Mattifying Gel – This sebum-inhibiting gel is the perfect solution for the shiny, greasy look that comes with hot, humid Houston summers. Apply a thin layer of OC8 each morning after any topical medications, moisturizers and sunscreens, but prior to oil-free makeup, for up to eight hours of cleaner-looking, shine-free skin.

TNS LipPlump System – This two-step lip treatment features NouriCel-MD®, a proprietary mix of human growth factors. This SkinMedica™ product works to decrease the look of fine lines, improve contour around the lips, and plump and enrich natural color.



UPCOMING EVENTS

SATURDAY, JULY 28

9:00 – 11:00 a.m.

The Center for Cosmetic Dermatology
Start Your Saturday Cosmetic Seminar

Get the skinny from Dr. Bruce on all the latest skin rejuvenation treatments. Come with your questions and bring a friend to learn about everything from FotoFacial™ to Fraxel®. We'll review all the new dermal fillers now available and introduce you to the skin-soothing and skin-improving services offered by our SPA at SBA. There will be free samples and door prizes. Seating is limited, so reserve your spot today.

To RSVP, call 713.850.0240, press 2 or e-mail
gsanchez@sba-skincare.com.

We offer Saturday cosmetic and spa appointments in The Center for Cosmetic Dermatology from 9:00 a.m. – 2:00 p.m.
Call 713.850.0240, press 2 or e-mail
CosmeticAppointments@sba-skincare.com or
SpaAppointments@sba-skincare.com.

JULY PROCEDURE AND PRODUCT SPECIALS

Perlane® Introductory Offer – Save 25 percent on the newest hyaluronic dermal filler in the Restylane® family, especially designed for deeper wrinkles and folds.

ArteFill® Introductory Offer – Save 15 percent on the first FDA-approved non-resorbable (permanent) wrinkle filler for the correction of smile lines.

Sculptra™ Special – Save 10 percent on this facial volumizer that uses bio-compatible, bio-degradable, poly-L-lactic acid to stimulate your own collagen.

Fraxel® Savings – We're offering \$100 off on individual and \$400 off on packages of four Fraxel® fractional skin-resurfacing treatments.

Products On Sale – Take 10 percent off when you purchase either Jan Marini Age Intervention® Hair Revitalizing Conditioner or Eyelash Conditioner or SkinMedica™ TNS Body Lotion.

Odds-n-Ends Specials – We're offering 25 percent off as we close-out selected M.D. Forté and N.V. Perricone Cosmeceutical products. Check out our website under What's New for all our product specials.

FEEL GOOD ABOUT YOUR NECK

The title of Nora Ephron's most recent book, *I Feel Bad About My Neck: And Other Thoughts on Being a Woman*, seems to have struck a chord with many of our patients. Several of them have commented on it, even those who hadn't read the book but could relate to its title. So, what can we do about all those aging necks that elicit such bad feelings? Here's a short rundown of the non-surgical remedies for neck rejuvenation.

Red neck – The medical term for this is poikiloderma of Civatte. It is basically a combination of brown pigmentation and networks of tiny red blood vessels causing discoloration. Because it is caused by chronic sun exposure, the part of the neck in the shadow of the chin is spared, and the worst discoloration is on the sides and "V" of the neck. Treatment consists of a series of FotoFacial™ intense pulsed light treatments that will help to shrink the red blood vessels and lighten the brown pigmentation.

Wrinkled neck – Just like discoloration of the neck is caused by chronic sun exposure, so too are wrinkles. Ultraviolet light breaks down collagen and elastic tissue, and because neck skin is very thin, it shows the detrimental effects of the sun more than thicker-skinned areas. Unlike the old CO₂ laser, which could never be performed on the neck because of the risk of scarring, the newer "gold standard" fractional resurfacing laser called Fraxel is considered the laser of choice for resurfacing the neck. Because the Fraxel affects approximately 20 percent of the surface area at a time, leaving 80 percent intact, it is much safer with less risk of scarring than the CO₂ laser. A series of four or five treatments is usually performed.

Sagging neck – Usually where there are wrinkles, there is sagging skin, and the neck is no exception. There are now a myriad of skin-tightening technologies on the market, but we still like the original – Thermage® – the best. The key to all of the skin-tightening devices is to heat the skin enough to tighten it, but not to injure it. When you hit a certain temperature, collagen fibers contract, and this causes the skin to tighten, becoming smoother and firmer.

Vertical bands – In addition to the skin becoming lax as we age, the thin sheet of muscle on the neck (called the platysma) underneath the skin also begins to sag and form vertical bands in the neck. These bands are accentuated by grimacing, which contracts that sheet of muscle. Injections of BOTOX® Cosmetic into these vertical bands of muscle helps to flatten the bands and smooth the neck. The results last approximately four months.

In addition to office procedures, a good skin-care regimen can help rejuvenate the neck. One of my favorites for the neck and décolleté is SkinMedica's TNS Body Lotion. It contains human growth factors to help build collagen and ceramides for moisturizing. In the morning, on top of the TNS Body Lotion, you should apply a good sunscreen containing zinc oxide. One of my favorites is Obagi SPF 35. For days of intense or prolonged exposure, use either Falene Solar Protection Formula SPF 65 or ProCyte Ti-Silc® GT Sunblock SPF 60+. At night, use a prescription-strength retinoid such as Renova, Retin-A or Tazorac either layered with or mixed 50:50 with the TNS Body Lotion. If a prescription-strength retinoid is too irritating, you can use SkinMedica's Retinol Complex. Retinol is a milder version of the prescription vitamin-A derivatives and is easier to tolerate. Because neck skin has fewer oil glands than the face, it can become more easily irritated from the use of retinoids.

With so many treatments available, it's time to feel good again about your neck. Call today to schedule a consultation with one of our dermatologists or our physician assistant. If you have further questions, call one of our Patient Care Coordinators, Amanda Parrish (ext. 138) or Janie Umanzor (ext. 143).

INTRODUCING

MIRIAM L. HANSON, M.D.

This month, we welcome a new dermatologist to the SBA team. Miriam L. Hanson, M.D., joins the practice, moving from Dallas where she recently completed her residency training in dermatology at the University of Texas Southwestern.

Dr. Hanson's résumé includes a number of academic accomplishments, beginning in 1999 when she graduated with Highest Distinction from the University of Virginia and received the Shannon Award for Academic Achievement.

She received her Doctor of Medicine from Baylor College of Medicine in Houston, Texas in May 2003. She graduated with Highest Honors from Baylor and was also recognized for

her achievements including receiving the Basic Science Research Award.

Dr. Hanson was a Medical Intern at Evanston Northwestern Hospital in Chicago, Illinois in 2003-2004 and completed the first two years of her dermatology residency at University of Chicago hospitals. She finished the final year of her dermatology residency at The University of Texas Southwestern Medical Center at Dallas.

Dr. Bruce describes Dr. Hanson as "bright, poised, enthusiastic, patient-oriented and very personable; a doctor who will be great for all three parts of our practice." To introduce Dr. Hanson to everyone, we sat down for a short question-and-answer session.



Q. *As a medical student, what interested you about the field of dermatology?*

A. During my second year at Baylor College of Medicine, we began to do rotations and research in several different disciplines. I did a dermatology rotation early on, and enjoyed doing the procedures and learning about dermatology. At that point, I started researching my options and realized that dermatology might be an excellent specialty for me. I did enjoy many other fields, but I just felt dermatology was the best fit for me.

Q. *During your internship and residencies, how did you pursue your studies in dermatology?*

A. After graduating from Baylor, I started the four years of internship and residency. For dermatology, students are required to complete one year of internal medicine and three years in dermatology.

As my studies continued, I found that dermatology provided an excellent combination of surgery, cosmetic procedures and medical dermatology. Also, coming from UT Southwestern, where the school has an emphasis on research, I found that I was particularly drawn to the clinical trial side of dermatology. And, that's actually one of the reasons I like the practice that Dr. Bruce has established, with The Center for Skin Research.

Q. *You grew up in Austin and completed your studies in Dallas? How did you know about Suzanne Bruce and Associates?*

A. I had heard about Dr. Bruce when I was at Baylor. She used to teach at the medical school, and I knew of her reputation. This past year, when I began to consider my path after my residency, I started looking at different practices. I saw a posting for Suzanne Bruce and Associates and answered it.

Q. *What about the practice did you think would make it a good fit?*

A. First of all, I really like the diversity of Suzanne Bruce and Associates. I like the cosmetic aspect and the medical side. Plus, as I mentioned, due to my training at UT Southwestern, the clinical trial component is of particular interest. It has been an easy transition for me.

I am also very appreciative of the practice's focus on the patient. The doctors and medical staff are very aware of all aspects – providing the ultimate in care, both medically and cosmetically, while maintaining a high level of professionalism.

On several visits, I took the opportunity not only to visit with the doctors, but also to talk with the staff. On every occasion, including the Saturday United Way Women's Initiative Program hosted by SBA, the staff was professional, and happy, an aspect which I believe is extremely important in the overall scheme of things.

Many on the staff have been with Dr. Bruce for a long time, some since the beginning. That says quite a lot about the quality of the care and the importance of maintaining excellence. As well, the patients were pleased with the care they were receiving.

Finally, Dr. Bruce herself was a major factor in my decision to join the practice. She is such a warm, caring person. Easy to work with and friendly. Also, though I have completed my work as a resident, she has worked with residents in the past, and I sense that she continues to maintain her role as a mentor and teacher. The doctors and medical staff are all very involved in continuing training, which was another key factor in my decision and very important in the ever-changing field of dermatology.

Q. *You mention the field of dermatology as changing, can you comment further on that?*

A. As with every field of medicine, innovations and discoveries continue to change in dermatology. Medically speaking, there are new drugs to treat psoriasis, lupus and other conditions that were formerly difficult to treat. Of course, one of the biggest changes is the advent of cosmetic dermatology procedures, which are growing exponentially. When it comes to cosmetic treatments, it is so important for individuals to rely on professionals who are medically trained. The medical professional that a person chooses for skin care needs to be someone who has done a lot of procedures and stays up-to-date. There can be complications, and the doctor or medical professional needs to know how to handle the situation. Procedures are user dependent, and a person will always get better results from someone who has undergone extensive and on-going training.

During my visits for training and my first month of practice at Suzanne Bruce and Associates, I have been impressed with the emphasis on providing excellent patient care in medical and cosmetic dermatology. Among the doctors and medical staff, there is an enthusiasm and commitment to stay at the forefront of dermatology. It is encouraging to see such a focus on learning, training and delivering the best possible results.

FRAXEL

SECOND GENERATION

We are now using the new Fraxel restore™ laser system. This second generation fractional resurfacing laser has advances that allow us to treat deeper in the skin with greater patient comfort. By being able to treat deeper, we can provide our patients with better results, especially on acne scars and deeper wrinkles. With this new device, we can end up contracting tissue and initiating new collagen formation a little more deeply in the skin, up to 30 percent deeper than the first Fraxel. If more energy is being delivered, how can comfort increase? The Fraxel restore™ laser has a telescoping zoom lens that automatically adjusts the number of treatment zones downward as the depth of treatment increases so the overall amount of energy delivered is better controlled than with the original unit. Another advantage is that this zoom lens allows us to better customize treatment not only for each patient, but also in the same patient from location to location, depending on the particular condition or severity of the condition we are treating for that patient. This system has a lighter, more ergonomic handpiece, which, because it's easier for our providers to use, can also result in less facial pressure on the patient increasing his or her comfort.

The Fraxel restore™ laser has received Food and Drug Administration (FDA) clearance for the treatment of acne scars, surgical scars, age and sun (brown) spots, melasma (also known as the mask of pregnancy), discoloration, wrinkles around the eyes and skin resurfacing. In January 2007, the FDA issued clearance for treatment energies up to 70 mJ making the Fraxel laser the deepest penetrating fractional device available today. Reliant Technologies, Inc., the maker of the Fraxel laser, reported: "The results of clinical trials studying fifty subjects treated over seven months with the Fraxel restore™ laser showed that treatment at higher energy levels with more precise focus on smaller fractions of skin had multiple benefits. The procedure provided a 75 percent improvement of acne scars, surgical scars and deep wrinkles, as reported by both subjects and independent evaluators.

Subjects were followed for three months after their last treatment. Deeper penetration led to greater volume of tissue treated. Efficiency of the laser resulted in reduced risk of post-inflammatory hyperpigmentation (dark spots on the skin), observed during the clinical trial by the overseeing physician, Zakia Rahman, M.D., clinical instructor of dermatology at Stanford University."

How does Fraxel work? Think of your skin as a family portrait or digital photograph in need of high-quality restoration or touchup. Just as a damaged painting is delicately restored one small area at a time, or a photographic image is altered, pixel by pixel, Fraxel laser treatment improves your appearance by affecting only a fraction of your skin at a time with thousands of tiny microscopic laser spots. This fractional approach to resurfacing your skin minimizes both downtime and recovery time.

After your very first Fraxel laser treatment, you will begin to feel the difference in your skin, as it gradually becomes softer, smoother and fresher. Fine lines around your eyes and mouth will noticeably soften. Uneven coloring and brown spots will gradually fade. Acne scars will fill in and become less deep, and your hands will have a younger appearance. Fraxel can also improve the appearance and texture of stretch marks.

Because approximately 20 percent of the skin's surface is affected by each treatment, four or five sessions are needed to resurface the area being treated. Sessions are spaced three to four weeks apart. To help decrease the discomfort from the procedure, a topical anesthetic cream and oral pain medications are administered prior to the procedure, and an air chiller is used during the treatment. After treatment, the skin will be red and swollen for two to three days, and then it will go through a phase of dryness with an apparent bronzing effect. The dryness and tanned or bronzed look are usually gone a week after the procedure.

To see if this innovative treatment is right for you, please schedule a consultation by calling 713.850.0240.

CURRENT TRIALS

AT THE CENTER FOR SKIN RESEARCH

The Center for Skin Research is our dermatological research division. We conduct clinical research trials for major pharmaceutical companies and clinical research organizations seeking FDA approval. The research involves testing investigational drugs and treatment devices for a wide variety of skin problems, such as acne, atopic dermatitis, eczema, psoriasis, seborrheic dermatitis

and skin aging.

Interested in taking part in one of our clinical research trials? Eligible participants receive investigational treatment at no cost and compensation for time and travel. For more information on currently enrolling trials, call **713.985.0210** or check on our website under Clinical Trials.

Suzanne Bruce, M.D. • Leigh Ellen Eubanks, M.D. • Miriam L. Hanson, M.D. (Board-eligible)
Board Certified, American Board of Dermatology; Fellows, American Academy of Dermatology

SUZANNE BRUCE AND ASSOCIATES, P.A.

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