

SkinSolutions

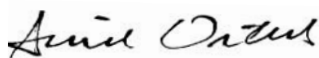
Salutations,

Many of us are familiar with the tantalizing feeling of renewal and new beginnings as the New Year rolls in and unfurls quickly and with grandeur. It is a delicate time when levels of self-awareness tend to reach their pinnacle; renewal after all is the gateway to change and the glistening of hope that encourages us to exercise our self will in bettering ourselves and our bodies in some way - discipline, diet, fitness, education, skin, savings, beauty...

What we fail to consider as we embrace newness with our New Year resolutions is that our wellness must be intact in order to fulfill these new promises adequately and with success. This edition of our quarterly newsletter focuses on the intimate relationship between skin and the incidentals of daily life that are directly correlated to our emotional and psychological preservation. Why? It is because skin is an all encompassing barrier that is weakened by both intrinsic and extrinsic factors of our existence day to day. These factors consist of a plethora of realities that we cannot always control but can certainly safeguard against: sun exposure, free radicals, harsh weather, insufficient rest and mental duress for example. Ask yourself how many times you have made the connection between skin and body wellness? It is always the right time to set goals for achieving greater skin awareness. Start today.

Total skin health is the foundation to a restored you. It's never too late to recognize that skin beauty can be leveraged to harness more of life's inherent rewards. This is my philosophy, this is O-Beauty. So as we embark on this New Year, I encourage you to make a commitment to a new you by paying attention to the very thing that contributes to personal beauty...your skin!

Sincerely,



Ariel Ostad, MD



Fat vs. Cellulite - Do You Know the Difference?

Oftentimes these two terms are used interchangeably, a common mistake because the two can be difficult to distinguish. However they are not the same as regular fat is a protective cushion for the organs while cellulite has no positive use or function. Fat is generally considered more prevalent for triglyceride storage - this translates into body insulation and shock absorbing properties.

Cellulite, properly pronounced cell-u-leet is French in origin and was at one time the hallmark of wealth, status, body beauty and sexiness. Through today's lens this is seen altogether differently. Hence the pipeline for innovative technologies that bridge the imaginary impasse created by a perceptual body beauty that has a lifecycle of its own.

Cellulite affects as many as 85-98% of post-pubertal females of all races and is more common in aging women. There are three layers of fat under the skin: the topmost layer is called the subcutaneous layer where cellulite occurs. Excess calories are stored as fat cells in the "reserve" areas of the bottom layers that ultimately push up on the upper layer making the cellulite more noticeable. These are basically collections of fat that push against the connective tissue beneath the skin, causing the skin's surface to pucker or dimple.

At the end of the day, cellulite is just a froufrou term for those little divots in our thighs, stomachs or buttocks that in "street" we refer to as cottage cheese skin, orange peel syndrome, mattress phenomenon or hail damage.

Q: So what can we do about it?

Effective and gratifying treatment can be achieved with Subdermal Nd: YAG Laser Lipolysis. Our patients have seen instant results not only in degree of cellulite reduction but also, the dual benefit of smoother, tighter skin after surgery.



Are You Ready For the “Tight Jean Challenge”?

Haven't we all at some point jumped up and down in a pair of jeans trying desperately to get them to slide up another centimeter or two? Or better yet, lay down in an effort to flatten the tummy so that the zipper will interlock just a few more teeth even if the stupid button at the top just refuses to close? All of the colorful metaphor doesn't get you any closer to winning your personal tight jean challenge, but one thing will - ZERONA.

ZERONA is a non-invasive, no-touch laser that reduces fat in the tissue under the skin without the risk, pain and downtime of surgery. No-touch laser means exactly that, there is no physical contact at all with this low level laser therapy (LLLT). This



patented and clinically proven laser is a revolutionary technology that targets fat storing cells and actually liquefies (shrinks) the fat allowing it to pass through the body in its normal detoxification process. This results in millions of fat cells becoming smaller, thereby reducing inches. It requires just 20 minutes on your back followed by 20 minutes on your stomach for six sessions and the splendor of body slimming occurs in conjunction with a healthy diet, supplements and a little time away from your busy schedule. A pseudo diary of your treatment itinerary will be the repository for your treatment dates, before and after pictures and measurements. In two short weeks your body will be slimmed to

awaken a more sexy you and those tight jeans you threw into the bottom of your closet will become your best friend.

It is usually the hype about new technology that is the very thing that makes its newsworthy results highly suspect. But in this case, we have a success story within our own staff family. Our assistant office manager, Genilda Feliz has lost 20 lbs. and approximately 5-6 inches - she is now our Zerona champion. She looks and feels great, has been wearing the clothes she had relinquished to the “skinny” bin and is now sounder in mind, more positive and free in spirit due to her improved body confidence. Give her a call and hear about her own personal tight jean challenge and how Zerona



has changed her life and her lifestyle!

Stress and Skin Diseases – Is there a link?

Have you ever made a connection between stress and skin disorders? Better yet, that your skin is an indicator of physical dysfunction directly and causally related to tension and anxiety? There is a general misunderstanding that stress on the body is only apparent by conscious psychological or physical signs i.e. feeling emotional, moody, short-tempered or fatigued. But in reality, your skin is an open book that tells all; it is a mirror or daily journal that speaks to the damage stress causes by way of wrinkles, uneven skin texture, dullness, puffiness and dark circles around the eyes just to name a few. Hence, there is a reciprocal relationship between feelings and appearance.

Stress can exhibit myriad undesirable manifestations primarily by making the skin more sensitive and reactive. On a microscopic level, stress increases the release of pro-inflammatory stress hormones and chemicals. It can also cause blood vessels to go into overdrive thus resulting in flushing or blushing and can also impede blood flow to the skin. This is extremely detrimental to the skin barrier's protective function as it greatly effects cell renewal processes. The cascade of skin disorders caused by stress and their associated sequelae is astonishing. Stress also suppresses the immune system and weakens the body's ability to defend against and combat disease. This impacts every organ including skin therefore there is increased risk of skin pre-cancers. Some common stress-related diseases such as rosacea, eczema and acne therefore have far greater implications than what merely appears on the surface.

Cosmetic Intervention – the proof is in the pudding!

The broad scope of skin rejuvenation procedures we offer have significantly improved the appearance of our patients. Studies suggest that there is a direct correlation to looking better and increased functionality as a corollary of feeling better. Although cosmetic intervention is not a cure-all, it is undeniably the pathway to increasing the quality-of-life index through greater self-assurance.

In a study designed to measure the positive affects of botulinum toxin injections (ex: Botox) on life factors, the following statistics confirmed the benefits of cosmetic intervention:

- 29% reported feeling less anxious
- 36% said they felt more relaxed
- 49% were more optimistic

Sculptra Aesthetic – Collagen Revealed

Not just skin deep, Sculptra Aesthetic is a long acting facial filler that builds collagen and is injected into wrinkles. It works within the deep dermis of the skin to **replace** lost collagen, the very building block of facial structure and shapeliness. Collagen that is strengthened and fortified by Sculptra provides a platform that progressively **restores** the look of fullness to shallow or deep wrinkles or folds that have diminished over time. One of its many highlights is that it provides a more **refined** youthful looking appearance as it subtly and gradually corrects these facial wrinkles, a result that can last up to two years. Sculptra's main component is poly-L-lactic acid that works to replace lost collagen in the deep dermis. Typically patients receive three treatments over a 2-3 month period however, how much is administered is highly relevant to the individual. Sculptra is recommended pan facially but particularly for nasolabial folds (laugh lines), marionette lines (those outlining the mouth) as well as chin wrinkles.



Sculptra targets the effects of facial aging stemmed by attenuated skin elasticity and loss of collagen. Our body's natural production of collagen is moderated with aging in conjunction with environmental damage that impairs the underlying structure of the skin. This ultimately mitigates the skin's ability to maintain elasticity and to retain moisture. The solution? More collagen enables the presence of more of these two quintessential beauty builders.

Winter Smarts: Fine-tuning your skin skills

The inverse shift in temperature during the cold season means that we become highly susceptible to one of the major skin woes of the winter - dryness. As the temperature outside gets colder we ratchet-up the heat indoors and unwittingly put our skin on the defensive. A combination of low humidity and longer, hotter showers and baths is the recipe for dry, itchy and irritated skin. Are you guilty of "lotion slather"? If you are, there are more successful ways to stave off these winter skin afflictions.



The cold weather strips skin of its moisture so one must be diligent to deliver that moisture back into the skin to prevent dryness and cracking. There are several layers of cells and thousands of oil glands that are part of skin's genetic makeup. These glands produce oil to seal in skin's moisture while simultaneously making skin supple and smooth. However every wash inevitably strips away this oil that compromises the integrity of the skin by allowing more moisture to evaporate. This is worsened by low humidity that occurs in our colder weather further delimiting the opportunity skin has to absorb moisture. The first way to effectively prevent dry skin is to adhere to a moisturizing regimen as a guidepost until it becomes part of your daily hygiene. This will enable you to safeguard against these

common skin conditions that are not only a nuisance but also, can become a source of pain and suffering. Hydrating your skin should be something you do automatically.

Tips and Tabs for Moisturific Skin

- Wash with a mild face soap (not deodorant) & lukewarm water; hot water depletes skin of moisture so it is good to soak but in tepid water.
- While skin is still wet out from a shower or bath, apply moisturizer immediately to help shut in water in the upper layers of the skin
- Severely dry skin can be ameliorated with a dab of Petroleum Jelly to heal and trap moisture to problematic areas
- Consider a humidifier to replenish the dry air with moisture
- Use sunscreen with a minimum of SPF 15 throughout the winter-the snow reflects UV light so your skin is still at risk for sun damage



Meet Our New Manager - Julie B.

I am referred to by our patients and my loyal team as Jewels and we have been reaching new milestones as we strive to perfect the services we provide and the breadth of beauty aesthetics we help our patients to achieve. I am young but bring years of experience, a sophisticated toolkit that has nurtured a robust attitude toward excellence in customer service. This has been a challenging but fabulous first quarter and I look forward to many more.

On a lighter note, I will be a little personal with you, our reader in sharing an eye-opener apropos to the overarching theme of every newsletter we compose - Total Skin Health. I will use this to segue into highlighting our "manager's favorite" for the New Year. Smart people often do very stupid things...for years I was a sun worshiper and a workaholic and not long ago I realized that the young woman looking back at me was beginning to look old. My new environment has highly sensitized me to the role of skin in personal beauty as well as in our day-to-day lives. When I first arrived my skin was very dry, dull, tired-looking and pigmented from so much tanning. I am a make up maven but the thought of having to trial & error a product that would improve my skin texture and skin tone and not just give me a great window dressing was at best, mentally painful.

I was introduced to **Revaléskin's Intensive Recovery Treatment (IRT) and Replenishing Eye Therapy** and have been using it daily for the last few months. All I can say is - OMG! My skin is more supple, vibrant and soft. It glows, has evened out and is youthful looking again. The help of Revaléskin products that stimulate skin fitness with the powerful natural antioxidant, CoffeeBerry (fruit) has restored me through beautiful skin and I feel pretty again. Thank you Revaléskin!

Sincerely,

Julie Bouziotis



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