



## DR. BENJAMIN LAM

848 TOWN CENTER DRIVE • LANGHORNE, PENNSYLVANIA 19047

DRBENJAMINLAM.COM  
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# YOUR BEST SKIN ... NO SURGERY!

Dr. Benjamin Lam is a board-certified plastic surgeon who has been in private practice for 20 years in Bucks County. He has brought his expertise both in surgical and nonsurgical modalities to help his patients achieve a natural, rejuvenated look. One of the biggest questions from his patients during the initial consultation is about skin care. Dr. Lam has developed a stepwise strategy in helping his patients achieve healthy and beautiful-looking skin.

**If someone were naïve to skin care, where is a good place to start?**

For many of my patients who are using over-the-counter products, the first thing I would recommend is switching over to medical-grade skin products. The reason is simple: medical-grade

products have scientific research behind their claims. They are made exactly at the composition that has been proven to be the most efficacious. My usual statement to the patient is "If you're going to spend money on products anyway, why not get the most bang for your buck?" We currently carry 3 lines of products: SkinMedica, Obagi, and Senté—each with its own special features to offer. A good way to start is to come in for a complimentary skin consultation. One of our licensed medical aestheticians will help you develop a regimen that is the most beneficial and specific for you.

**What's the next step after starting a good skin care regimen?**

Getting a regular facial is a very important step after getting started on the skin care products. We live in a "dirty" world where, periodically, we need

to get rid of what has collected on our skin—whether it's makeup or just being exposed to a dirty work environment every day. I would recommend a medical-grade facial such as HydraFacialMD rather than the ordinary facials offered at the day spas. Because of its special "vortex" technology, HydraFacial MD can extract impurities and also infuse moisture back into the skin. Other products such as a dermal builder can also be added to the treatment to promote collagen formation under the skin. Collagen is the main ingredient that makes skin strong, elastic, and youthful looking.

**How much time does it usually take before a patient can notice visible changes to her skin?**

Each skin cycle takes about 6 weeks for normal turnover. Our patients routinely see visible results after 2 skin cycles.

**What's next?**

After a solid foundation has been achieved,

we can ratchet up the aggressiveness of the treatments. This involves promoting new collagen deposition under the skin. There are 2 very effective modalities out on the market today for this: Microneedling and Ultherapy.

**Needling? That sounds painful! And is Ultherapy a laser?**

Both procedures are routinely done in the office setting and are typically very tolerable, with just some minor discomfort. Ultherapy is theoretically not a "laser". It's ultrasonic energy. But lay people use the term "laser" in a generic sense ... anything that's not invasive or surgery.

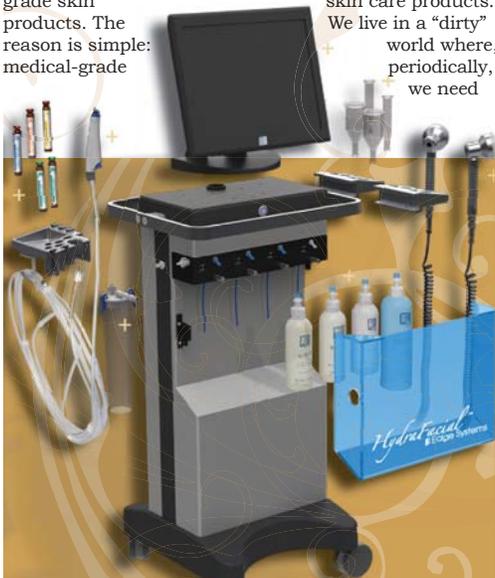
**What are these procedures?**

Microneedling, as the term suggests, is treating the skin with a collection of very fine needles that oscillate back and forth within the handpiece of the device. This causes a "calculated" injury in the skin. The body

recognizes this and will automatically try to heal itself by depositing fresh collagen in the injured areas. Ultherapy works in much the same way except, instead of a mechanical injury, it uses dual phasic ultrasound to cause the same type of reaction underneath the skin at 3 different depths—4mm, 3.5mm, and 1.5mm—depending on the thickness of the skin in the treated area. This, again, will promote additional collagen at the different layers underneath the skin. The result is stronger, more youthful-looking skin with a lifting effect. Because of the promotion of collagen, fine lines and wrinkles are improved as well.

**Wow, that sounds great! How long before I can see results from this? And how long do the results last?**

The bottleneck of these procedures is how fast the patient's body responds to the stimulated tissue. How fast one lays down the new collagen is multifaceted. It depends on the patient's



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age, health, and lifestyle, but it typically takes around 10 to 12 weeks to fully see the benefits from these treatments. Utherapy results have been clinically tested to last about two years.

**Suppose I still have some imperfections in my skin after this. Is there anything else that I can do to improve my skin?**

Absolutely! At this stage, we offer a state-of-the-art technology called the Ellipse selective band technology to complete the picture.

**That sounds fancy. What is it?**

The Ellipse technology was developed to address different medical concerns on the face. These include telangiectasias (small visible blood vessels), melasma, or uneven pigmentation (dark spots). Every laser treatment has a specific target. The selective wave-band technology filters out the wavelengths that are not necessary and treats the area with precisely what's needed (specific wavelength) to eliminate the unwanted appearance.

**This sounds terrific. Can this technology be applied to other parts of the body?**

It certainly can. In fact, one of the most popular treatments I do in my office is permanent hair removal with this device. It works extremely well.

**I know so many people who are tired of waxing or painful electrolysis. Is laser hair removal a permanent solution?**

It does require on the average 4-5 treatments, but, yes, this is a permanent result. The reason for the multiple treatments is that hair growth occurs in 3 phases. Only in one of these phases is the hair shaft connected to the follicle (where the hair growth originates). At any given time, our hair is in different cycles, and that's why we have to repeat this treatment at 4-week intervals in order to assure that "all" of the hair in the area is effectively treated.

**This all sounds like a great plan. How do I get started?**

It's very easy. Simply make an appointment and come in for a complimentary consultation. At that time, I will meet with you and discuss a plan that's tailored to your needs and concerns. I am very excited to be able to offer my patients state-of-the-art treatments that are nonsurgical with little or no down time.

**That's a good point. You still do surgeries, right?**

Of course. In fact, I often say to my patients: "If you have a concern that requires surgical correction, then surgery is still 'king.'" There is no substitute for this. I'd like to emphasize to my patients that skin care is a lifelong endeavor. The best time to start is when your skin hasn't yet shown the effects of the sun or gravity. This way, the treatments will perform optimally, with prevention and maintenance as the goals.

*imagine a better you*

### THE RESULTS OF ELLIPSE



Facial Veins After 3 Treatments

### THE RESULTS OF MICRONEEDLING



### THE RESULTS OF ULTHERAPY



Before

After 90 Days

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