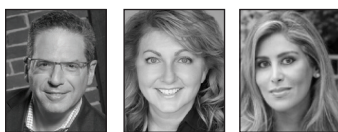


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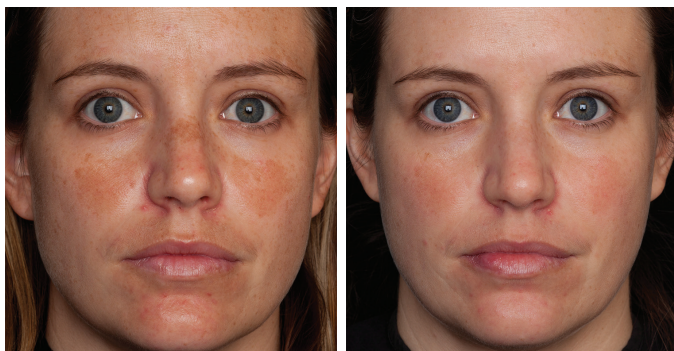
PEELING BACK THE YEARS: INCORPORATING THE MARINI PEEL SYSTEM INTO YOUR PRACTICE



With **Brian Biesman MD**; **Tammy Holton, RN**
Nashville Centre for Laser and Facial Surgery
Elizabeth Bahar Houshmand, MD
Board Certified Dermatologist, Dallas, TX

Minimally invasive cosmetic procedures can offer patients significant benefits without excessive downtime. As a result, such procedures have become increasingly popular. In fact, chemical peels consistently rank in the top five most-requested non-invasive cosmetic procedures. Peel procedure volume grew 25% from 2014 to 2015, with over 603,305 peels performed in 2015 (up from 484,853), according to the American Society for Aesthetic Plastic Surgery.¹

Chemical peels stand the test of time because they provide clear benefits with minimal downtime. Available in different strengths, today's peels can address uneven skin tone, photodamage, hyperpigmentation, fine lines, scarring and lackluster complexion.



Baseline (left) and 15 weeks after Marini Peel System: Transform Peel, Skin Care Management System and Age Intervention Retinol Plus

"Our results were comparable or superior to what I have seen following many laser procedures."

—*Brian Biesman, MD*

INTRODUCING THE JAN MARINI PEEL SYSTEM

The Marini Peel System is an in-office, two-step peel that is available in three formulations: the Clarify Peel, which works best for acne, acne scarring and darker skin types; the Transform Peel, which is the most aggressive and addresses pigmentation, more significant sun damage and overall skin rejuvenation, and the Refine Peel which is best suited for overall skin rejuvenation with minimal downtime and healing.

Step one comprises a research-backed, multi-acid combination to exfoliate the skin, and step two, applied after the peel, is a leave-on Retinol Activator that contains 1% Retinol, anti-aging peptides, and antioxidants to augment the healing process.

TRANSFORM PEEL CASE STUDY

Brian Biesman, MD and Tammy Holton, RN of the Nashville Centre for Laser and Facial Surgery in Nashville, TN evaluated the efficacy of the Transform Marini Peel System with homecare for the treatment of the visible signs of aging, including hyperpigmentation, fine lines, wrinkles, texture and overall skin quality. Active ingredients in the Transform peel include lactic acid, salicylic acid and resorcinol, followed by the Retinol activator.

The 15-week study consisted of 10 total subjects; nine with significant sun damage/pigmentation issues and one with acne and textural changes. Home care products (Skin Care Management System and Retinol Plus or Retinol Plus MD, based on prior retinoid experience) were started three weeks prior

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to peel application and used for the duration of the study. The Transform Peel was performed as a three-peel series on a four-week interval. Marini BioShield and sunscreen were used exclusively during the immediate recovery period. Photographs were taken at baseline and 15 weeks (one month post final peel).

Visible improvement was seen in 100 percent of study subjects. This included positive changes in pigmentation, sun damage, texture, wrinkles and laxity. Researchers noted extremely high patient satisfaction, as well. What's more, the products were well tolerated by study subjects with no reported adverse events.

"Our results were comparable or superior to what I have seen following many laser procedures," Dr. Biesman says. "If the before-and-after photographs were not taken by our photographer, I would not have believed them. The results were that outstanding."

Most patients begin peeling about 36 hours after they leave the office, and this continues for three to five days, Ms. Holton adds. "The Transform Peel really does target brown pigment, dyschromia and sun damage, peeling it off for a more even skin tone." Most patients will start to see results after the first peel, she says.

"The Transform peel has proven to be a highly profitable adjunct to practice," Dr. Biesman adds. "The peels can be applied by office staff, and revenue is derived from both the service and the home care regimen." Word-of-mouth marketing has been a strong referral source. "Many of the study subjects' friends and colleagues are contacting the office asking for the same treatment," Ms. Holton says. "I also get a lot of repeat customers."

OTHER INDICATIONS

A study conducted by Elizabeth Houshmand, MD, a dermatologist in Dallas, evaluated the peel's effect as part of a complete hand makeover including Marini Luminate Hand Cream, a peer-review published skincare solution shown to reduce the appearance of discoloration, fine lines and uneven texture on the hands,² the Marini Peel System: Transform Peel and Radiesse (registered) injections. The study included 15 females aged 30 to 65 who were candidates for a complete hand makeover. Of these participants, nine of 10 were bothered by the look of their hands and 98 percent said they felt their hands looked much older than their face.

Marini Luminate Hand Cream was used twice daily for the duration of the study. Subjects received injections at baseline and peels at 3, 7 and 11 weeks with final assessments at 15 weeks.

By the end of the study, participants felt that their hands looked better or equivalent to their face, the study showed

The peel is fairly simple to apply, Dr. Houshmand says.



Photo Courtesy of Jan Marini Skin Research

Baseline (left) and 16 weeks after Marini Peel System: Marini Peel System: Transform Peel and Marini Luminate Hand Cream

"Aggressive skin preparation is essential and may require two to three layers of peel...The peel was safe," she says. "Some study participants experienced transient dryness and peeling, but there were no serious or unexpected adverse events."

Patient selection and expectations are key. Ideal candidates are concerned about the look of their hands, but don't want the downtime of laser skin rejuvenation or intense pulse light treatments. "Younger patients in their early 40s who have a lot of photodamage will get good results without an invasive procedure," she says. Male patients are increasingly seeking the peel for their hands. "Hands also give away age in men, and they need to remain competitive in the work force," she says. Dr. Houshmand also uses peel for décolletage, arms, and the lower legs. Patients must use photoprotection regularly to maintain results.

CONCLUSION

Integrating the Jan Marini Peel Systems into a practice's menu of services both on and off the face is a win-win. New and existing patients are highly satisfied with results as well as the lack of downtime traditionally associated with these procedures. In addition, chemical peels are a great source of revenue, especially when both the homecare products and the services are integrated into a single complete solution. Chemical peels are increasingly palatable for patients seeking rejuvenation without the expense or time for more invasive procedures. Options for customization maximize patient outcomes and profitability. ■

1. ASAPS. 2015 Procedural Statistics. Available at: <http://www.surgery.org/media/statistics>

2. Schlessinger J, Saxena A, Mohr S. Split-Face Comparison of an Advanced Non-Hydroquinone Lightening Solution to 4% Hydroquinone. *J Drugs Dermatol*. 2016;15(12):1571-1577