

S E L E R S K N

A E S T H E T I C I N S T I T U T E

Module 6

Assessment of the Face for Fillers

After completing this module, you will be able to:

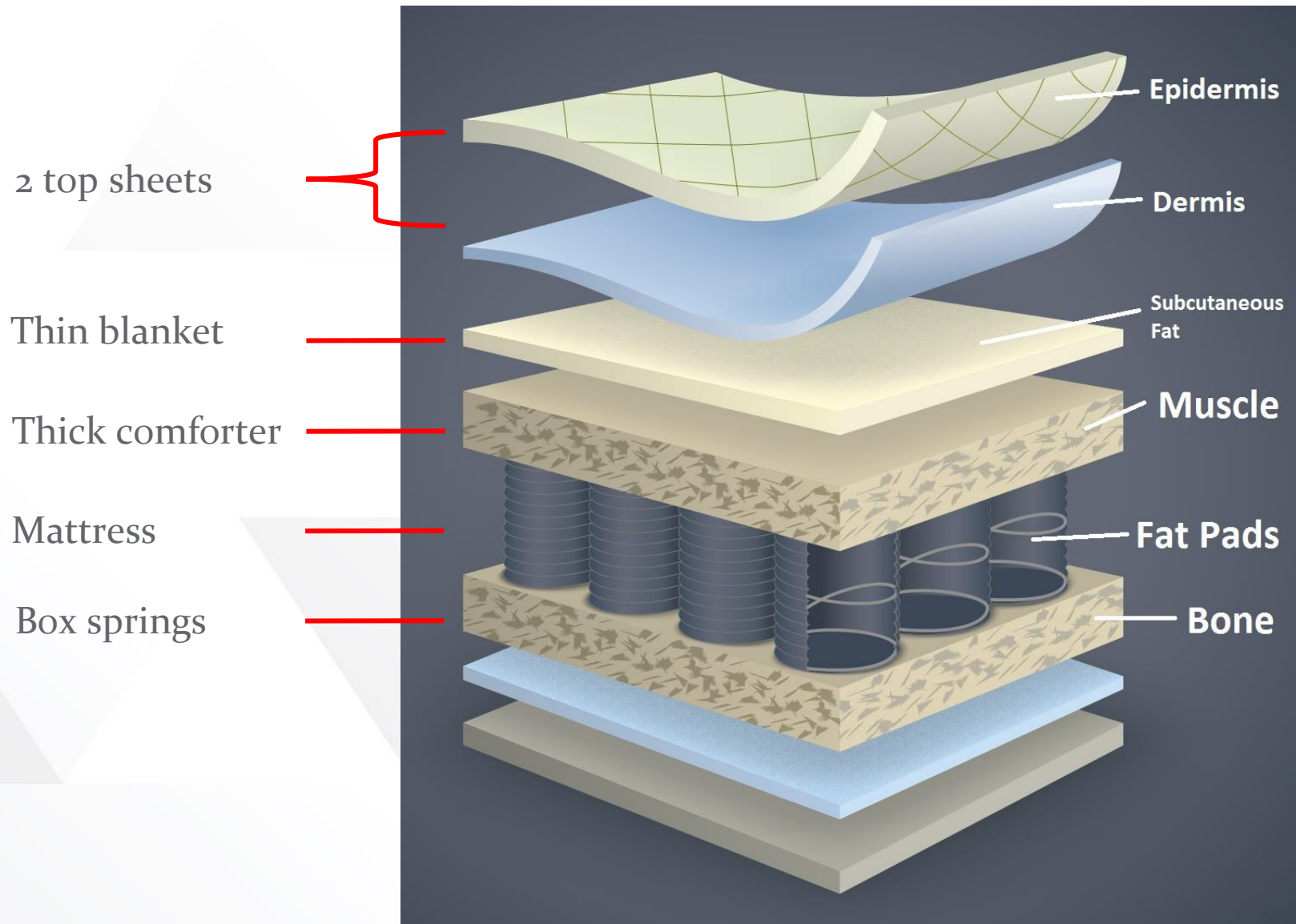
- Assess patient concerns, determine cause of underlying issue and determine if filler is the answer
- Determine where the problem is coming from and where they need volume to restore youthful look to face
- Get patient to show you what they want during physical assessment at rest and at flex
- Understand how treating one area affects other areas for better or worse
- Show patient what you are able to achieve through having them hold a mirror
- Determine how little filler you need to make a patient happy with outcomes

My Process

CCAPP

- Concern
- Cause
- Assessment
- Plan
- Possibilities

The Mattress Example



Questions to Ask

- What concerns you?
 - What would you like to improve?
- Determine cause of concern
 - Address the chief concern by treating where it originated
- Make the patient feel less vulnerable
 - Compliment them
- Remember CCAPP

Show Me Your Concern



Proper Patient Education

- Know when to refer or recommend other treatments if a greater result is desired
- Patients appreciate honesty and education on all options to make an informed decision
- Know when not to treat if you determine that you can't make the patient happy
 - Patient wants more than what you can provide
- Beware of Body Dysmorphia

Know when to delay treatment

- Active with major fluctuation in facial volume like a competitive weight lifter
- Weight change
- Allergies
- Active medical problems or inflammatory conditions
- Other procedures and what order
 - Laser before filler
 - Neurotoxin before filler

Dynamic versus Static Lines

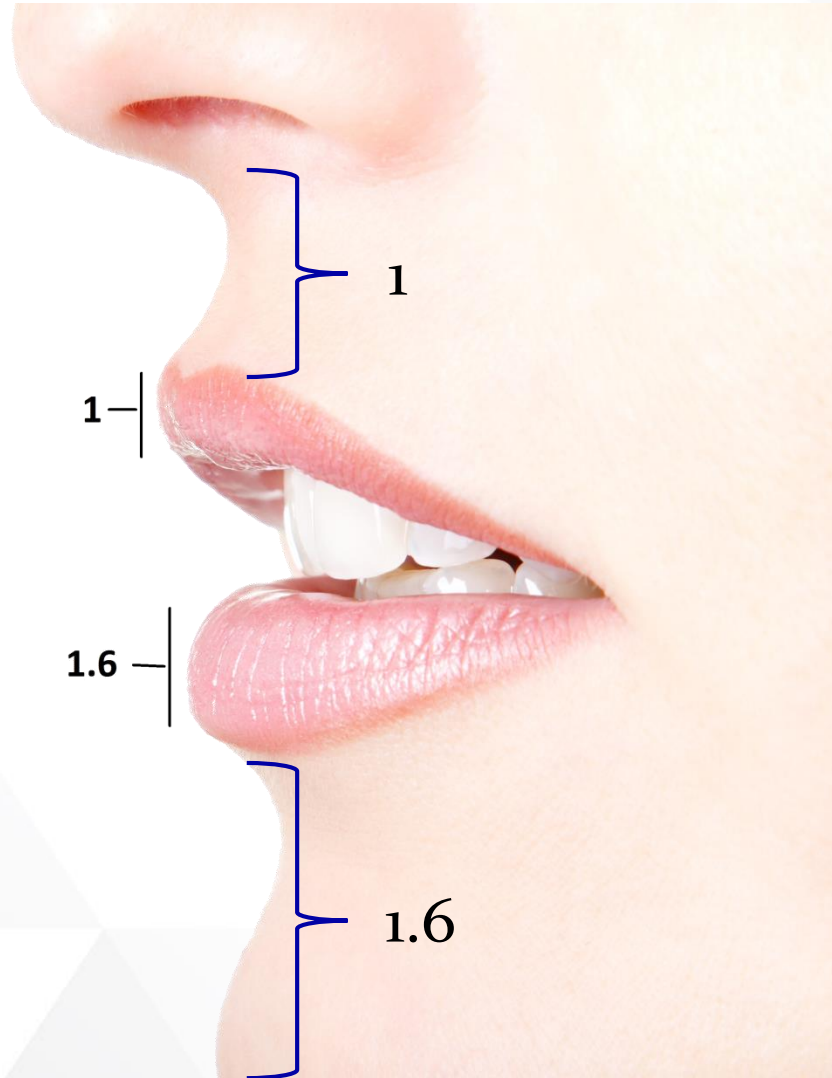


Dynamic lines in a patient
(Forehead and Glabella)



Static lines in a patient
(Nasolabial folds)

Eline and Phi Proportions



Phi proportions

Realistic Expectations



Present

Future



Surgical Candidate

- Correct treatment can prevent future concerns
- Set realistic goals for the patient
- Educate the patient about their own anatomy

- Be honest with patient about what treatment is best for them

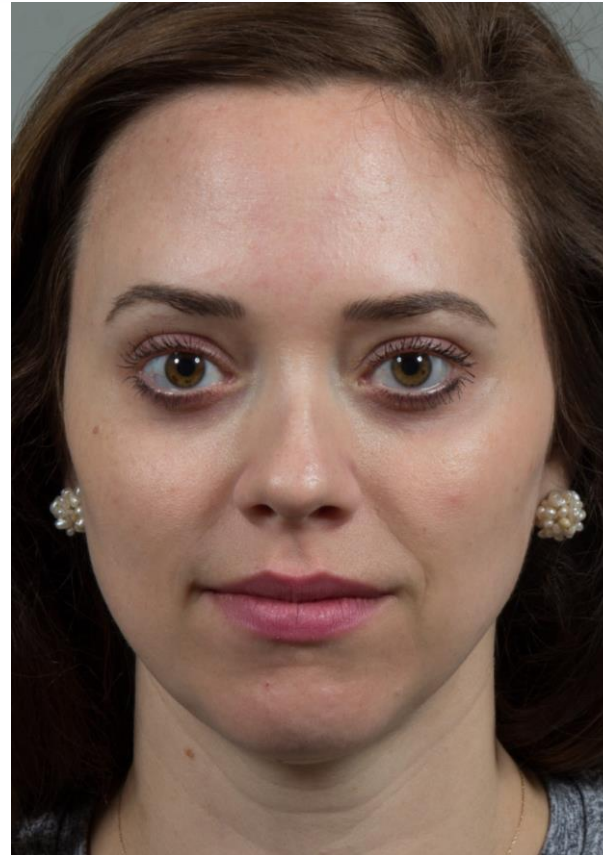
Difference in Gender and Ethnicities

Understand difference:

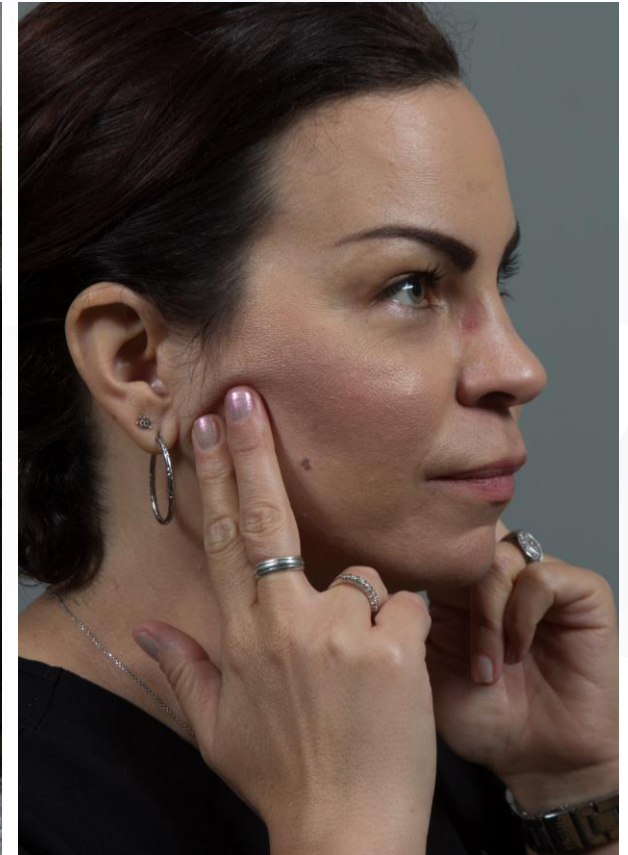
- Male vs. Female
 - Can provide masculinity without feminizing the face in a male
- Different ethnicities
 - Dr. Marquardt
 - www.beautyanalysis.com

Recommend Filler Early

- Be proactive about recommending filler
- Don't wait for the patient to let it be a concern
- Younger patient
 - Typically handle more volume
 - Achieve lifting in the lower face with minimal filler in cheeks

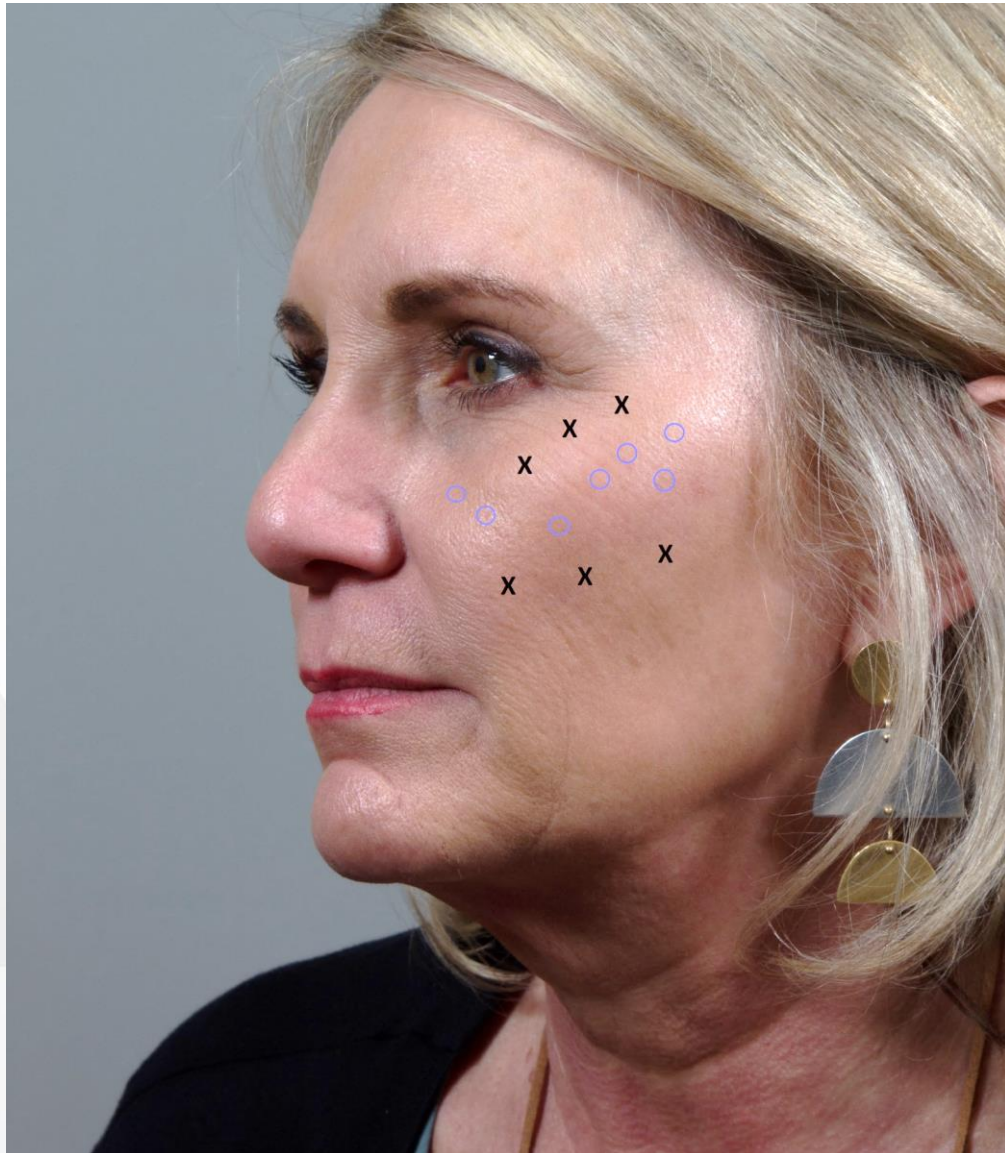


Preventative Patient



Patient can handle volume

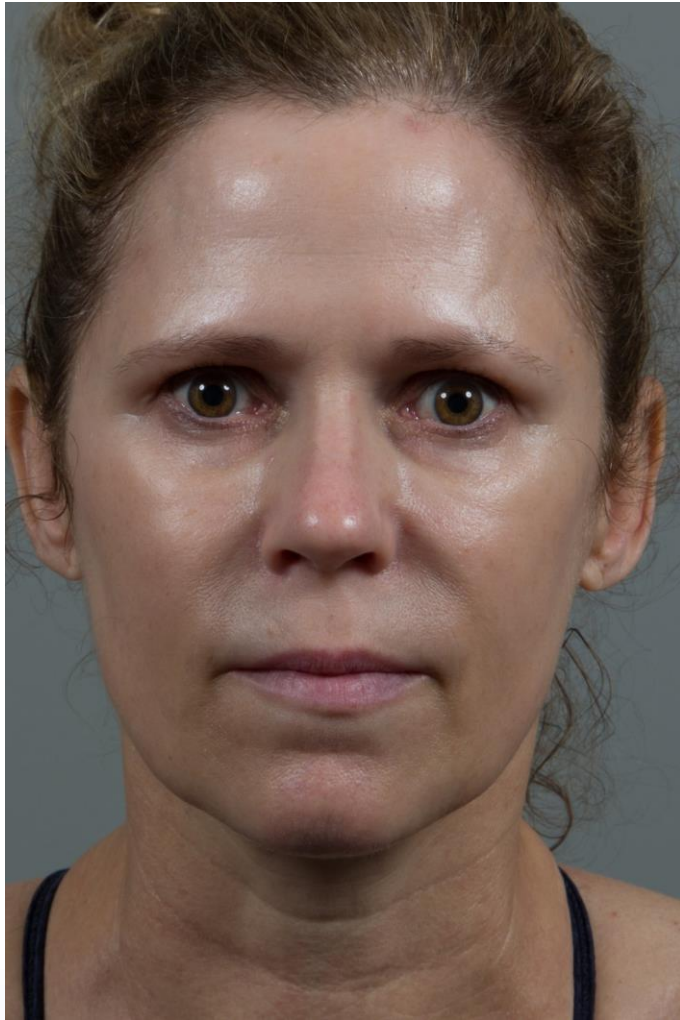
Placement is Key



*Know your placement
and angle!*

- O – where to inject
- X – not to inject

Treating Multiple Areas



Candidate for treatment in Cheeks and Folds

*Do not be a line chaser
and wrinkle filler*

Know your Fillers

	Juvederm	Voluma	Vollure	Volbella
HA []	17.5 mg/me	20 mg/me	17.5 mg/me	15 mg/me
Water Affinity	XXX	X	X	X
G' (Firmness)	XX	XXXX	XXX	XX
Cohesivity	XXXX	XX	X	X

How much filler?

- Always start conservative – you can always add more
- Prepare patient for the possibility of more filler (price quote)
- Don't under do it
 - Patient will not be satisfied, and most likely will not return for more
- Do not talk cost per syringe

Schedule a Follow up 4 to 6 Weeks After Treatment



Both Patients are before filler, 5 days out, and 30 days out



When to Re-Inject



- Asymmetry can be due to swelling
- Inform the patient to wait 4 to 6 weeks before re-injecting
- Confirm staff knows when to schedule a follow up patient

Areas to Avoid

Dangerous Zones for Filler:

- Corners of the eye
- Alar Crease
- Bridge of the nose



Avoid vascular occlusion and resulting tissue necrosis

- Aspirate
- Small amounts of filler
- Education of patient
- Don't want to see blanching
- Nitro paste and Vitrase on hand
- Vessel viewer like the Accuvein

Patient For Life vs. Practice Hopper

Patient for life

- Spend ample time with them especially during initial consult
- CCAPP and set up comprehensive plan
- Concierge practice
 - Do all the little things (see my podcast) that really make a difference
- Provide great, safe results

Practice Hopper

- Patient who isn't serious or just a discount shopper
- One whom you have not done a good job of solidifying their experience

Recognize and treat problems

- Educate patient how long a Filler will last
- Always have Vitrase and Nitropaste
- Know what can happen
- Be careful when injecting a patient who has had treatments elsewhere
- Don't just be another injector
- Follow the CCAPP and have long-term happy patients

This ends Didactic Lecture for Module 6