

What if I Need More Than Just a Little Botox?

By Dr. William Carter

I can't tell you how often a potential client/patient will come in saying something like this: "Dr. Carter, I've been hearing from people that I always look tired. Is there something you can do to help me out?" Almost always the answer is a qualified "Yes."

Why is the yes qualified? Qualification is needed because the answer depends upon EVERYTHING. How much time until maximum improvement, budget, level of discomfort, amount of downtime involved, amount of skin pigment present, whether or not there has been recent sun exposure, and even whether or not needles would be involved are all considerations that need to be taken into account.

To be frank, if the person in question would like something beyond a glabellar botulinum, a toxin treatment (usually \$175-300), the cost of an outpatient facial makeover can rapidly become expensive!

ENTER THE FACIAL "PACKAGE." This may be the answer for the person whose face needs a little bit of this, and a little bit of that. I'm not talking about the slight discount that people may receive when they get Botox and filler at the same visit. Many of us practitioners have been doing this already for years. No, I'm talking about having 50-75 units of Botox (125-190 units of Dysport), 3-4 syringes of any combination of fillers, and a 532/1064-laser treatment (or IPL, or fractionated CO2 laser treatment) for \$1,000-2,000 off! Yes, I'm talking about a true TRANSFORMATION! Think of it... virtually a 5-7 year younger face in an hour and a half! And at a discount!

Once a person has undergone such a dramatic

improvement, regular, and much less costly maintenance treatments could sustain the improvement for years into the future.

Of course, not everyone wants a dramatic and sudden change in his or her appearance. People don't age overnight, and for those of us who are more patient, improvements can be made slowly as well. It is a matter of personal taste and preference. Not everyone is targeting a transformation in time for the 25th reunion or his or her next every 10-year family get together. This is in large measure what I meant above by "it depends upon everything." The service can be tailored exactly to the needs of the patient.

Every person has a different set of circumstances. They all must be taken into account. The treatment options are myriad and dictate that each and every person be treated as their own unique case. One person may do best with Sculptra, another with Juvederm, whereas someone else needs both of these along with Botox, a fractionated CO2, and a little hair removal.

So many options, so many choices, so much possible expense. Wouldn't a facial "PACKAGE" be great? Who knows? Happily, consultations at many places are free. 🍷

- Dr. William A. Carter, M.D.



Since 1999 Dr. Carter has been extensively involved in all office-based things having to do with appearance optimization. He has performed over 35,000 Botox treatments and thousands of laser and filler procedures. He maintains active practices in Lancaster, Dauphin, and York counties.



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