

## VERTICAL™ RESTORE

FACIAL REJUVENATION

Our Ultimate Guide to Vertical Restore™ Facial Rejuvenation

AMIR KARAM, MD

DOUBLE BOARD CERTIFIED FACIAL PLASTIC SURGEON









## IF YOU WANT TO **LOOK AS YOUNG AS YOU FEEL**, VERTICAL RESTORE™ IS **FOR YOU**.

CLICK TO PLAY VIDEO & ALL INTERACTIVE LINKS FROM THIS PAGE FORWARD >







"I am very pleased with the Vertical Restore procedure. My fear was that I would look different after the surgery, but I look the same, just ten years younger. There was minor discomfort, as expected, but once the swelling went down, my down time was minimal. The best thing about this procedure is that I don't look like I have had work done."

—REALSELF REVIEW





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## A SPECIAL NOTE:

#### FROM AMIR KARAM, MD

#### A NEW ERA IN FACIAL REJUVENATION IS HERE...

It's an exciting time at Carmel Valley Facial Plastic Surgery. 12 years in the making, thousands of hours in the OR, and a consistent devotion to a very narrow set of surgical procedures has brought about the evolution of a completely unique approach to facial rejuvenation—one which quite literally takes a 90 degree turn on traditional facelift surgery—to yield far more superior and natural looking results.

This revolutionary approach and proprietary 4-in-1 procedure, *Vertical Restore Facial Rejuvenation*, is available no other place in the world—*only here at CVFPS*. However, it's beginning to attract the attention of patients from around the globe because of it's distinguishing differences: a balanced, full-face approach, no need for general anesthesia, less discomfort, shorter recovery time, and highly natural, long lasting results. Vertical Restore is for people who want to look as young as they feel, but who also want a safe and predictable outcome where they end up looking like a more youthful and refreshed version of themselves.

We've prepared this guide to give you as much knowledge as possible about the aging face and what sets **Vertical Restore Facial Rejuvenation** apart from other surgical alternatives. You'll learn about the surgery, what to expect, what's unique about myself and our world class staff, and hear from actual patients!

This guide is interactive. Anything that looks like a "link," likely is. Click away...especially to watch the inspiring patient journey videos and testimonials!

On behalf of myself and our team at *Carmel Valley Facial Plastic Surgery*, we are highly committed to helping you preserve and regain your youthful vitality through state-of-the-art, one-of-a-kind procedures, that deliver natural, noticeable, and lasting results. We hope you enjoy this guide, and look forward to having you come in for a visit to learn more.

Warmly,

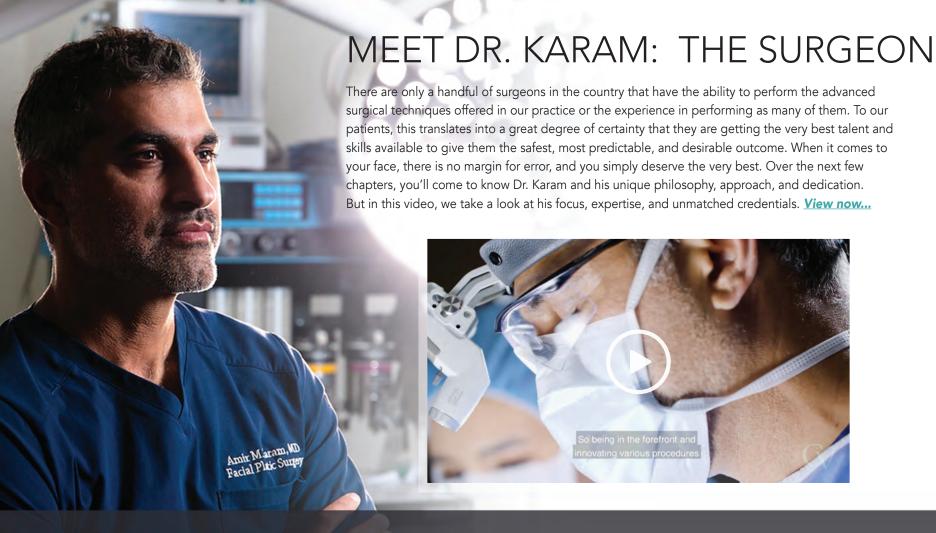
Dr. amir M. Karam

## GET READY TO BE "WOWED!"

**VERTICAL RESTORE FACIAL REJUVENATION - A LOOK AS SOME OF OUR 1,000 FACES!** 



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Meet the surgeon who's dedicated his entire career to helping you look and feel like your most youthful self...

SCHEDULE A CONSULTATION WITH DR. KARAM >

## DR. KARAM'S CREDENTIALS

#### **BOARD CERTIFICATION**

American Board of Facial Plastic & Reconstructive Surgery (a 15 year process) American Board of Otolaryngology - Head & Neck Surgery

#### **EDUCATION & TRAINING**

UCSD Undergraduate with highest academic distinctions Phi Beta Kappa Honor Society, and Summa Cum Laude (top 2% of class) with double majors in Biochemistry and Anthropology

UC Irvine School of Medicine, graduated top 10% of class with induction in the prestigious Alpha Omega Alpha Honor Society

Residency in Otolaryngology - Head & Neck Surgery, UC Irvine Medical Center

Prestigious Fellowship in Advanced Facial Plastic and Reconstructive Surgery, UC Irvine Medical Center

#### **AWARDS & HONORS**

Voted Best San Diego Cosmetic Surgeon, Facial Plastic Surgeon 10 consecutive years Aesthetic Everything, Best West Coast Facial Plastic Surgeon, 2018-2019 Top Doctor Award by highly prestigious peer-voted Castle and Connolly

#### **PUBLICATIONS & LEADERSHIP**

Author of over 30 peer-reviewed research articles

Author of over 50 surgical textbook chapters on facial plastic surgery

Presenter at more than 75 scientific national and international meetings

Author of "Rejuvenation of the Aging Face" - Published in 2015



OUR AWARDS OF DISTINCTION:









### A PERSONAL INVITATION...

#### LETS GET SOCIAL! CONNECT WITH US.

At the juncture of this new decade, we've made a concerted effort to provide our patients with more education and content on our social media channels than ever before, especially on Instagram and YouTube.

Join our nearly 100K+ followers and be part of our growing patient community on our most active platforms.

See journey videos & live treatments, get a glimpse into Dr. Karam's personal adventures, learn practice insights, and get the very latest news and patient results for surgical and non-surgical facial rejuvenation (including *Vertical Restore Facial Rejuvenation*)

If you haven't done so already, follow us now!









## CHAPTER 1: UNDERSTANDING FACIAL AGING

Facial aging starts in the late 30s and then progresses slowly through the 40s. By the late 40s and early 50s, it is in full swing and this is typically when people notice that their youth and beauty is slipping away (and along with it, a piece of their self-identity).

In today's day and age, most people are taking reasonable care of their health, fitness, and well-being. As they age, they "feel" more youthful and spirited than they actually "look" in the mirror. When this discord, or lack of alignment with body and spirit, is out of sync, people seek help to try and restore their youthful appearance in order to bring things back into balance.

If this describes the point you are at in your journey, you're in the right place. This guide will break things down for you, starting by describing the **three major things** that are happening to your aging face at this juncture and providing the details of how the Vertical Restore Facial Rejuvenation procedure works to solve each one of them with far superior long term results.

Here are the three major things that are contributing to the discordance you feel when you look in the mirror...

## CHANGES IN THE SKIN'S SURFACE & VOLUME LOSS



### **AGING SKIN**

As we age, the body's largest and most sensitive organ changes significantly. Our skin begins to thin, loses elasticity, begins to wrinkle, and becomes discolored as a result of genetics, time, and environmental factors such as sun exposure and smoking.



## **VOLUME LOSS**

During youth, our faces have a soft fullness that relates to the thickness of the fat layer under our skin. As we age, we lose the look of that soft fullness as facial fat begins to diminish throughout the face. The result leaves one looking tired, deflated, and hollow.

AND MOST IMPORTANTLY...

Next >



# SAGGING SKIN THAT RESULTS IN CHANGES TO FACIAL SHAPE

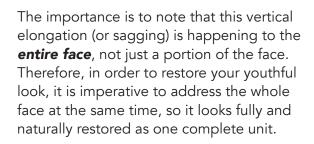


### **FACIAL SAGGING**

The biggest, and most impactful change that happens to the face during the aging process is SAGGING. Sagging causes the shape of the face to change, starting from the top...down...in a vertical direction.



As we age, our overall face shape changes from an *inverted triangle*, to more of an *elongated rectangle*. Under the skin, the fascia elongates and descends (similar to the analogy of how pizza dough elongates when held up, due to gravity.)

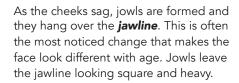




The *upper face* starts to sag around the temple and outer eyes. This leaves the eyes looking heavy and crowded in the corner.

The *midface* starts to sag toward the nose. This leaves the cheek deflated, as the cheek fat pad no longer sits on the cheek bone, and instead pushes down toward the nose, making the nasolabial folds heavier.

The *upper lip* sags and actually lengthen as we age (In our youth, they measure 13-15 mm compared to 20-22 mm later in life). This can leave the lips looking thinner, flaccid, and down-turned.



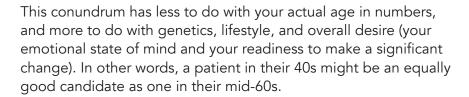
The **neck** muscle is attached to the facial fascia, so as it descends, banding and sagging takes place in the neck as well. In addition, the fat pads under the neck increase, creating heaviness and fullness.





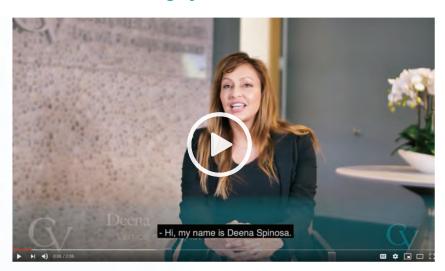
## ARE YOU READY FOR FACIAL SURGERY? OUR MIRROR & MENTAL READINESS TEST...

Have a look in the mirror. Do you notice your facial shape elongating? Have you noticed that your jawline, neck, midface, and brow have all started to descend downward? These are the telltale signs of facial aging, and you can't miss it when it happens, because you no longer look like yourself. This phenomenon is usually accompanied by a disconnect in how youthful you *feel* and how aged you *look*. It can have a dramatic impact on your overall confidence and state of well-being.



If this describes "You," then we have written this guide to help you navigate surgical facial rejuvenation, and learn more about the differences between Vertical Restore and traditional Facelift Surgery.





Our patient, Deena, talks about looking in the mirror after her Vertical Restore Procedure.

## CHAPTER 2: PREPARING FOR YOUR CONSULT

**PART 1: Surgery & Treatment Options** 

**PART 2: Finding the Right Surgeon** 

**PART 3: Finding the Right Practice "Fit"** 



### THE DIFFERENCE: VERTICAL RESTORE VS. TRADITIONAL FACELIFT

Patients often ask, "What is the difference between Dr. Karam's Vertical Restore Facial Rejuvenation procedure vs. "traditional" facelift surgery?" Our answer includes six major points of distinction between the two that make a major difference in your results.

#### 1) COMPREHENSIVE 4-IN-ONE SURGERY

Traditional facelifts address the jawline only. Treatment of the jawline only can leave the overall face looking "partially" treated, which ultimately leaves the face looking odd. Vertical Restore is a 4-in-one procedure that addresses:

-Temples

-Outer brows

-Midface

-Jawline & neck

When you bring everything back to where it originally came from in all four areas, it looks much more natural. This comprehensiveness is the key to a balanced result.

#### 2) "UP" VS. "SIDEWAYS

Facelifts generally "pull" the face sideways or towards the ear. This can make the face look stretched and unnatural. Vertical Restore lifts the soft tissue of the face upwards on a vertical vector, back to its original position. By lifting vertically, the results leave you looking naturally youthful vs. "pulled and tight."

"I chose Dr. Karam after seeing the results of one of his patients one-month post-surgery. I was so impressed with the natural looking results that I made my decision immediately. Dr. Karam's patient told me that most surgeons just pull the skin taut to the sides of the face resulting in an unnatural pulled look, but Dr. Karam has innovative procedures that give natural looking results." —IPESTY, REALSELF





### THE DIFFERENCE:

#### VERTICAL RESTORE VS. TRADITIONAL FACELIFT < Continued from page 14

#### 3) A DEEP PLANE APPROACH

To address the jawline and midface, Dr. Karam employs a very advanced "deep plane" approach. Deep plane facial surgery releases the ligaments that hold the face in its aged position. This release is key, because without it, only limited repositioning can occur; and with it, there is far less bleeding, quicker healing time, and much more durability in the final outcome. Results not only last longer (up to 15 years), but restore the position of the midface, diminish nasolabial folds, smooth the jawline, and lift the neck.

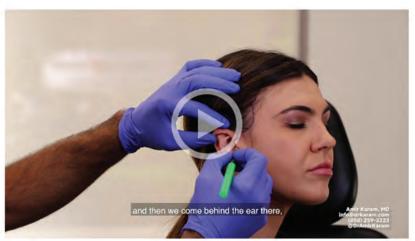
#### 4) ADDRESSES THE "NECK"

The neck should **always** be included as part of the facial aging equation. It can be one of the most bothersome areas for patients. Typical facelifts do not address the neck because of their sideways pull. As part of the Vertical Restore procedure, the neck muscle is addressed in 3 different vectors and deep neck tissue is anchored to make room for a youthful and beautiful contour. This is a very advanced and aggressive technique that produces extremely natural results, and can last 10+ years.

#### 5) ADDRESSES THE "OUTER BROW"

During the Vertical Restore procedure, Dr. Karam employs a very minimally invasive approach to reposition the tail of the brow back to its original position. In women, this is just above the orbital rim and in men it is at the orbital rim. This procedure never looks extreme and the result always looks natural and refreshed.

#### 6) VIRTUALLY UNDETECTABLE INCISION LINES



Read Dr. Karam's story about Vertical Restore published on Medium...







### THE DIFFERENCE:

#### VERTICAL RESTORE™ VS. VERTICAL PREVENT™

Oftentimes, younger patients in their 40's may experience early signs of facial aging such as loose, sagging skin around the eyes and midface. They may also notice they are no longer getting the results they desire from fillers and other non-surgical interventions. In these cases, Dr. Karam will often recommend a **Vertical Prevent** procedure instead of Vertical Restore. Vertical Prevent can often be the proactive choice to nip facial aging in the bud and extend the need for a more comprehensive procedure like Vertical Restore by as much as a decade.

Vertical Prevent utilizes the same foundational elements and 12 years of innovation that have gone into developing Vertical Restore, but eliminates the deep plane portion of the neck lift surgery. It is much more than a "mini-facelift." Results address the entire face as a whole, restoring a natural, harmonious, youthful look. Just like Vertical Restore, this procedure addresses the underlying facial structure, restoring it to the original, youthful position it had before aging took its toll. The results look just as remarkably natural—fresh, young, and like you—not pulled, stretched, or unnatural, like a traditional or mini facelift.

Without deep neck surgery, the overall cost of Vertical Prevent is less, and it has a slightly shorter recovery time. During your consult, Dr. Karam will evaluate the degree of natural aging you are experiencing and will recommend the best course of action.



View Mel's Story. She was 42 when she had her

Vertical Prevent procedure and the results are AMAZING!

Are you a better candidate for Dr. Karam's Vertical Restore or Vertical Prevent procedure? Schedule a consult to learn more:

SCHEDULE A CONSULTATION WITH DR. KARAM >





## AN OVERVIEW OF BALANCED FACIAL REJUVENATION

Dr. Karam takes a balanced, synergistic approach to facial rejuvenation, because the entire face ages **together**. No one part is isolated from the aging process. Therefore, any intervention should consider the face as a "**whole**." Improving just one issue (i.e. sagging skin) without also improving others (i.e. volume loss, texture) can yield an "unfinished, unnatural looking" outcome. Dr. Karam likes to equate this to remodeling a kitchen. In a dated kitchen you wouldn't just replace the cabinets, leaving the flooring, lighting, and appliances as is. You would likely give the entire kitchen an updated look. It's much the same in facial rejuvenation, and you can see this additive benefit to a "complete" approach in the B&A to the right. **The results are exponential and "big time!"** 

This is why Dr. Karam has spent so much time developing specialized techniques to treat all the areas of the aging face **together**—to create a harmonious, seamless outcome which considers: sagging skin, volume, proportion, tone, texture, and more.

During your consultation, Dr. Karam will give you his recommendation for a *comprehensive and balanced approach* to give you the results you desire.







After upper/lower Eyelid Surgery



After Vertical Restore and Fat Transfer

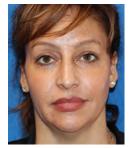
A combination of the following procedures may be recommended to achieve overall balance for your facial rejuvenation surgery. You'll learn more about each on the following pages:

- VERTICAL RESTORE or VERTICAL PREVENT
- **UPPER/LOWER EYELID SURGERY**
- SKIN PINCH
- FAT TRANSFER
- LATERAL BROW LIFT
- <u>LIP LIFT</u>
- LASER RESURFACING
- PIGMENTATION IMPROVEMENT
- COLLAGEN GROWTH/BOOST

realself.
View more verified
reviews of Dr. Karam >

### A DETAILED LOOK:

#### COMPONENTS OF BALANCED FACIAL REJUVENATION





**BEFORE** 

AFTER

#### VERTICAL RESTORE/PREVENT

Depending on the degree of advancement you are experiencing in facial aging, Dr. Karam will likely select VR or VP as the foundation for your rejuvenation journey. Both address vertically repositioning sagging, descending skin from the top of the temple down to the neck, including the outer eyebrows, midface, and jawline. Vertical Restore adds a deep plane approach to the neck to address the signs of more advanced facial aging.

**LEARN MORE** 









**AFTER** 

#### **UPPER/LOWER EYELID SURGERY**

Almost every VP/VR surgery is accompanied by eyelid surgery, because aging causes a combination of changes that result in excess skin of the upper/lower eyelids, puffiness or bags under the eyes, as well as volume loss which can create dark hollows. Upper/lower eye rejuvenation surgery can make the eyes sparkle and look refreshed and alive.

**LEARN MORE** 







**AFTER** 

#### **SKIN PINCH**

The lower eyelid skin pinch is a unique and versatile procedure that removes the excess lower eyelid skin without removing muscle or fat. The removal of the skin allows the underlying muscle to move upward during closure, which improves the contour, firmness and transition between the eyelid and cheek and tightens the lower eyelid skin.

**LEARN MORE** 

## A DETAILED LOOK: < Continued from page 18

#### COMPONENTS OF BALANCED FACIAL REJUVENATION





BEFORE

**AFTER** 

#### **FAT TRANSFER**

With time, our face loses fat and volume around the eyes and midface. This makes us look tired, older, and less healthy. Fat transfer can be used to restore youthful contours and shape by eliminating hollows and depressions. Dr. Karam's fat grafting technique is different than most, with a delicacy almost equated to a "snowflake" dusting. Results around the eyes and midface look extremely natural as a result.

**LEARN MORE** 







**AFTER** 

#### LATERAL BROW LIFT

During a lateral brow lift, Dr. Karam uses a specialized technique to lift only the outer 1/3 of the brow to give you a more refreshed and revitalized look. The outcome never looks "Spock-ish," exaggerated, or surprised. Results eliminate the hooded, tired look that are the hallmarks of a sagging brow.







BEFORE

**AFTER** 

#### LIP LIFT

Did you know that with age, the upper lip elongates? Youthful lips typically measure 13mm. As we get older, the upper lip can elongate to more than 20mm—creating a downturned look, covering the teeth and showing more white than red. Dr. Karam's signature lip lift surgical procedure returns the lip to its optimal length for beautiful, natural, and more youthful looking results.

**LEARN MORE** 

**LEARN MORE** 

## A DETAILED LOOK: < Continued from page 19

#### ACCENTUATING BALANCED FACIAL REJUVENATION: DON'T FORGET THE SKIN!



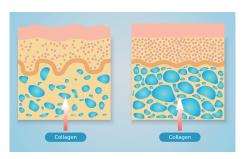
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#### SKIN RESURFACING

We use advanced laser treatments and chemical peels to resurface the skin on the face, neck, and hands. After treatment, the top layer of skin is exfoliated and eventually peels off. The new, regenerated skin is smoother and less wrinkled than the old skin. Our highly trained aesthetic staff can choose from a wide variety of treatments based on your needs and desired downtime.

**AFTFR** 

#### **PIGMENT IMPROVEMENT**

We use Broadband Light treatments (BBL) to address a number of skin discolorations and concerns that can be brought about by sun damage, skin conditions (such as rosacea), and the natural aging process. BBL treatments require no downtime and are a vital part of keeping the color and tone of your skin glowing and youthful through the ages.

#### **COLLAGEN GROWTH**

An ongoing part of any facial antiaging strategy includes boosting collagen production. As we age, collagen production slows dramatically. Treatments such as microneedling (with and without PRP collagen induction therapy), as well as some of our mid-level peels, promote new collagen growth, which can stave off the progression of natural aging.

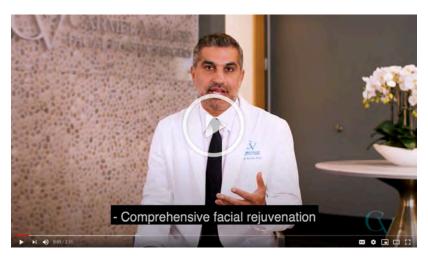
**LEARN MORE** 

**LEARN MORE** 

**LEARN MORE** 

## VIDEOS & RESULTS

#### A COMPREHENSIVE & BALANCED APPROACH TO FACIAL REJUVENATION









### **BUDGET & FINANCING OPTIONS**

Budget and finances are always a consideration when choosing to undergo elective surgery. As a service to our patients, we are pleased to offer attractive financing options for our Vertical Restore and Vertical Prevent facial rejuvenation procedures. The beauty of financing is you can schedule your procedure today and conveniently pay later—with low, monthly payments that fit your budget and lifestyle.

We offer financing through both CareCredit and Comerica. These programs are among the nation's leading patient payment options. In many cases, you can finance 100% of your cosmetic surgery with no up-front costs, zero-interest, no annual fees, no pre-payment penalties, and no hard inquiry. The first step is to fill out an online application to see if you qualify. *Please let our Vertical Restore team know if you have questions.* We'll gladly guide you though the process.

#### CLICK ON THE LINKS BELOW TO LEARN MORE & TO APPLY





A BUDGETARY CONSIDERATION: On average, the results of the Vertical Restore procedure can outlast the results of a conventional facelift by more than 5-10 years. Take this into account when you're comparing costs between the two. Also consider that there are only a handful of surgeons in the country with as much experience and expertise as Dr. Karam. When it comes to the appearance of your face, price alone should not be the single most important deciding factor. After all, it's your face.

# THE IMPORTANCE OF EXPERIENCE & SPECIALIZATION

Dr. Karam takes great pride and stands by his decision to hone in on only ONE centralized specialization when it comes to surgery—

The aging face. There is an old saying, "Jack of all trades, master of none," and there is definitely truth in this. Instead, Dr. Karam is convinced, when you focus on a narrow range of procedures and do them over and over again as he has, you naturally develop an expertise, allowing you to achieve results that aren't just better, but safer, and much more predictable. You develop mastery, and that's very important when it comes to the face.

Dr. Karam believes facial surgeons absolutely need to have this level of commitment and singular experience. It's imperative because the face is both complex and delicate, and the impact of facial plastic surgery is so visible and profound. You simply can't hide the face. Therefore, you have to get it right the first time.

LEARN ABOUT DR. KARAM'S PHILOSOPHY ON FACIAL AGING >



THE NON-NEGOTIABLES:
TECHNIQUE, SAFETY & PREDICTABILITY

Since Dr. Karam has made surgical facial rejuvenation the focus of his life's work, he has successfully performed over 6,000 procedures in the last 13+ years alone. Few surgeons in the country have the ability to perform the advanced techniques offered in our practice, or the level of experience performing as many of them. This translates into predictability of outcome, as well as the *confidence*, *trust*, and *peace of mind* that comes with knowing you're in highly capable hands. Dr. Karam is a master of his craft. He is 100% committed to achieving the very best and safest result for you.

Dr. Karam's technique for the Vertical Restore procedure is unlike any other surgeon's—taking years to develop and refine. Because Dr. Karam uses a "deep plane" technique, he's operating in a natural cleavage plane where the layers of skin naturally "give"—leading to less trauma and bleeding and a more refined, natural-looking result that lasts much longer than traditional facelift surgery. This is a point of distinction that patients really appreciate.

Another distinguishing factor you'll appreciate is the safety and track record of our private facility where your surgery will be performed. *Carmel Valley Surgical Center* is certified by AAAAHC, which offer the highest level of safety and state regulations for outpatient surgery. And, although most patients prefer IV sedation for this procedure, for patients who request general anesthesia, we staff only the most experienced board-certified Anesthesiologists.

## EVALUATING BEFORE & AFTER RESULTS & REAL PATIENT REVIEWS



Over 2,000 Reviews

Reading patient reviews and evaluating B&A results are one of the best methods in sizing up a surgeon and his or her skills. During your consultation, spend time looking through patient B&A photos. They are not only an indicator of skill, but a great barometer for the surgeon's overall aesthetic sense. Ask yourself one simple question: **Do I like what I see?** 

In addition, take time to review patient video testimonials for both the surgeon and practice. Patients who are happy enough to share their journey shed light on the true patient experience, and are worth listening to. Ask yourself: **Do I like what I hear?** 



VISIT OUR TESTIMONIALS PAGE

And of course, when you're doing your "due diligence" to find the perfect fit for your surgery, patient reviews will give you the pulse on some of your most important questions, such as: How attentive is the surgeon? Are they collaborative? Compassionate? Kind? How supportive is their staff? How smooth was the recovery process? Would they refer a friend? And, if they had to do it all over again, would they? The answers are telling, and you'll find them in patient reviews.

Dr. Karam has **thousands** of happy patients. Please find their written, photographic, and video recounts at the links below:

















# THE INTANGIBLES: HEART, PASSION & PERSONALITY

During your initial consultation, it's imperative you evaluate the surgeons' "tangible" qualifications: reputation, education, certifications, experience, skills, and results. But, equally important are the "intangibles"—things like demeanor, personality, patience, passion, compassion, **and above all else, heart.** 

#### Ask yourself:

- Do I feel cared about?
- Do I feel important? Listened to?
- Do I feel comfortable and at ease?
- Do I like him or her as a person?
- Do they love what they do? Why?

Dr. Karam has a deep passion for his profession, and for life in general. The things that matter to him most are family, patients, staff, community, educating, learning, innovating, achieving, and results...they all continually drive him to be the very best he can be. Putting his heart into each one is Dr. Karam's "raison d'être." You'll see this shine through in the 2,000+patient reviews online, as well as in person when you meet him.

"THANK YOU for changing my life by giving me the best that you have offer... your dedication to perfection in the world of plastic surgery and care. Honestly, Dr. Karam, I feel so blessed that I waited to find you and that I made the decision to have you do my surgery. Your kind heart and brilliant ability (God gave you a gift) permeates throughout your staff - believe me, I know how difficult it is to pull a team together that aspire to the same goals. You made me a beautiful and happy woman. Thank you Dr. Karam for changing my life. Fondly," —J.K., Google

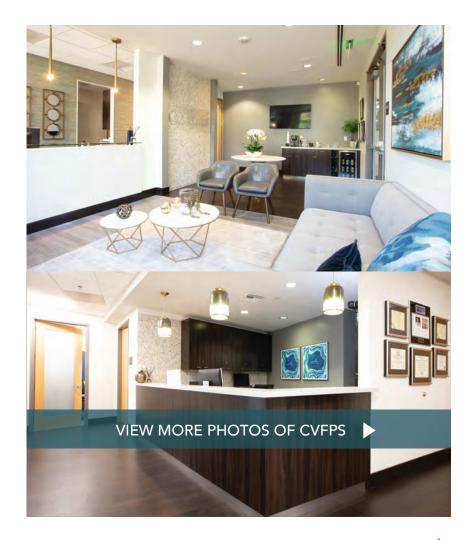
## CARMEL VALLEY : A CENTER OF EXCELLENCE AESTHETIC CENTER

One of the most important components in distinguishing a great practice "fit" is to evaluate your surroundings and the importance placed on safety, excellence, privacy, mood, tone, and comfort. Look at the practice through a lens of the things you appreciate about a service of this calibre and answer these important questions:

- Is it clean?
- Is it modern and updated? Do they care about these details?
- Is it accredited to exacting standards for surgical procedures?
- Do they specialize? Focusing only on select procedures?
- Does it look like they understand my vision of beauty here?
- Has it been set up with my comfort in mind?
- Is it convenient for me?
- Are there amenities that will make my visits more inviting?
- Will I feel safe? Do I get a feeling of trust here?
- Will my privacy be honored?
- Does the overall mood and tone feel positive?
- Is it professional?
- Is the staff well-coordinated?
- Can I view B&A images? Do I love what I see?
- Do I feel rushed? Is my time respected?
- Am I heard? Can I communicate effectively here?

When you can confidently answer "yes" to all the above questions, you have arrived at a center of excellence.

We are confident your answers will be "yes" here.





# THE "DIFFERENCE" A WORLD CLASS STAFF CAN MAKE FOR YOU

Another important point of distinction in comparing a good practice "fit" is to evaluate the performance of their staff working together as a team. You will be spending a significant amount of both time and resources to realize your personal appearance goals. As such, you deserve a cohesive support team designed to make your experience safe, comfortable, and delightful at every stage. Really get to know how a practices' team operates—both figuratively and literally.

Look for the staff that brings that "little extra something" to the table during your consultation, because this will likely continue to be prevalent throughout your entire surgical journey and overall patient experience. In the end, it's both the big (and little) details that add up to a truly world class experience.

At <u>Carmel Valley Facial Plastic Surgery</u>, our entire team is passionate about creating a stellar experience for patients. Through warm, supportive, thoughtful, positive, and detailoriented service, we consistently show our pride in what we do—together.



## CONCIERGE SERVICES FOR OUT OF TOWN PATIENTS

(AN OVERVIEW)

A large portion of our Vertical Restore patients fly in to have their procedure with Dr. Karam. When it comes to the face, you simply have very little room for error. Finding a surgical specialist you can trust to give you a natural look in a very safe and predictable way is worth traveling for. The Vertical Restore surgery—with its unprecedented results—is only offered here at *Carmel Valley Facial Plastic Surgery*, and therefore we attract patients from all over the globe.

Thankfully, we're located in one of the most naturally beautiful areas in the country. Our out-of-town patients LOVE coming here. Our climate is enjoyable year-round. It's convenient to get to and from. It's a virtual playground for a number of cultural, outdoor, and adventurous pursuits.

And, it makes for a very popular destination for you (and your family), should you decide to complete your surgery and recuperate here.

For these reasons, we have really worked hard to set up a great program to make the entire experience easy for you and your family, if you do not live in San Diego. We have two hotels within walking distance and many others close by. Our skilled after-care team can help with all post operative procedure needs if you are traveling alone. Finally, our pre-operative process is dialed in and thorough, making the entire experience turn key and stress free for you.



## CONCIERGE SERVICES FOR OUT OF TOWN PATIENTS

(THE DETAILS)

The first step to having out of town surgery is to set up a virtual consultation. Though it is ideal to have a personal face-to face consultation with Dr. Karam, most out-of-town patients appreciate speaking with Dr. Karam by phone first, to discuss their case and get more information prior to traveling to San Diego. In order to facilitate this initial step, we have set up an online consultation protocol as a convenient "first step:"

## Email or call our office to set up a time. Or, email your contact information, if you prefer us to contact you.

You will then be given instructions on how to send current digital photos of your face via email. After receipt, a video appointment will be set up with Dr. Karam so you can discuss your goals and expectations. He will review your medical history and photos, listen to your concerns/expectations, make recommendations, discuss risks and benefits, and answer all your questions.

After your consultation, you will receive a fee quote and if you decide to move forward, we will schedule your surgery date.

Once your surgery is scheduled, we will arrange for you to have most of your pre-operative work completed in your hometown. Our Patient Care Coordinator guides you through this process with detailed checklists. She will review all aftercare instructions and coordinate completion of your relevant medical studies and other pre-operative protocols.

Prior to your surgery, you will meet Dr. Karam in person for a pre-operative appointment, where he will examine you, review your procedure(s), and take a complete set of photographs.

Following your surgery, your care will transition to our postsurgical care team. Your recuperation must be coordinated in advance and you will be required to stay in San Diego after surgery. The length of time required will vary depending on the nature of your procedure and will be discussed during your consultation.

We invite you to visit our website to take a look at some of the resources we have provided for out-of-town patients, including travel, transportation, accommodations, and visiting popular attractions.







BEGIN YOUR SAN DIEGO TRAVEL PLANS





## CHAPTER 3: CONSULTATION CHECKLIST



Rate your experience on the following four pages and evaluate the results. Add up the check marks and you'll be able to quickly see which surgeon and practice measures up to your expectations and most important criteria.

We've filled in a few of the

non-subjective answers for

Dr. Karam and his team

at <u>Carmel Valley Facial Plastic</u>

<u>Surgery</u> to expedite your

evaluation of our practice.

### YOUR CONSULTATION CHECKLIST

DR. KARAM & CVFPS CVFPS (FILL IN)

1)

2)

Immediately following any facial surgery consultation, we recommend you answer the questions on this checklist—while the interaction is still fresh in your mind. It's always a good idea to visit with more than one practice in order to make a fully-informed decision regarding your surgical team. We've provided space for three comparisons.

#### IS YOUR SURGEON BOARD CERTIFIED?

Board certification matters—particularly when it comes to surgery of the face. Board certification tells you that the surgeon has met a high level of education and advanced training in order to ensure your overall safety. Dr. Karam holds two ultra-specialized board certifications, and is double-board certified by both the American Board of Facial Plastic and Reconstructive Surgery and the American Board of Otolaryngology - Head and Neck Surgery. The board certifications he has accomplished point to his 100% focus on the face as his area of expertise and specialization.

#### X IS THE SURGEON A SPECIALIST?

When it comes to the face, your surgeon's level of expertise is paramount. An important question to ask any surgeon you're considering is how many facial procedures do they perform each month? Focus, repetition, and experience in performing the same procedure over and over leads to significantly higher chances of successful and consistent outcomes with significantly lower rates of complications or need for revision. Dr. Karam focuses primarily on facial rejuvenation and performs an average of 16-20 Vertical Restore procedures each month!



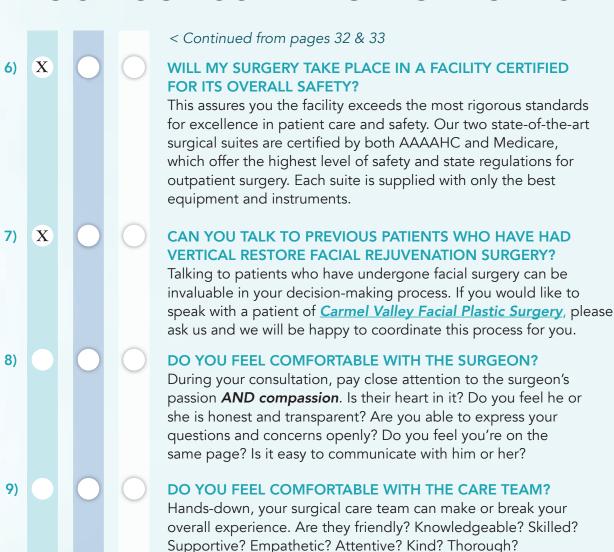
#### **OUR COMPREHENSIVE** PRE-CONSULT PROCESS:

Because we receive nearly 1,000 inquiries each month for our Vertical Restore procedure, we first schedule every candidate with a comprehensive pre-consultation phone appointment to deem if you are a good candidate for the procedure.

During your pre-consult session, our Vertical Restore coordination team will gather pertinent information such as your medical history. We'll also answer some of the most frequently asked questions, including the highlights of Dr. Karam's credentials, procedure descriptions and details, downtime realities, and pricing and financing options.

Once your pre-consultation appointment is complete and candidacy is confirmed, if you are ready to move to the next step, your in-person consult will be scheduled to meet one-on-one with Dr. Karam and select a potential date for your surgery!

### YOUR CONSULTATION CHECKLIST



## CHAPTER 4: PREPARING FOR SURGERY

#### PREPARING EMOTIONALLY

At Carmel Valley Facial Plastic Surgery, we strive to ensure our patients are emotionally well-prepared for **Vertical Restore Facial Rejuvenation** surgery. Being able to discuss any issue or question with Dr. Karam before and after your surgery is a big part of identifying emotional concerns and setting you on the course for a positive experience.

We find most people preparing to have elective facial surgery are realistic about their anticipated results and recovery. Patients with a realistic outlook tend to have a better overall experience. Patients seeking cosmetic surgery for their own personal reasons—and not to fulfill someone else's desires—also enjoy better emotional satisfaction. This procedure is about you and aligning how you feel internally with how you look externally—in the most natural looking way.

Every patient will experience some degree of emotional stress and depression after facial surgery. Typically, post surgery stress reaches its peak on day five following surgery—due to very predictable physiological reasons (pain, swelling, bruising, etc). When patients are counseled properly to recognize the onset of the post surgery stress, they know it's just a normal part of the healing process. It is for this reason that we have created a video library that shares the healing journeys of several of our Vertical Restore patients.



We invite you to enjoy our patients' healing journey as part of your discovery process!

When you're emotionally well-prepared, you will feel excitement and delight in your more youthful, rejuvenated appearance as it emerges over time during the healing process.





#### YOUR PRE- AND POST-**SURGICAL CHECKLIST:**

After doing thousands of facial surgeries over the years, it is reassuring to know that the overwhelming majority of our patients heal rapidly and without complications. This outcome of optimal healing is based on the fact that every procedure we perform is as minimally invasive as possible, and perfected with repetition, consistency, and predictability. In addition, a thorough pre- and post- surgery regimen is paramount—and ours is one of the most comprehensive pre-op consultation, you'll receive a 30+ page guide to outline your full plan, but the following 2-page pre- & post-checklist highlights the steps that will prepare you for

Days from Surgery	-14	-10	-3	-2	
Do's					
3 tablets CSMF - AM					
3 tablets CSMF - PM					
Vitamin K-10 x 100 microgram					
2 capsules Bromelain 3 x / day					
3 tablets Arnica 3 x / day					
1 Acyclovir 2 x / day					
1 Keflex 3 x / day					
Antibacterial Soap Wash					
1 Ativan / 1 Zofran 30 min prior to surgery					
Surgery*** (Confirm Arrival Time)					
Leave bandage on for 24 hours					
Apply Aquaphor 3 x / day					
Apply eye drops 3 x / day					
Apply eye ointment before sleep					
Remove Aquaphor / Clean / Reapply 2 x / day					
Don'ts					
No pain reliever except Tylenol					
No alcohol, no smoking					
No make-up, no moisturizer					
No overhead garments					
No contact lenses					
No shower, no hair washing (sponge baths OK)					
No strenuous activity					
No hair dyeing					
No tennis, golf, swimming, jogging, etc. (Leisurely walks OK)					

0	+1	+2	+3	+4	+7	+10	+14	+28
		U F O F C O A						

"

I HAD A MINI FACELIFT AND A FULL FACE FAT TRANSFER **BECAUSE I WAS LOOKING TOO** OLD AND THIN. IT WAS SO SUCCESSFUL, AND I WAS HARDLY BRUISED FOR ANY LENGTH OF TIME. THE DOCTOR'S RECOMMENDATION OF VITAMINS AND MINERALS REALLY DID THE TRICK. I WOULD HIGHLY RECOMMEND THESE PROCEDURES TO ANYONE.

))

**REVIEW POSTED ON** 

realself.

#### SELECT YOUR AT-HOME CARE PERSON IN ADVANCE

Selecting your at-home support person is an important decision. They will be elevated to "super-human" status immediately following your surgery and should be ready for this role!

#### Your at-home care person must be prepared to:

- 1) Fully understand your post-surgery instructions and become familiar with the items in your take-home supply kit.
- 2) Drop you off and pick you up on the day of your surgery.
- 3) Stay with you for at least 24 hours following surgery.
- 4) Ensure you take all medications as scheduled and follow all instructions in your take-home materials.
- 5) Not smoke in your recovery area.
- 6) Help you bathe (but not shower), change clothing, prepare meals, and do the heavy lifting, as needed, in the days following surgery.
- 7) Provide round-the-clock care for the first 24 hours post-surgery.

FOOTNOTE: PICK A SUPPORTIVE, COMPASSIONATE, AND RESPONSIBLE PERSON TO BE ON YOUR POST CARE TEAM!

#### CHAPTER 5: HAVING SURGERY



## ABOUT YOUR PRE-OP APPOINTMENT

Once your surgery has been scheduled, we will reserve a pre-operative appointment for you approximately two weeks prior to your surgery date. You will meet with one of our experienced Perioperative Care Specialists, who will thoroughly prepare you for your upcoming procedure.

Getting to know your Perioperative Care Specialist is so important, because they will be a vital part of your "go-to" team leading up to surgery, and will remain on your team during your immediate post-surgery care, and all through your early post-procedure appointments. They are a wealth of knowledge, having prepared hundreds of patients for surgery each year.

During your pre-op appointment, we will confirm your surgical plan in detail, answer your questions or concerns, cover your pre- and post-surgical care instructions and take-home supply kit, and give you after-hours direct e-mail and phone access to Dr. Karam, should you have any concerns post-surgery.

Dr. Karam has put together a group of well-trained, caring, and experienced providers to make your surgical journey as smooth and positive as possible. Your pre-op appointment kicks off what will be a great surgical experience!

One of our Perioperative
 Care Specialists,
 Hilary Heiman

SCHEDULE A CONSULTATION WITH DR. KARAM >

# Amir M. Karza, M.D. Racial Plutic Suger

# WHAT TO EXPECT ON THE DAY OF SURGERY

It's finally here! All the careful planning, communication, and collaboration has been orchestrated and it's time to get you on the road to a more youthful, revitalized, and natural-looking "you." This is the day that Dr. Karam is at his very best. His passion for giving you an outstanding experience and result will be immediately apparent.

We find most patients greet surgery day with a mix of excitement, anticipation, and anxiety. From the moment you're greeted by one of our experienced Surgical Nurses at our private, separate surgical entrance (suite 100A), you'll be in the hands of a well-coordinated and highly attentive team whose main goal is to put your mind at ease and help you relax at every stage of your surgery prep.

As part of your preparation for the day, you will be required to cleanse your face in the morning with antibacterial wash—without applying any makeup, moisturizer, creams, or lotions afterwards. You should not take any antibiotics or vitamins on the day of surgery, and you will not be able to wear your contact lenses. We ask that you wear comfortable, loose fitting clothing that doesn't require "over-the-head" placement, and you will be given a secure locker to store your clothing in while you are undergoing surgery. You will need to leave valuables, such as jewelry, at home. You must be dropped off, and picked up, by your adult, at-home care taker.

"Dr. Karam is extremely knowledgeable and experienced; an expert in his field. He provides patients with outstanding results. His staff and his practice offer a comfortable and caring environment. [Single best thing is...] That my external appearance now matches how I feel on the inside - youthful and joyful." —REALSELF REVIEW

# IMMEDIATE AFTERCARE & TAKE-HOME SUPPLY KIT

Immediately following surgery, you will be in the expert care of your Perioperative Care Specialist, who will see to your needs for pain management and comfort. They will be able to answer any questions or concerns you might have.

Following a short stay in our private recovery lounge, and upon seeing Dr. Karam for evaluation, you will be able to return home in the care of your designated at-home care provider, who should be staying with you for at least 24 hours after your procedure. Your at-home care provider must drive you home, as you will not be able to operate a motor vehicle following surgery.

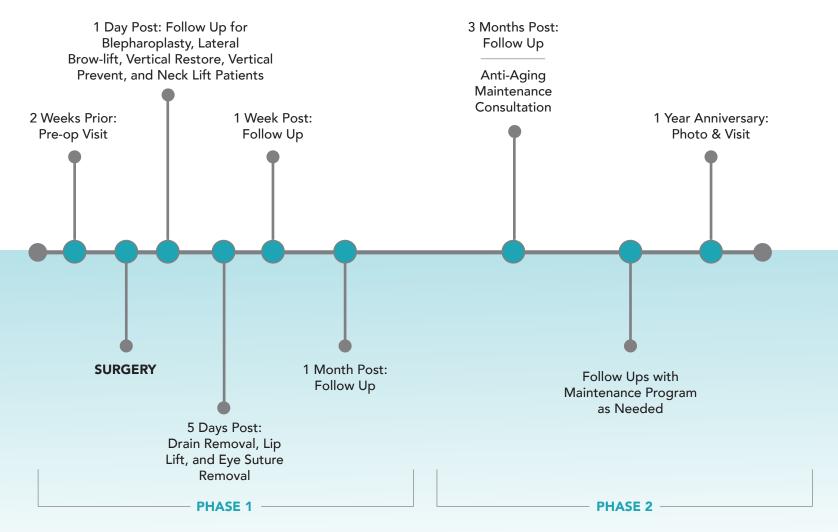
Your pre- and post-operative guide, which will be given to you prior to surgery, will contain all the details and specifics of your immediate aftercare, based on the series of procedures you have had related to Vertical Restore Facial Rejuvenation. The guide will also identify the specific items of your take-home supply kit. Many of the items in your custom kit will be provided by CVFPS. However, you will need to have some items on-hand at home. These items are specific to the particular procedures you have had and are vital to ensure your safety, comfort, and optimal healing.

"...One sweet personal touch was Dr. Karam calling me the evening before surgery. It was unexpected and his warm, enthusiastic voice calmed my nerves. AND he offered his cell phone number if I had any other questions! That is professionalism and shows he cares. Thank you Dr. Karam for making me feel young again!" —REALSELF REVIEW



#### CHAPTER 6: FOLLOWING SURGERY

#### POST-OP TIMELINE SNAPSHOT & CARE SCHEDULE



#### GETTING BACK TO NORMAL

By the end of the one week mark, you will be well on your way to recovery and healing. You will see the light at the end of the tunnel and feel like you can start to recognize yourself again.

Most people feel comfortable getting back to their work and social life around two weeks after surgery. It is crucial to realize that everyone heals at different rates. Some patients heal sooner than two weeks and for others it may take a bit longer. The most important point to remember is that everyone does heal and eventually looks great.



Although every patient is different, here are some guidelines of what to expect in terms of getting back to normal for several of the most frequently asked about conditions:

**Swelling:** Most patients' overall swelling will be dramatically reduced by the one month mark.

**Bruising:** After about two weeks, bruising in the majority of cases will have resolved.

**Cover-up / Makeup:** It is important to use only mineral-based makeup on your fresh incisions, and you may do so after the one-week mark. However, if you've had a chemical peel or a laser skin resurfacing treatment as part of your procedure, makeup may not be started until two weeks post-treatment.

**Numbness:** Full sensation is expected to return 3-4 months in most cases and by 6-12 months in essentially all cases. Avoid hot and cold objects to prevent burn injuries to the skin during this time.

**Exercise:** Early exercise can cause prolonged swelling and if started prematurely, can cause issues with bleeding. Light exercise can resume after three weeks (light walking, biking). Full exercise can resume after four weeks. Always listen to your body when first getting started.

#### **CORINA'S JOURNEY**

AGE 52: Vertical Restore, Fat Transfer, Upper/Lower Eyelid Blepharoplasty

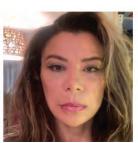


"**Wow!** I am so happy with the results of my surgery! You and your staff truly understood my needs and the results of my surgery exceeded my expectations. I feel better than I have ever felt and my self-esteem is through the roof! I get compliments on my face by those who know me and those who do not, all the time.

Your staff is so wonderful! They are all very caring and professional and I felt safe and well cared for throughout my whole procedure. They all take the time to listen to me and answer any questions I have in a confident and caring manner, making me feel assured. I had very little to no pain during and after the procedure. I credit you and the staff because I was told exactly what to expect at every step and I was given all the tools and resources I needed to make this as pain free and smooth as possible. So thank you for that.







DAY 12





4TH WEEK

8TH WFFK

12TH WFFK

As I had mentioned before my surgery, I had started seeing sagging skin develop as early as 16 years old and deep wrinkles as early as 28 years old. In my 40's, I started seeing a different person in the mirror and by 52 years old, everything was so much worse and I looked like a different person. This affected my self-esteem, my confidence and somewhat sense of identity. I was still my fun-loving self; I knew what I had looked like before and I wished I hadn't aged so early on in life. I wanted to get back to me on the outside and when you and your staff showed me that you can accomplish this, I was ecstatic.

In the end, I couldn't have chosen a better surgeon and surgery center and I would do this again with you in a heartbeat! Dr. Karam and Staff, thank you for giving me back to me!" —CORINA WILLIAMS

#### DOUG'S JOURNEY

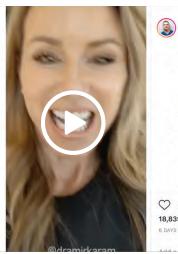






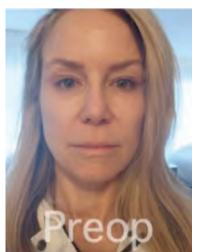
#### DAWN'S JOURNEY





dramirkaram I just received these photos and videos of my out-of-town patient, Dawn. She is now a little over 4 weeks following her #verticalrestore and #liplift. Check out her pre op, 1 week, and 2 week post op videos on the feed. It's been so special that she has taken us all along her rejuvenation journey. I am so grateful and I know you all have really appreciated it as well. She has been my patient for over 10 years and has a special spot in my heart \( \varphi \). She is now 55 and when I first met her 10 years ago, we performed a #fattransfer and lower eyelid skin pinch. Then 10 years later, we performed the Vertical Restore which has literally made her look like the in





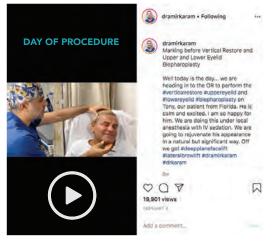


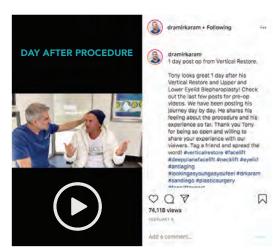
### TONY'S JOURNEY













#### FOLLOW US TO SEE MORE JOURNEYS!











# MAINTAINING YOUR RESULTS OVER TIME

LET'S CREATE A PLAN...

CVFPS has invested heavily over the last few years on the most advanced non-surgical and minimally invasive technologies and training to ensure our patients can follow a simple, safe, and highly effective 3-step anti-aging maintenance program that is proactive and practical.

We invite you to visit one of our aesthetic specialists to put together a customized plan just for you. In our growing portfolio of treatments, we may select:

- Botox and Fillers
- Forever Young BBL
- Scion Halo Treatments
- Laser Resurfacing
- Platelet-rich Plasma (PRP)
- Skin Care Products
- Visia Skin Analysis

- <u>HydraFacial</u>
- Oxygen Infusion Treatments
- **CoolSculpting Fat Reduction**
- Chemical Peels
- Microneedling
- SkinTyte

WANT TO KNOW MORE ABOUT OUR PROACTIVE FACIAL ANTI-AGING TREATMENTS? SCHEDULE A CONSULTATION TODAY!

SCHEDULE A CONSULT TO LEARN MORE >



# A SNEAK PEAK AT OUR PASSPORT LOYALTY PROGRAM

#### **COMING SOON!**

In 2020, CFVPS has made a commitment to reward our most loyal patients with a program that recognizes them not only financially, but with special access, experiences, and unique rewards.

Our program will honor both our surgical and non-surgical patients with membership levels that match their aesthetic needs and budget.

The goal of this developing program is to reward our patients for doing something good for themselves on a regular, scheduled basis, in order to achieve healthy skin and a rejuvenated, youthful glow through the ages.

Stay tuned to learn more about your passport to beauty!

SIGN UP FOR OUR MONTHLY E-MAIL NEWSLETTER AND BE THE FIRST TO KNOW WHEN OUR PROGRAM LAUNCHES!

**STAY IN THE KNOW!** SIGN UP FOR E-MAILS >



# PACK TO TABLE OF CONTENTS

#### MEET DR. KARAM: THE MAN

(STORY, FAMILY, MISSION, AND CAUSES)

#### **GROWING UP:**

I grew up in my favorite city, San Diego. I had a fun and fast-paced childhood; I was always outside, playing sports and trying out new activities. But always in the background was the fact that my mother had a congenital heart condition that was diagnosed after I was born. Her heart condition stirred my initial exposure and interest in medicine. It wasn't until 1993, when she received her heart transplant that I finally decided to pursue medicine. This event served as the inspiration to help others and touch lives in a meaningful way.

#### **FAMILY LIFE**

I met my wife, Neda, during my first year of medical school and almost immediately knew I had met "the one." Within a year we were married. We started a family after a few years, and now we have four boys- Cameron, Daniel, Nicholas, and Luca. When I'm not working, nearly all of my time is spent with them. Neda and I enjoy taking the boys to their various athletic activities and watching their enthusiasm for life grow. I coach basketball and flag football and love taking them out on the golf course. At the moment, they are avid golfers and they compete regionally and nationally. Whenever we get a chance, we love to hit the road and explore the country as a family.

#### PRACTICE MISSION

The practice mission and philosophy is simple: identify my patients' needs, do what works, do it well, do it safely and ethically and, in the end, meet or exceed their expectations and improve their well-being. My care plan and approach for my patients is exactly the same as those for my family members. The best part of my job is seeing my patients happy and satisfied with their outcomes and confident in their decision to select me for their aesthetic surgical and non-surgical needs.

#### PHILANTHROPY AND COMMUNITY SERVICE

We (my family and our practice) believe in giving back both through active community service as well as through hundreds of charitable donations. We are members of FACE to FACE which provides pro bono surgery for victims of domestic violence. Together with my wife, Neda, and our four boys, we volunteer regularly with Teen Volunteers in Action in various community and charitable activities. My staff and I are actively involved in Pedal for a Cure, a cancer research fund raising organization. In 2019 we participated in this event as a team and raised over \$6,000 for the cause together.





























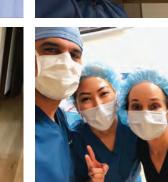


















#### **READY TO SCHEDULE A CONSULT?**

We hope you have found this guide helpful. We look forward to welcoming you for a Vertical Restore Facial Rejuvenation consultation with Dr. Karam at Carmel Valley Facial Plastic Surgery. Please let us know if you have any additional questions that have not been covered in this guide.

If you have friends or family who might benefit from the material presented here, please forward them a copy of this guide with our compliments. We appreciate the referral as well as your vote of confidence, and hope to see you soon!

CALL: (858) 259-3223

**RECEIVE OUR NEWSLETTER >** 

**GET DIRECTIONS TO CARMEL VALLEY FACIAL PLASTIC SURGERY >** 

**VIEW VIDEO TESTIMONIALS >** 



VERTICAL RESTORE FACIAL REJUVENATION

**RHINOPLASTY** 

**EYE SURGERY** 

**EAR SURGERY** 

**NON-SURGICAL AESTHETICS** 

COOLSCULPTING

JUST FOR MEN







