

[00:00:01.150] – Intro

Skincare is not one-size-fits-all. At IMAGE, we rely on skincare professionals and clinically proven ingredients to create solutions that adapt to your lifestyle. But don't take it from us. Just ask the 30,000 plus professionals in over 60 countries across the globe who trust IMAGE Skincare to deliver when it comes to results.

[00:00:20.080] – Intro

While we got our start with skincare pros, we think it's about time you got to know us better, too. Tune in to *Skinfluenced* to hear straight from industry professionals on how to keep your skin healthy, radiant, and resilient through every stage of your vibrant life.

[00:00:36.750] - Jacquelyn Hill

Hello, and welcome back, skincare aficionados to *Skinfluenced*, a podcast where we chat all things skin. I'm Jacquelyn Hill, and with me today is my co-host, Janna Ronert. Hi, Janna.

[00:00:49.610] - Janna Ronert

Hello, Jacqueline. Nice to see you again.

[00:00:51.760] - Jacquelyn Hill

Nice to see you again. I don't think I've seen you since VITAL C. It's been a little bit.

[00:00:56.920] - Janna Ronert

I think so. We've done a lot. We've had a launch. We launched new products. Now, we're back talking about one of our favorite subjects, devices.

[00:01:06.190] - Jacquelyn Hill

Absolutely. Are you a device person? Do you love devices as part of your age later regimen?

[00:01:12.110] - Janna Ronert

I love devices. You know me. I love to exfoliate. I love to do anything I can to get all that dead skin off. When you've got great products and devices, I think it's a winning combination, so I'm super excited.

[00:01:25.210] - Jacquelyn Hill

Yeah, I'm definitely excited. When I owned my [inaudible 00:01:27], we used a lot, of course, good skincare first. That's a foundation. But the devices can just help to take you to the next level.

[00:01:35.680] - Janna Ronert

They really can. With my rosacea, I'm a very big fan of IPL and just some maintenance to keep everything looking as fresh and young as possible. I'm excited about today.

[00:01:47.800] - Jacquelyn Hill

Yeah, that's the goal. Well, we have an expert that we are bringing on to talk all things devices. Today, we're going to be chatting with Dr. Shari Sperling. Dr. Sperling is a Board-Certified Dermatologist who specializes in medical, cosmetic, laser, and surgical dermatology for adults and for children. She practices in Florida Park, New Jersey.

[00:02:11.740] - Jacquelyn Hill

Dr. Sperling is a fellow of both the American Academy of Dermatology and the American Osteopathic College of Dermatology. Dr. Sperling's goal is to help people achieve their potential through a spectacular skincare. She's happily married and the mother of three children. Welcome with us, Dr. Sperling.

[00:02:32.790] - Shari Sperling

Thank you. Thank you so much for having me on for today.

[00:02:36.230] - Jacquelyn Hill

We are so excited to have you here. Too bad you're not in sunny South Florida with us, but that's okay.

[00:02:43.350] - Shari Sperling

I wish. I have the snow coming down right now in New Jersey.

[00:02:48.450] - Janna Ronert

Oh, no. Well, we're going to send some sunshine your way. Hopefully, for the listeners today, they'll become very enthusiastic about the rays that we're going to send to them.

[00:02:59.210] - Jacquelyn Hill

Yes, absolutely. We're just going to dive right in because this is your expertise. Do you want to tell us a little bit about how you decided to get into the cosmetic side of dermatology and why devices? Why are they such a big part of your anti-aging looking beautiful care for your patients?

[00:03:22.170] - Shari Sperling

Sure. Like you said, I'm a Board-Certified Dermatologist. My training was a lot of medical dermatology, rashes, acne, skin cancer, things like that. We did have some training with cosmetics, but I really fell in love with the cosmetic world.

[00:03:42.690] - Shari Sperling

It's really about making patients feel good in their own skin, feeling confident and happy, whether it's a child with acne who's suffering and you have to treat them medically, and then they have acne scars, and you want to correct the scars with lasers or other devices, or if it's a mom after having her children or [crosstalk 00:04:06].

[00:04:06.990] - Jacquelyn Hill

Sure.

[00:04:08.430] - Shari Sperling

-and they want a little pick me up or someone older or whatever the case may be. Everyone has their reasons, but people want to feel good and they look good. This day and age with COVID and Zoom, everyone's looking at themselves on their computers at home, and they're looking and staring at their faces.

[00:04:28.900] - Jacquelyn Hill

Zoom has been great for business.

[00:04:31.190] - Janna Ronert

It has. But it's a microscope. It is a microscope without that filter.

[00:04:36.810] - Shari Sperling

Yes, exactly. It's great, it's interesting, it's fun. Sometimes I feel like I'm an artist for the face, but people really appreciate it.

[00:04:50.390] - Janna Ronert

No. Absolutely. Speaking of being an artist, when you think about the innovation when you got out of school versus where you are now, talk to us a little bit about how you see lasers transform, and what are you the most excited about today?

[00:05:11.910] - Shari Sperling

There's always growth and more development and new treatments that are on the market. We started in the practice with CoolSculpting, for example, back in 2016 when I opened my practice, and that has grown tremendously. Body sculpting is one of the biggest drivers where people come in for, asking for body sculpting. In terms of face, there's lasers, there's microneedling, PRP, which is platelet-rich plasma, tons of devices, different lasers that go down deep to help the surface of the skin, the texture, the tone, and just anti-aging.

[00:06:01.850] - Janna Ronert

I like that CoolSculpting

[00:06:03.640] - Jacquelyn Hill

Yeah, me too.

[00:06:03.640] - Janna Ronert

Let's talk a little bit more about what it is, what it's designed to do, and what is the recuperation for that. What, if I came in, could I expect from one treatment versus multiple treatments?

[00:06:17.410] - Shari Sperling

Sure. CoolSculpting is freezing your fat, essentially.

[00:06:21.950] - Janna Ronert

Oh, gosh.

[00:06:22.480] - Jacquelyn Hill

I love this.

[00:06:23.950] - Janna Ronert

That could be a long process for some of us.

[00:06:26.110] - Jacquelyn Hill

I got a lot of fat to freeze. Let's go.

[00:06:30.670] - Shari Sperling

Yes, we all have it, but it's really for the stubborn areas. It could be for your abs. Everyone is different. That's why it's important to come get evaluated with a console to see what is appropriate for you.

[00:06:46.300] - Shari Sperling

You may come in with a [inaudible 00:06:47], but then your love handles, let's say, are part of that. That's another great area to treat that's going to really give your whole waist a new look. But these are for troublesome areas, people who are within their target weight.

[00:07:03.740] - Jacquelyn Hill

It's not a weight loss solution. It's targeted.

[00:07:08.090] - Shari Sperling

Correct. I really encourage everyone to keep working out, eating right.

[00:07:12.490] - Janna Ronert

I like that.

[00:07:12.930] - Shari Sperling

This is another a way that could help get your body back into shape where you want it to be. Essentially, what we do is after marking out the areas, there's different applicators and different sizes of applicators which we use on the body. We mark out where we're going to treat. We clean the area and then we apply the applicator onto the skin.

[00:07:37.080] - Shari Sperling

With the newest device, the CoolSculpting Elite, which we have in my practice, you feel a numbness for the first two, three minutes, like a little tingling, [inaudible 00:07:48], and then you don't really feel much for the rest. It's 35 minutes for some areas. Some areas are 45 minutes. Some could be a little longer, depending on the area they are treating, and it freezes the fat.

[00:08:06.730] - Shari Sperling

After the machine is taken off, you have a two-minute massage. That's sometimes the most uncomfortable time for the patient because they feel the massage and it's going deep into the skin. But afterwards, you could have a little swelling. Sometimes you have a different sensation. If you touch your skin, it may feel a little different than other areas of your body.

[00:08:30.820] - Shari Sperling

That comes back within a few days to a few weeks even. Then you see over the next two to three months, you see a decrease in the fat in the area.

[00:08:46.810] - Jacquelyn Hill

Just one treatment is all you need of that, or do you still after two or three months, you do additional treatments or you do more within that two or three months?

[00:08:56.030] - Shari Sperling

Ideally, two treatments per area is recommended. But some people can get away with one, depending on the needs and what they're looking for and their body type. Some people could do one and be very happy. I always have people come back to be reevaluated, but I like to prepare and give the expectations right up front that they likely will need a second treatment to get the optimal result.

[00:09:21.890] - Janna Ronert

Sure.

[00:09:23.230] - Shari Sperling

After that, two or three months to come in and to get further treatments, and then you get even better results.

[00:09:29.380] - Janna Ronert

If we want to be, Jacqueline and I, beach ready-

[00:09:32.490] - Jacquelyn Hill

We got to start now.

[00:09:32.490] - Janna Ronert

-we have to come to New Jersey now, don't we? Because if June, we're hitting the beach, we can't think about this. The beginning of June, before June. We need to start thinking about it now.

[00:09:45.570] - Shari Sperling

Exactly. This is the time to do it. That way you have your summer body all ready to go once the sun hits.

[00:09:51.320] - Janna Ronert

I love that. Let's move up to the face. If we want to get also our face ready for the summer, get rid of some lines and wrinkles, uneven pigmentation, which direction are you going to move us for the laser? What is going to be your go-to?

[00:10:10.040] - Shari Sperling

There's a few things I like to use. Depending also on the skin, either it will be intense pulse light, or there's some lasers that help really focus on specific areas. If someone comes in with diffused sun damage, all these brown, we call them solar lentigines, which are [inaudible 00:10:31]. We all have them. It's from all the chronic sun damage from all the years in the sun.

[00:10:37.770] - Janna Ronert

Sure.

[00:10:37.770] - Shari Sperling

If someone has one or two of them, I like to use a specific laser that really targets those spots and helps to lighten them and they fade over time. If it's really diffuse on the whole face, IPL is a great way to go because that helps just smooth out the whole face and makes them nice and regular, softens everything, tone, and texture.

[00:11:03.750] - Janna Ronert

I love it. For those who say, "Oh, gosh laser, it sounds so scary," how do you talk to your patients about it isn't scary; it's super effective; you're going to get a beautiful result? What is it going to cost to do an IPL treatment?

[00:11:24.970] - Shari Sperling

Some people need hand holding and [crosstalk 00:11:26].

[00:11:26.690] - Janna Ronert

Sure.

[00:11:26.690] - Shari Sperling

That's okay. IPL, for the most part, there's really not a whole lot of downtime. Sometimes with the brown spots, they can get a little crusty, a little dark first, and then fall off. But it's really not that bad. One other laser I love to do is something called Laser Genesis.

[00:11:49.960] - Jacquelyn Hill

I love that treatment.

[00:11:52.240] - Shari Sperling

That, there's no downtime. You really have to work with a person to see what downtime they want, how aggressive they want, and what they're looking to accomplish. The Laser Genesis is a great option that treats the whole face.

[00:12:06.360] - Shari Sperling

It stimulates collagen to rebuild. It helps with the redness. It helps with the brown spots. It gives you a nice texture. It helps decrease the pore sizes on the face. That has no downtime.

[00:12:19.460] - Janna Ronert

That's amazing.

[00:12:20.900] - Jacquelyn Hill

I love that they can combine or even customize, not only for their condition, but how much downtime they're willing to have. Can they mix it with other things, like if they're doing things like injectables or having Botox, is it okay to have filler and Botox and still put these lasers and lights on your skin?

[00:12:42.530] - Shari Sperling

Absolutely. We very often mix the two together. Sometimes, again, some patients like to do it separately and baby steps towards doing it all. Others do it all today and get it done with. There's an order and there's specific lasers that you want to do before or after the Botox or filler. It depends on what it is.

[00:13:04.230] - Shari Sperling

But if someone, for example, wanted to do laser Genesis, we could do that and then we could do Botox right after.

[00:13:10.010] - Janna Ronert

That is very cool.

[00:13:12.650] - Shari Sperling

If it was someone with laser with filler, you got to be a little bit more careful. I usually like to give a little leeway, a week or two in between filler and laser.

[00:13:24.400] - Janna Ronert

Then how do you combine skincare products with these lasers? How does that work? I mean, with IMAGE, do you still have them on a regime? Do you alter it? What is your viewpoint on that?

[00:13:37.530] - Janna Ronert

I mean, everyone has to have some routine that they're doing at home, first of all. You can't expect to do one thing and it's going to be a miracle treatment. I mean, some of these are great treatments and work really well, but you need to help it along. There are definitely things at home that I recommend patients getting in the office or out of the office and to have a routine that helps elongate the results.

[00:14:05.740] - Jacquelyn Hill

Your top three, if you had to pick three three skincare things that you absolutely had to have.

[00:14:16.790] - Shari Sperling

Yes. My number one is sunscreen. As [inaudible 00:14:20] dermatologist [inaudible 00:14:20], that is the most important thing because it protects against photo damage, skin cancer, the brown age spots that you get. Just in general, for sunscreen, you want to look for a sunscreen that has an SPF of 30 or higher.

[00:14:41.720] - Jacquelyn Hill

That's every single day they have to use that?

[00:14:44.440] - Shari Sperling

Yes. It depends what climate you're in. If you're in the Northeast and it's cold in the winter, I'm okay using a moisturizer with a sunscreen in it. But summertime, you need a specific sunscreen.

[00:14:59.230] - Jacquelyn Hill

Number one, sunscreen SPF 30. What's your number two?

[00:15:04.650] - Shari Sperling

My number two, I would say, is vitamin C.

[00:15:08.780] - Janna Ronert

That's our favorite here. We love vitamin C. In our opinion, Jacqueline and I, talk about if you're going to choose one thing, you need a great vitamin C.

[00:15:19.350] - Shari Sperling

Yes. I love vitamin C. It works as a powerful antioxidant. It repairs damaged skin cells and it stimulates collagen. It smells yummy. You put it on your face, you feel this glow. I love it. I love your vitamin C products.

[00:15:37.540] - Janna Ronert

Thank you. We do, too. We also love it here.

[00:15:40.260] - Jacquelyn Hill

It's definitely a cult of favor. When people are talking about these, how long do they have to use them? Because that's the question I get all the time. Do I use vitamin C for a little bit just while I'm getting the treatments, or is this something that's going to be ongoing? They have to go do long term for maintenance and repair, and correction, and prevention, and all those things.

[00:16:03.810] - Shari Sperling

I think this is a long term thing to do. It's part of the regimen. I keep it next to my toothbrush. When I brush my teeth in the morning, I put my vitamin C on. When I brush my teeth at night, I do my hyaluronic acid or retinol or the other new products I want to use. It's part of your regimen. It maintains your skin. It helps prevent other more damage from occurring.

[00:16:28.760] - Janna Ronert

Let's talk a little bit about devices at home. Are there any good devices at home besides maybe an exfoliating brush or something like that with your cleanser, anything that you think accelerates what you do at your clinic and do that at home?

[00:16:47.950] - Shari Sperling

Besides the SPF, vitamin C, hyaluronic acid, there are some things you could use. I mean, I have patients that come in are very rough and aggressive with their skin. You have to be careful because there's a lot of things on the Internet and in the stores that sometimes cause more damage than good. It could irritate the skin. We don't want to cause any infection or scarring. You really want to be careful what you're doing.

[00:17:16.530] - Shari Sperling

If people want to exfoliate at home, I'm okay with that. But once a week is enough. That's all you really need. That's what I recommend.

[00:17:27.150] - Janna Ronert

Very cool.

[00:17:28.340] - Jacquelyn Hill

Be careful with the devices at home. Don't just go on TikTok and see what they're doing on skincare TikTok and think that you can just do it at home. That's nice to know. Make sure that you are working with the therapist.

[00:17:43.650] - Jacquelyn Hill

I have another question. When people are going into a dermatologist or a clinic to have these kind of treatments, is it okay if a skin therapist, if an esthetician is doing the treatments or do they have to be performed by the doctor? What kind of questions should they be asking?

[00:18:01.470] - Shari Sperling

That's a very good question. It's a tricky one to answer because every state has its own rules and regulations. I know New Jersey happens to be one of the stricter states. That has to be a physician, or physician assistant, or practitioner. They're stricter.

[00:18:22.280] - Shari Sperling

It depends on the state. You could go into New York and I don't know who's doing it for you. But wherever you're going, you really want to make sure that someone knows what they're doing. I recommend seeing a board-certified dermatologist.

[00:18:36.350] - Janna Ronert

So do we, just like you.

[00:18:37.960] - Jacquelyn Hill

Yes. That is very important. Maybe for our listeners, what does it mean to be board-certified? It'd be interesting to share with us why that is so important because we know it's important. We're in this channel. But why is it so important?

[00:18:57.690] - Shari Sperling

It's so important. To be a board-certified dermatologist, you have to go to medical school for four years, then you do internship, then you do three years of dermatology residency where you're doing skin day in and day out, and you're learning everything there is skin, hair, nails. We know how to handle complications. We know how to maximize these treatments for the best effects. I've seen nightmares of people coming in with damage done from other places where they didn't know how to handle what was done or the treatment was wrong.

[00:19:38.180] - Shari Sperling

There's lots of things, different skin tones. The darker the skin, you got to be careful with what laser you're using. There's a lot of nitty gritty that we learn as board-certified dermatologist. We had to pass a lot of board exams, the last one being to get your board certification. But we had to take a lot of exams on the way to get this diploma.

[00:20:03.280] - Janna Ronert

No, and we're very proud that you made that effort. As a female and a mother of three, congratulations. Jacqueline and I both have kids, and we're not a board-certified dermatologist.

[00:20:15.360] - Jacquelyn Hill

We are not.

[00:20:17.850] - Janna Ronert

We're just struggling to keep, after 20 years in the skincare, to keep learning everything we can that is new. One of the things that I'd like to ask you, I think for women of my age in my 50s is the neck. I get the face. But is there anything new with lasers and devices that I can use short of a facelift, which I don't want to do to help that crepey neck skin. What do you suggest?

[00:20:46.710] - Shari Sperling

Necks are difficult.

[00:20:51.070] - Janna Ronert

I know.

[00:20:51.070] - Jacquelyn Hill

They are.

[00:20:51.420] - Shari Sperling

You're not alone there. One of my favorite devices that we have in the office is Evoke. What that is, it's a hands-free radio frequency device, and that helps to tighten the skin. Picture it as your [inaudible 00:21:08] on your lower jaw line on both sides. That's one application, and then there's one that goes submental, underneath your chin and the neck area. That really helps to just tighten the skin.

[00:21:22.070] - Janna Ronert

I like it.

[00:21:22.950] - Jacquelyn Hill

I love that.

[00:21:22.950] - Janna Ronert

I like Evoke. I don't really know that device, but I think I need to learn about. Is it spelled E-V-O-K-E?

[00:21:31.820] - Shari Sperling

Yes, you got it. There's zero downtime with it also.

[00:21:36.070] - Janna Ronert

I love it even better.

[00:21:38.180] - Jacquelyn Hill

Even better.

[00:21:39.140] - Janna Ronert

For all of you out there that have a little crepey neck or it's drooping just a little bit, you need to go Evoke and find a board-certified dermatologist to perform that treatment. That's very exciting.

[00:21:51.270] - Jacquelyn Hill

Dr. Sperling, can you tell them a tiny bit about the difference—radio frequency versus laser? How is that different? What are those different technologies so that they can know how to make sure that they're picking the right technology for the right concern?

[00:22:10.620] - Shari Sperling

That's a good question. Laser is using light. It's using light on a wavelength spectrum to focus on either whatever the laser is using light to pick up pigment from the skin, for the most part. There's different wavelengths and different energies that are used to treat specific things you're trying to treat.

[00:22:40.620] - Jacquelyn Hill

Okay. Perfect.

[00:22:42.010] - Janna Ronert

Well, I think the great thing is if you think of the overall approaching of aging as stair step, you got to start with skincare, where you say sunscreen, vitamin C, and we love retinols here. I hope you do too.

[00:22:57.960] - Jacquelyn Hill

Retinol and hyaluronic.

[00:22:59.540] - Janna Ronert

We love retinols and hyaluronic. Then you probably step up to the lasers and then step up to Evoke. Is that how it would go?

[00:23:08.170] - Jacquelyn Hill

Maybe throw some injectables somewhere in there?

[00:23:09.760] - Janna Ronert

Some injectables in there, and that's probably the most innovative approach to anti-aging. Did we leave anything out?

[00:23:19.190] - Shari Sperling

I think you got it. There's so many devices that you make a potpourri of between the neurotoxin and the fillers for the wrinkles and the folds in the skin. Then you use the products at home and you could use lasers or IPL and the Evokes for tightening, then you're all covered there.

[00:23:43.180] - Jacquelyn Hill

There's new things for cellulite out there, too, as well, right?

[00:23:48.290] - Shari Sperling

Yes. The newest thing on the market is something called QWO, Q-W-O. It's a new one that came out this past summer. It's a great treatment. Right now, it's approved for the booty, but off label, it's been used for the thighs as well. But it releases the fibrous bands and it stimulates growth of new collagen redistributing fat cells.

[00:24:14.380] - Shari Sperling

Cellulite is those little pockets that you see, the little uneven bumps that people have on their buttock, on their thighs. A lot of it's genetics, but it's also weight-related, but this is a great treatment. You come in, you get injections, it takes a few minutes, and you do it three times, three weeks apart.

[00:24:35.580] - Jacquelyn Hill

Oh, nice. Does it hurt? Do you get numb first? That's for needlephobic people like me.

[00:24:43.550] - Shari Sperling

Yes.

[00:24:43.550] - Jacquelyn Hill

That was a personal question.

[00:24:45.590] - Shari Sperling

Yes. You are laying on your belly so you don't see the needles coming. It's super fast. It is a needle, you do feel it. You can get some significant bruising. But for the most part, that goes away pretty quickly.

There's no restrictions afterwards as well. You can sit as long as you want. You could go exercise after.

There's no restrictions.

[00:25:08.770] - Jacquelyn Hill

That's pretty cool.

[00:25:08.850] - Janna Ronert

Well, I'm telling you, there is so much new, with lasers, devices, cellulite, neck tightening, skincare products. There's just no excuse not to look good on the beach today.

[00:25:21.190] - Jacquelyn Hill

There is no excuse. In June, we're going to be bikini ready, but we got to start now.

[00:25:25.440] - Janna Ronert

We do.

[00:25:26.560] - Shari Sperling

Yes. That's good.

[00:25:28.890] - Janna Ronert

Well, this has been such a pleasure. I know I have learned a lot, and it was always good to hear what's new. This has just been super exciting.

[00:25:39.260] - Jacquelyn Hill

Yeah, I got a wish list of stuff that I would like to do. If people want to follow you or learn more about these treatments and devices and your practice, where can they find you, Dr. Sperling?

[00:25:52.290] - Shari Sperling

Yes. Online it's Sperlingdermatology, on Instagram as well. On my website, Sperlingdermatology.com. We'd be happy to help anyone out there. We have three locations: in Florham Park, Red Bank, and Montclair, all in New Jersey. Then just to throw in there, we also have a mobile lab.

[00:26:15.930] - Jacquelyn Hill

Wow. Nice.

[00:26:16.430] - Janna Ronert

Nice. You're like peels on wheels?

[00:26:20.390] - Jacquelyn Hill

I like that.

[00:26:21.830] - Shari Sperling

Yeah. That was our COVID baby. That's what came out of COVID, bringing treatments to people's driveways. That's a great option for people as well.

[00:26:33.210] - Janna Ronert

I love it.

[00:26:34.860] - Shari Sperling

[inaudible 00:26:34] get in touch with us.

[00:26:35.640] - Janna Ronert

It's a drive-through Cellulift gone. I like that a lot.

[00:26:41.300] - Jacquelyn Hill

You could get ready. You do not have an excuse to not be beach ready.

[00:26:44.900] - Janna Ronert

No. Absolutely not. Well, and of course, you can always reach us at [imageskincare.com](https://www.imageskincare.com). You can follow us on Instagram, on TikTok, on Facebook, and we'd love to hear from you.

[00:26:58.880] - Janna Ronert

Make sure you tell your friends about these podcasts because there's so much information and such cool ladies that we get to meet and talk to just like you, Dr. Sperling. Thank you so much.

[00:27:10.310] - Jacquelyn Hill

Thank you. This was a pleasure and take care. Have a great day. Bye, everybody. Make sure that you guys tune in and see what else is coming up on *Skinfluenced*.

[00:27:24.810] – Outro

Thank you for listening to *Skinfluenced*. If you are skincare obsessed just like us, don't forget to subscribe and rate this podcast. We also love hearing from our skincare fans so send us your questions and comments to skinfluenced@imageskincare.com.