A SUPERIOR SOLUTION FOR HYPERPIGMENTATION:
SPLIT-FACE STUDY RESULTS WITH MARINI LUMINATE FACE LOTION

COMPREHENSIVE SOLUTIONS FOR AGING HANDS:
PRODUCT & IN-OFFICE TREATMENT COMBINATIONS

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

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A SUPERIOR SOLUTION FOR HYPERPIGMENTATION: SPLIT-FACE STUDY RESULTS WITH MARINI LUMINATE FACE LOTION

While many individuals think of “wrinkling” as the hallmark of skin aging, lentigines, mottled hyperpigmentation, and loss of translucency are also well documented consequences of photoaging. Research has indicated that color saturation and lightness are primary factors that individuals consider when assessing the age of females in standardized photographs. Similar findings apply to men, for whom skin color irregularity has been shown to affect perceptions of age, health and attractiveness. In other studies where skin wrinkling is seen as a more significant cue to age, uneven skin color nonetheless has a strong effect on the perception of female facial health.

In light of increasing concern about the long-term safety of prescription hydroquinone, consumers and clinicians are increasingly interested in newer ingredients that target pigmentation. New to the market, Luminate Face Lotion from Jan Marini Skin Research has been shown to perform as well or better than a prescription-only hydroquinone-based product for improvement of mild to moderate hyperpigmentation with high rates of patient satisfaction.

**SPLIT-FACE COMPARATIVE STUDY RESULTS**

The efficacy of Luminate Face Lotion was demonstrated in a recently published randomized, double-blinded, split-face study. According to study investigator Joel Schlessinger, MD, the study was notable for a few reasons. “This study put 4% hydroquinone, an icon for skin pigmentation correction, against an over-the-counter product,” he notes. “The results were spectacular, showing results that were even better for the Jan Marini product than the Obagi® product.”

—Joel Schlessinger, MD

Baseline (left) and 3 months (right) after use of Luminate Face Lotion on one side, hydroquinone (Obagi® Blender®) on the opposite.
While some skin care lines emphasize research done on individual ingredients in pre-clinical or small in vitro uncontrolled trials, this study documents the in vivo benefits of the finished formulation—Marini Luminate Face Lotion—tested against a comparator, Dr. Schlessinger notes.

“The audacity and significance of this trial should not be underestimated,” he stresses. “Many studies pit over-the-counter products against each other but this study went against the Gold Standard. And won!”

Marini Luminate Lotion contains several ingredients intended to improve pigmentation. Nonapeptide-1 is a Melanocyte Stimulating Hormone (MSH) antagonist that inhibits melatonin production upstream from classic tyrosinase inhibitors.6 Tetrahydrodiferuloylmethane is a colorless derivative of curcumin that is a potent tyrosinase inhibitor and antioxidant with anti-inflammatory properties. It has been shown to protect against UVB-induced inflammation and damage when applied topically. The product also contains known tyrosinase inhibiting ingredients—Alpha-Arbutin, Hexylresorcinol, and Dipotassium Glycyrrhizate. Finally, Retinol is included in either a 0.3% or 0.75% form. In addition to being a well-known tyrosinase transcription inhibitor, retinoids are also shown to decrease the appearance of fine lines and wrinkles and increase epidermal proliferation leading to epidermal thickening.

This scientifically based formulation was tested against a hydroquinone 4%-based prescription formulation in a three-month randomized, double-blind, split-face study. The study showed a statistically significant improvement in hyperpigmentation on both sides of the face, as assessed by the physician evaluator, with a slight superior (though not statistically significant) improvement in on the Luminate Lotion side. (Figure 1) Additionally, while there was statistically significant improvement in fine lines and wrinkles for both products at Weeks 8 and 12, only Luminate Lotion showed a significant improvement in lines and wrinkles at Week 4.

“The Jan Marini product not only matched the Obagi product in this head-to-head trial, but showed results at 4 weeks versus 8 weeks for the comparator,” Dr. Schlessinger observes. “The ability to show results quickly is a huge asset.”

While subject satisfaction scores for the hydroquinone product were neutral throughout the course of the study, scores for Luminate Lotion progressed from neutral to satisfied. More than half of study participants stated that they preferred Luminate Face Lotion over the comparator, and 80 percent of subjects indicated they would continue to use the product, compared to only 45 percent for the comparator. (Figure 2)

**A RECOMMENDATION FROM SCIENCE**

With its effects on pigmentation, as well as fine lines and wrinkles, Marini Luminate Lotion may be an appropriate option for many patients in the dermatologist’s office.

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6. UniPex. “Melanostatine 5 Focusing on whitening” datasheet
From surgical “face lifts” to fillers to laser treatments, most innovations in rejuvenation seem to emerge with a focus on the face. This makes sense, given the importance of the face and facial appearance in conveying the self to others. Eventually, though, most successful rejuvenating interventions are eventually tried on the hands. After all, a rejuvenated face can be undermined quickly by the appearance of aged hands.

Like facial skin, skin of the hands is typically exposed to UV radiation year-round and is prone to develop signs of photoaging. Research shows that individuals associate wrinkles, veins, prominent joints, thin skin, deformity, and spots with “old hands,” and fullness, lack of veins, and lack of wrinkles with “young hands.”

Patients and dermatologists are interested in safe, effective, and convenient options to promote a more youthful appearance for the hands. “The hands are a huge focus for many of my patients,” says Joel Schlessinger, MD. “If the rest of the exposed skin has been rejuvenated and the hands remain an issue it only serves to magnify the issue. Now that there are two approved fillers for this area, many of my patients are particularly concerned about pigmentation and other issues on the hands. Marini Luminate Hand Cream demonstrated an opportunity to improve signs of aging on the hands in this study.”

Individuals seeking a scientifically-based, OTC skin care option to enhance the appearance of the hands—or to use in conjunction with other interventions for hand rejuvenation—may consider Luminate Hand Cream from Jan Marini Skin Research.

PROVEN EFFICACY

The efficacy of Luminate Hand Cream was demonstrated in a recent study. The study was designed to assess the efficacy of Marini Luminate Hand Cream under real-life conditions with both subject and investigator assessments. Joel Schlessinger, MD led the study, which showed significant and linear improvement in all measures over the three-month study period. “This is a difficult area to study as there are so many factors that contribute to the aging hand. Sun exposure, of course, is a huge aspect, but circulation, dryness, intrinsic aging and work-related exposures also contribute,” Dr. Schlessinger notes. “Jan Marini still went ahead with this important study and proved that this over the counter product could improve the appearance of photodamaged hands in as short a period of time as 30 days!”

Many of the ingredients in Marini Luminate Hand Cream have documented effects that may benefit aged hands. However, without validation, there’s no assurance that the final formulation will deliver the desired results. This study shows the benefit of the finished formulation, Dr. Schlessinger says. Marini Luminate Hand Cream contains retinol, which has a number of important potential actions. It is shown to increase cellular turn...
over and reduce pigmentation as well as to stimulate collagen and increase skin firmness to improve texture and reduce the appearance of fine lines and wrinkles. “The addition of all-trans retinol to other, innovative yet safe ingredients has led to a positive result in both real-time experience and clinical trials such as this,” Dr. Schlessinger says.

In addition to retinol, the formulation includes multiple alternatives to prescription hydroquinone to target the appearance of pigmentation and age spots. These include Alpha-Arbutin, Kojic Acid, Azelaic Acid, Hexylresorcinol, Licorice Root Extract, and Dipotassium Glycyrrhizate. A stable form of vitamin C (Ascorbyl Palmitate) is also included to target pigmentation, and along with antioxidant vitamin E, to prevent free-radical damage induced by UV exposure and to support cellular repair.

For the study, subjects (n=28) with Fitzpatrick skin type I-IV between the ages of 30-65 were instructed to apply Marini Luminate Hand Cream to both hands twice daily. Physician assessment rated skin texture, wrinkles and overall pigmentation using a 5-point Physician assessment scale. Subject self-assessments were also analyzed.

Physician assessment ratings showed a statistically significant improvement in all measures from baseline to Day 120. (Figure 1) Improvement in texture had the highest rate of change and significance. Improvement in discoloration was significant at every time interval beginning at Day 30.

Subject assessment scores were positive, with 90 percent of subjects reporting improvements in one or more categories and 76 percent with improvements in three or more categories.

There were no adverse events or reports of skin irritation. “The safety and efficacy of this elegant product was excellent and was very well received by the patients in this trial. Ninety percent of patients felt there was a significant change,

which is significant for an over-the-counter product!” Dr. Schlessinger says. “Additionally, the lack of side effects is particularly beneficial when considering any product for patients.”

**A COMPREHENSIVE APPROACH**

For Elizabeth Houshmand, MD, Marini Luminate Hand Cream is emerging as an important product for use along with other interventions for hand rejuvenation. “I conducted the first ever hand makeover study that allowed me to address all three aspects of concern for an aging hand 1.) loss of volume 2.) discoloration 3.) rhytides. This overall comprehensive approach using filler, the Marini Peel System and the Marini Luminate hand cream allowed me to treat patients safely and effectively in my office and provided them with home care. The results were outstanding and 15/15 patients stated they felt their hands now matched or looked younger than their age. Patient satisfaction was nearly 100%.”

“These findings are impressive,” says Dr. Houshmand, and are consistent with her clinical observations. “The Jan Marini Hand cream was well tolerated in all patients in our study. Patients noted improvement with texture, tone and dryness of their skin,” she says. “Many patients continued on the product after the trial was completed,” Dr. Houshmand adds.

Evidence and experience show that Marini Luminate Hand Cream is a well-tolerated, effective topical treatment for textural and pigmentary signs of photoaging on the hands. As demand for hand rejuvenation continues to increase, clinicians can recommend this product alone or in support of other interventions.

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

CHEMICAL PEELS STAND THE TEST OF TIME BECAUSE THEY PROVIDE CLEAR BENEFITS WITH MINIMAL DOWNTIME. AVAILABLE IN DIFFERENT STRENGTHS, TODAY’S PEELS CAN ADDRESS UNEVEN SKIN TONE, PHOTODAMAGE, HYPERPIGMENTATION, FINE LINES, SCARRING AND LACKLUSTER COMPLEXION.

INTRODUCING THE JAN MARINI PEEL SYSTEM

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

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

TRANSFORM PEEL CASE STUDY

Brian Biesman, MD and Tammy Holton, RN of the Nashville Centre for Laser and Facial Surgery in Nashville, TN evaluated the efficacy of the Transform Marini Peel System with homecare for the treatment of the visible signs of aging, including hyperpigmentation, fine lines, wrinkles, texture and overall skin quality.

Active ingredients in the Transform peel include lactic acid, salicylic acid and resorcinol, followed by the Retinol activator.

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

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

—Brian Biesman, MD

Baseline (left) and 15 weeks after Marini Peel System: Transform Peel, Skin Care Management System and Age Intervention Retinol Plus.
to peel application and used for the duration of the study. The Transform Peel was performed as a three-peel series on a four-week interval. Marini BioShield and sunscreen were used exclusively during the immediate recovery period. Photographs were taken at baseline and 15 weeks (one month post final peel).

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

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

Most patients begin peeling about 36 hours after they leave the office, and this continues for three to five days, Ms. Holton adds. “The Transform Peel really does target brown pigment, dyschromia and sun damage, peeling it off for a more even skin tone.”

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

OTHER INDICATIONS

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

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

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

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

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

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

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

CONCLUSION

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

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