

## Should You Buy Into a Deal on Botox?

by [Elizabeth Angell, Senior Editor](#), Allure Online March 29, 2011, 4:20:00 PM

I'll be the first to admit that I love a deal—tell me I'm getting something for less than it usually costs, and I'll have a hard time resisting it. But when I received an offer this morning from a group discount site for "20 Units of Botox," I wasn't all that tempted. The details are this: for \$165, I would get what amounted to a single Botox treatment at a local med-spa—something that would usually cost at least twice as much. I asked Steven Teitelbaum, a plastic surgeon in Santa Monica, whether he thought this was a good deal. He didn't mince words: "Plastic surgeons get new patients by word of mouth from previous satisfied patients. How wise do you think it is to select as a doctor someone who has to offer dramatic discounts to attract patients?"

If the future you do find yourself tempted by a deal from a med-spa, there two big questions you need to ask before you buy in:

**1. Is there a doctor in the house?** Just because a spa has a medical director doesn't mean he or she will be administering the treatment. State regulations vary, and some states don't even require a doctor to be on site, much less in the room. New York City dermatologist Bruce Katz, founder and director of the well-respected Juva Skin & Laser Center/Medispa in New York City and a member of the advisory board of the Medical Spa Society, says that the only procedures to consider without a physician present are mild peels ("no more than 20 percent glycolic acid, or 10 to 15 percent trichloroacetic acid") and microdermabrasion.

**2. If a doctor is present, is he or she a dermatologist or plastic surgeon?** If not, then you may want to reconsider. "Would you want your diabetes managed by a plastic surgeon? Would you want your asthma by a plastic surgeon?" asks Teitelbaum. "The answer is no, and you should only want a dermatologist or plastic surgeon giving you Botox or injections." Dermatologists and plastic surgeons, he argues, are specialists who understand the full range of cosmetic procedures available. They know if your issues are best solved with a syringe of Botox or Juvederm—or if you'd be better served by a peel or some other procedure.

As for my own anti-aging plans, if and when I do consider getting Botox, I'm going to find the specialist with the longest waiting list—no matter how much it costs.

How about you? Do you buy into beauty deals?

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