

Smileworks Special Report:

SEVEN WAYS TO GET THE BEST LIPS IN LIVERPOOL



READ OUR REPORT ON HOW TO CHOOSE THE BEST PRACTICE, PRODUCTS AND PRACTITIONER IN LIVERPOOL TO ENSURE BEAUTIFUL RESULTS – EVERY TIME

Introduction

Welcome to Smileworks – and if you are a patient of ours already – welcome back. Today we are talking about lips and answering the question, ‘how can I get the best lips in Liverpool?’

Let’s face it, lip augmentations have a bad reputation in Liverpool and we are seeing lip disasters on an almost daily basis. Sometimes we can help and sometimes, sadly, we cannot.

Prevention is better than cure and we are constantly advising patients how to avoid problems when shopping around for new lips.

So here are some simple rules to follow to keep you safe and looking beautiful. We like sharing the secrets of our success with our patients because at Smileworks we want to help you look wonderful and also empower you to make good decisions that are in the interests of your safety and on-going aesthetic beauty. We do this because we love medical aesthetics - and we love you!

This patient was treated at Smileworks with Belotero Basic. Doesn’t she have lovely white teeth too!



What is Lip Filler?

BELOTERO®
... it's a part of me.

► Discover the full range of products



Lip filler or *dermal filler* is the choice for people who want to make a big impact on the size and shape of their lips. Your lips are a central feature of your face and directly linked to how attractive you look and feel. To enhance the shape and size of the lips, naturally derived fillers can be injected into the tissue to create volume and shape. There are lots of different types of filler that are used for different outcomes in different patients. Filler looks like jelly and comes in a syringe with a needle attached to it.

Anybody can inject dermal filler into your lips and there is no legal requirement that people get any training at all. Here at Smileworks, we think this is a pretty scary situation, and the reason we are writing this report is to make it easy for you to choose someone who is trained and talented so that you can get a beautiful result for your money.

It has been said that dermal fillers are a *crisis waiting to happen* and we see many people each week who have had dreadful lip augmentations and want our help putting things right. It is very difficult to correct someone's mistakes so we are writing this report to help you avoid the cowgirl practitioners who are making beautiful young girls look ridiculous with poorly placed lip filler. We want to stop this happening - if you do too, then read on.

1. CHOOSING THE RIGHT PRACTICE

The question of where to go is a big one. Everyone wants to a good deal and we know that many of you are young, work hard for your money and don't want to waste it. So we have included price in our assessment to help you get value for money and stay safe. Currently there are a few options where you can get a lip enhancement. Some of them good and others not so. Some expensive and some less so. Let's look at each option in turn. Remember that when you get your lips done by a professional like a doctor or dentist, they are highly regulated and have to jump through loads of hoops before they can come near you with a needle. But go to see your beautician *and you have no more protection than someone buying a ballpoint pen or a toothbrush*. So if things go wrong then they are likely to just stop answering your calls.

Smileworks waiting area. Swanky, eh?



1. Facial Aesthetics Practice / Private medical clinic

This is a purpose built clinic for surgical and non-surgical cosmetic procedures. The service will be amazing and the team will be switched on and efficient. You are likely to be able to discuss many different procedures with the team who will guide you towards the right treatment for you. Expect to pay towards the top of the range for each treatment but also expect excellent aftercare and for things to be done the right way.

2. Dentist

Dentists are carrying out surgery in the face every day so a dental office is likely to also offer facial aesthetic treatments. Be careful though because there are Dentists and then there are *Dentists*. There is a big difference between the all singing all dancing cosmetic dental practice and a two-up-two-down NHS practice on the estate. At the former you are likely to get similar treatment as at a private medical clinic whereas at the latter you may get an NHS dentist who is new to facial aesthetics. More on this in the next session.

And here's our reception



3. GP or doctors surgery

Your local GP may be advertising facial aesthetics services at their GP Practice. You all know what it's like at the GP's and there will be efficient staff, support workers and plenty of help on hand should you need it. All of the equipment and proper materials will be at the GP's surgery so as a *place* to get treated, this is great (apart from all the sneezing sick people everywhere). The question is whether your GP is the best *person* to be supplying facial aesthetics. More on this in the next section.

5. Hairdressers

A hairdressing salon is not a medical establishment and any medical procedure undertaken there carries increased risk. If you are using a mobile provider - ie someone who has brought their clinic with them – you must look out to see whether they have emergency medicines, safety equipment or even basic sanitary items like alcohol wipes. Team Smileworks have visited our patients at home before - *under very rare circumstances before you all ask at once*. We came with a massive orange holdall full of kit, gas bottles and shoulder-slung defibrillator. It looked like the paramedics had turned up and all the neighbours came out to see what was going on! If your practitioner is working out of a pencil case then you are probably not safe.

6. Someone's house

All the same points apply here as for the Hairdressers. Unless you live over the road from the Royal then you are not likely to be in reasonable distance of any help should you need it. Also people's houses have bad lighting, no exam bed and no equipment to help the practitioner give the best results. We heard a horror story once about a local mobile practitioner who perched on the arm of a chair that the patient was sitting in. As she was about to inject him with filler, she activated the

automatic button on his arm-chair which sprang into a different position. He said she grazed his face with the needle, narrowly missing his eye. Practitioners working under these conditions are putting you at risk so think carefully. Did you also know that if filler is accidentally injected into certain facial veins and arteries, it can drain into the eye and cause blindness. This is an extremely rare complication but one which can be minimized by treating patients according to the principles of best practice.

2. CHOOSING THE RIGHT PRACTITIONER

Anyone can inject filler into your lips. The industry is entirely unregulated and anyone with a credit-card can have a go. In fact, *you have no more consumer protection than if you had brought a ballpoint pen or a toothbrush.* Here at Smileworks we have some *awesome* toothbrushes - but that is for another day. We want to make sure that you are getting a reputable practitioner and not some have-a-go-hero trying to make you look like a celebrity. From our experience here in Liverpool these poor folks are promised Angelina Jolie and end up with Pete Burns. With all the categories below it is important to find out whether your practitioner is talented and can create beautiful results. Ask them for some before and after pictures and the answer will be literally staring you in the face.



Our practitioner, Dr MJ Rowland-Warmann

1. Cosmetic Surgeons

We love Cosmetic Surgeons here at Smileworks and have strong relationships with some talented surgeons here in Liverpool. If you have managed to convince a Surgeon like Alex Karrisdis or Rizwan Alvi to do your lips then high-fives! They are masters of surgery and know the products inside out. They will be talented and understand the possible outcomes and complications. They will also be doing surgery day-in-day-out so will be extremely experienced and talented. The only problem is they can be awfully expensive and not many can afford new lips twice a year from a plastic surgeon. So there are other less expensive options that we will now explore.

2. GP or doctor

GP's are doctors and they have lots of experience, are trustworthy and will certainly be looking out for you. Also GP's have been trained in facial anatomy and understand about complications and safety. However, GP's don't do much in the way of surgery. So you have to ask yourself *what is this practitioner doing for most of their time each day?* Are they doing surgery? Are they doing facial aesthetics? If the answer is no then you must check their level of experience. Professionals are not offended if you ask them how many procedures they have done that week or in the last month. If the answer can be counted on one hand, you should be careful and make sure you are getting a GP with enough experience. On the other hand there are doctors with more experience who might be working in hospitals. They are probably doing more surgery and are likely to give you what you want. Doctors can also be quite expensive and many practices will charge a premium for a Doctor over a nurse who might be more experienced! So do your homework, take a look at the before and after's and don't be afraid to ask about experience

3. Dentists

Dentists only work in the face and spend all of their time doing surgery. This mean dentists are pretty good at facial aesthetics and many of the best people around are Dental professionals. Dentists have a deep knowledge of facial anatomy and work *only* in the face which means they have a unique perspective.

You still need to ask questions to make sure you are getting someone decent. Cosmetic Dentists are likely to have more experience than NHS Dentists and the two are often like chalk and cheese. We have heard of lots of NHS dentists taking up dermal fillers to supplement their income and are only doing it as an adjunct to their dental practice. So ask your NHS Dentist how many lip enhancements they have done that week and same rule applies, if it is easy to count on one hand then you might need to carry on searching.

One of the great things about Dentists is that they will usually deliver a nerve block before the treatment that will mean the procedure is totally painless. Other practitioners use numbing cream and the procedure – as a result – can be very painful. Here at Smileworks we wouldn't dream of going near our beautiful patients without using a complete nerve block.



Have you chosen a practitioner with qualifications? Here are some of MJ's quallies.

4. Nurses

Nurses are doing more and more lip augmentations since the rules allow them to also prescribe Botox. Nurses are trained in basic anatomy but are probably going to be fairly sketchy on facial anatomy. They are used to administering injections which is great, but I bet their day to day job doesn't involve any facial injections. So with nurses you have two simple questions to ask. The first is: have you got enough experience? There are nurses who have a great deal of experience and are great facial aestheticians. And there are others who are trying to make money in a time when work is scarce and people are looking for additional income. The second question is: are they talented? Do the before and after pictures look good? If so go for it. If not, perhaps you should carry on searching.

5. Hairdressers

Hairdressers are not medical professionals. Here at Smileworks after your appointment would you ask Dr Rowland-Warmann to put you some foils in? No. Thought not. But joking aside we have been seeing an increasing number of people in salons rolling up their sleeves and having a go at lip augmentations. The results are usually dreadful and we often have people in the practice begging us to fix them. Unfortunately in these cases it is only massage and time that can fix the problems. One 'beauty therapist' we learned was offering filler treatments turned out to not even be a qualified beauty therapist – never mind a medic! More often than not we simply can't help undo the damage. If you are so foolish as to go and have a beauty therapist inject your face with a medical device then unfortunately we can't be friends.

6. Everybody else

See number 5 above. Unfortunately we can't be friends.

So warnings and doom aside, let's now move back onto the right stuff. In the next part of our article we will discuss the right products, in the right hands and how this can create perfect results for you every time.



3. CHOOSING THE BEST PRODUCT?

There are lots of different products currently available on the market and we spend lots of our time here at Smileworks arguing about which are the best and why. Do you have

nice shaped lips and want more volume or do you have shapeless lips and want more shape? Do you have neither and want *both* volume and shape? Do you have nicely shaped lips which already are nice and plump but you want them bigger? Are you female? We treat loads of men and their wants and requirements are often different from women. There are lots of different types of lip filler made by pharmaceutical giants, Allergan, Merz, Sinclair and Galderma. The different products produced by these companies include names you may have heard of like Belotero, Juvederm and Restalayne.

Confused yet? That's just the beginning. Juvederm comes in seven different types and Belotero has five varieties. So what is the difference between Belotero Balance and Belotero Intense? Can you use Juvederm 4 in the lips? What about Restalayne? Does this product have a higher incidence of adverse events than the others when placed in the lips? If your practitioner doesn't know there from *Volbella* their *Voluma* then perhaps you are not getting your moneys worth.

Luckily, you don't need to know about products only what they can do for you. However, your practitioner must know each product inside out and have used and tested them. We only use two brands here at Smileworks and these are Juvederm and Belotero. We use these because we think they are the best. But this still leaves us with a choice of dozens different products to choose from. Each product is used for a slightly different thing and it's vital that your practitioner understands the difference. Also we use Botox to perfect some of our lip augmentations – and this is included in the price for the right candidates. Want to learn



more about advanced lip enhancements? Then make an appointment to see us. They are free and we love sharing our super-up-to-date and super-high-tech learning with our beautiful patients.

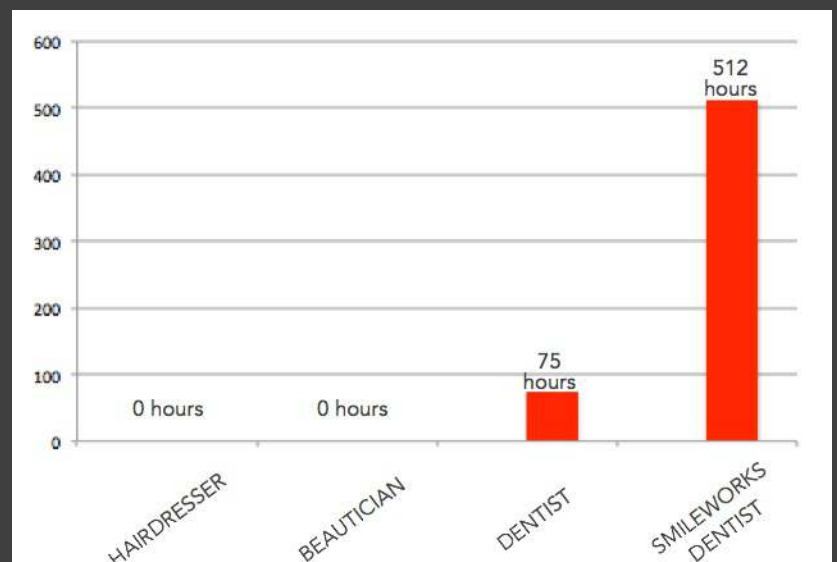
4. COMMUNICATION IS ESSENTIAL

Different patients want different things and it is important to tell your practitioner exactly what you want. Once you have thoroughly discussed what the options are - is there a choice of products and techniques that you are being given or is it just 'roll the sleeves up and have a stab' time?

You must make sure you only go ahead with the procedure if you feel that all your questions have been answered and you are happy to proceed. The practitioner may not discuss different products with you but so long as they have asked lots of questions and have given some options then you can be some-way assured that they know what they are doing.

5. HOW WE DO IT – TRADE SECRETS

Here is the part you have all been waiting for. How does MJ create these perfect lips time and time again? Well there is no one secret but a mixture of best practice and, of course, talent. An artist can tell you how to draw a picture but it's talent that creates a masterpiece. A great deal of how to produce perfect results is down to talent. You can also get a very good job done if you are with a practitioner with experience who is operating within the principles of best practice. Unfortunately many of the training courses available in Liverpool are aimed at beginners and people with little or no experience. There are sadly very rarely master classes for the simple reason that there are only a handful of masters.



However, here at Smileworks we do an enormous amount of training. In fact, Dr Rowland-Warmann did so much training in the last 5 year cycle that her score literally went off the scale. A Dentist is required to do 75 hours of verified CPD in five years. MJ, right here at Smileworks completed 512 hours verified training. In addition, the guidance needs an additional 250 hours of non-verified. She completed 504 hours unverified. A beautician or a hairdresser is required to do 0 hours of verified and 0 hours of unverified learning. So you can see why the results differ. There is some magic but it is mostly very, very hard work that creates the results that you see in the pictures.

6. HOW MUCH FILLER?

More filler does not *always* mean more beautiful or more perfect. In fact it can often be the opposite. How many dreadful lip augmentations have you seen in the media? Many of these are because the patient asks for the biggest possible lips and the practitioner complies without understanding the limits of the products. There is a fine balance between volume and shape. If you overcook the volume, you are likely to lose shape. Also putting lots of filler in all at once is putting a strain on the surrounding tissue and increasing the chances of complications. The best advice here is listen to the expert. If you have followed our advice up to now you should be in safe hands and you must listen carefully to what your practitioner says about what is realistically achievable for you. It is impossible to go from zero to Angelina Jolie in one filler session. However, in many cases it is achievable to do this in a number of sessions using the many tools available to us.

Here is one of our favorite examples of how two treatments a few months apart can create a really special result. This patient had not had her lips done before and presented as 1. She left our office looking like picture 2 and then 3 is where she returned 5 months later and the final result is 4.

Pretty impressive, huh? It would have not been possible to get from 1 to 4 in one sitting. She would have ended up looking like a duck or a sex doll instead of possibly the finest example of a lip enhancement we have seen in a long time.

FIRST TREATMENT



SECOND TREATMENT (5 months later)



7. THE REVIEW – SHAPING AND REFINING

Filler does not always settle in the lips in the way we want it to. This is by no means a disaster and there are frequently very minor adjustments that need making to the final position of the filler. It is essential to have a review following your treatment so that your practitioner can make fine adjustments and create a perfect look. A review is where you return to your practitioner after two weeks and assess how the filler has settled into your lips. Different fillers behave in different ways and there can sometimes be small lumps and bumps. It is essential that you are in the hands of a knowledgeable practitioner who will be able to determine the best way to reach perfection if there are small problems. Only your practitioner should be manipulating your filler. We spend lots of time learning where to place it and you should not have a go at moving it around as this is likely to produce some funny-looking results.

Frequently asked Questions

So there is your complete guide to getting the best possible results for your money. We get lots of questions from our patients and here are some frequently asked questions taken from some of the patients that we had in our surgery last week. I asked them what they wanted to know and here's what they said - and our answers.



If I don't like it can you take it out?



There is a product available called Hyalase. It is really nasty stuff and is in our emergency kit for times when filler is injected and starts putting pressure on a nerve or artery. This can mean really bad news for you so we can use Hyalase in an absolute emergency to relieve the pressure and prevent tissue or nerve damage. Thankfully at Smileworks our Hyalase is still in it's box and has never been used. Hyalase is serious business and turns whatever tissue it comes into contact with into mush. The way to get filler out is by massaging it. If you have had a mishap and want it all out then a few weeks of continuous massage a few times a day should do the job. However you are going to be told in a way that you can understand what is achievable in your case and we are going to look after you very well here. So hopefully you will love your lips.



Does it hurt?



The lips are an extremely sensitive part of your body. Add needles and injecting filler and you have a recipe for an extremely painful procedure. It has been likened to having a tattoo done. So here at Smileworks you will receive an anesthetic called a dental block – we are Dentists here remember – and you will not feel a thing. The area will be totally numb for a few hours after the procedure and when the anesthetic wears off there will be no discomfort to speak of. We hear common stories of people having a go at this procedure using numbing cream of the type used for nappy rash. Believe me – it's still going to hurt.



afterwards and for how long?



There will be swelling following treatment. This can last for about three days and then will start subsiding. After a week the swelling will be mostly gone. Bruising is rare if you go to a reputable provider. If you choose your local hairdresser for treatment then we simply cannot foresee the extent to which you may be bruised.



My friend had her lips done and now she looks like a duck. Will I look like a duck?



Again this depends to a large extent on whether you follow the advice in this guide. The duck look is from injecting filler into the wrong part of the lips. Even some of the training courses offered for practitioners who are new to lip filler tell you to inject into the border of the lips and this often produces a result that does not look natural. A master practitioner should be able to place the filler with a good technique at the right depth to avoid this look. So ducks are all about poor injection technique. Practitioners sometimes blame the products or even the patient – but it's poor injection technique – trust us!



My friend had her lips done and she looks a bit like a sex doll. How can this be avoided?



Again this is unfortunately down to poor injection technique and a result that we often see in patients coming to us wanting their lips fixed following a bad experience somewhere else. Often it is the case where someone has tried to put too much filler in and created a result that is unnatural.



I heard It's best to massage them when I get home?



Sure, go ahead and massage them if you want your filler to last less time and you want an uneven result. We are going to place the filler very carefully to give you the best result. If you start messing with it once you get home then there are likely to be problems so just leave them to heal and come for your two-week review appointment.



I got mine done at [NAME DELETED] and they only lasted for a few weeks and then went down.



This sounds like the wrong product. There are a few dermal fillers available that are used in the backs of the hands. They are less viscous than fillers meant for the lips and will be absorbed very quickly if used in the lips. And guess what – they are much cheaper to buy than the more viscous versions of each product. So it sounds like you may have been sold a pup with that one, I'm afraid.

So we hope you make the right choices and are able to follow our advice to find an injector of skill and integrity. Here are some more of the results that you can expect from your lip enhancement here at Smileworks...



Smileworks

Posted by Edward Hootward [?] · 10 December 2014 ·

Our First Officer has been reviewing the year's work and this lip augmentation really stood out as a beautiful example from a few months ago.

We have had some excellent contenders for 'Best lip augmentation of 2014' very recently so watch this space for some more entries.

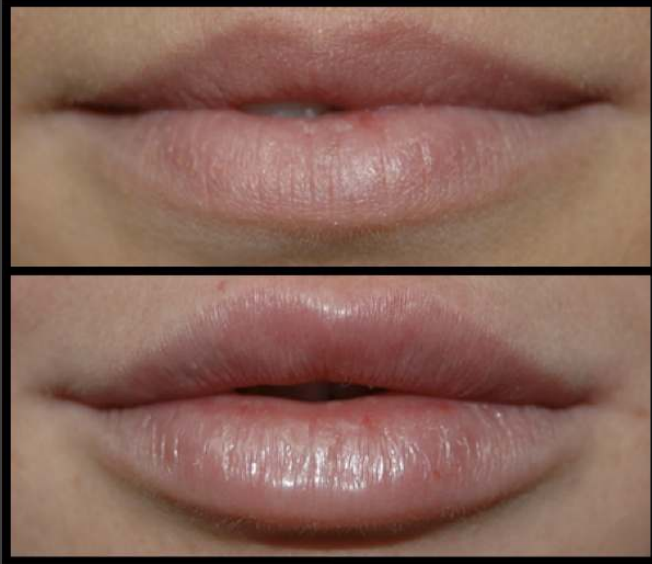
We used the Merz product Belotero for this patient. 1ML Belotero can be yours for just £200 at Smileworks.

Tag photo Add location Edit


Like · Comment · Share

Nicola Brady and Lisa Cole like this.

Write a comment...



Below are our very own MJ's lips – and a beautiful example of what many treatments over time can achieve. Before you ask – she does them herself!



Smileworks
Posted by Edward Hootward (?)
 8 March 2014 · 🌐

Here at Smileworks we love listening. But recently our beautiful customers are telling us that facial aesthetics in Liverpool is being done extremely badly.


We have heard so many dreadful stories of botched botulism and lop-sided lip-jobs today that it has made us even more determined to offer you the best products at the cheapest prices.

If you want to be treated like Royalty and have a true ...
[See More](#)

📷 Tag photo 📍 Add location ✎ Edit

Like · Comment · Share

👍 Blackcat Bespoke Woodwork, Trish M Murphy, Julie Jones and 10 others like this.

 **Lynda Hedges** Can not wait for you to do mine hope can get as fab as urs eventually mj 😊 xx
Like · Reply · 8 March 2014 at 19:53

💬 3 Replies

Write a comment...

CONTACT SMILEWORKS

If you would like to join the beautiful ranks of Smileworks patients then please call our First Officer on

0151 236 5166

and he will be delighted to make you an appointment with MJ for Botox or any of the other wonderful medical aesthetic treatments that we have here at Smileworks. Alternatively email ed@sexydentistry.com or take a look at our website here: www.sexydentistry.com



MJ ROWLAND-WARMANN

BSC BDS MJDF RCS (ENG) MFDS RCPS (GLAS)

SMILEWORKS CAPTAIN

GDC: 178642

MJ spent a whole load of years at the University of Manchester studying Biomedical Sciences and then Dentistry before completing her Diploma of Membership of the Joint Dental Faculties at the Royal College of Surgeons and Diploma of Membership of the Faculty of Dental Surgery of the Royal College of Physicians and Surgeons of Glasgow. She has undertaken a certification course in Implantology and is now studying for a Masters in Endodontology. Her favourite areas are Orthodontics and of course Facial Aesthetics. MJ has so many letters after her name she has to pay extra when we get the Smileworks business cards printed.

MJ spends her spare time talking to cats. She has the world's ugliest hairless felines and is completely at ease with how wrinkly they both are.



ED CHALLINOR

LLB LL.M BARRISTER (GRAY'S INN)

SMILEWORKS FIRST OFFICER

Ed Graduated in Law from the University of Exeter in 2003 and went on to complete an LL.M Masters Degree in Commercial Law for which he received the highest mark awarded by the Nottingham Law School. He breezed his Bar Finals the following year and was published Barrister in 2006. He has many years commercial experience working in the City of London and left his job to become an entrepreneur. Ed handles the business end of Smileworks making sure you get the best products at the best prices.

Ed spends most of his spare time searching for celebrity faces in his food.

SMILEWORKS PRICES

Here at Smileworks, a lip enhancement costs less than you might think. Our super-talented medical aesthetician will treat you for as little as £130.

Here at Smileworks we have:

- ✓ THE RIGHT PRACTICE
- ✓ THE RIGHT PRACTITIONER
- ✓ THE RIGHT PRODUCTS
- ✓ AN IN-DEPTH CONSULTATION
- ✓ BAGS OF PURE TALENT
- ✓ JUST THE RIGHT AMOUNT OF FILLER
- ✓ AFTERCARE AND REVIEW



0.55 Juvederm.....	£130
1ml Belotero.....	£220
1ml Juvederm.....	£250

Consultations are FREE

Just call 0151 236 5166 to make a booking