

### What's the best piece of advice you've been given during your career?



“Don't give up on your goal. Don't let other's perceptions of what you're doing with your career affect your goal. Nor let others scare you if you are following a lesser known path. If someone had told me 20 years ago, that I would now be running my own aesthetic clinic I don't think I would have believed them. But it's the perfect career for me and looking back I can see how every road I took has led me to this pathway.

### What has been your biggest challenge to date within your career and how did you overcome it?

“I believe I was destined to be an aesthetic consultant following my army commission. I had a niggling desire to know what else was out there and beyond being a GP. The journey was long and not so typical, taking me to Fiji, Jersey and Chicago, not to mention Portsmouth, Salisbury, London and Buckingham Palace.

I always dreamed of having my own business and in 2008 it just clicked for me. This summer I will open my own premises, my own clinic, something that I feel I have been training and working towards since the age of 6 years old. This is a huge achievement for me, and one that has been an accumulation of listening to my heart, using my head, listening to advice and ignoring those that put this fantastic speciality down. Thames Skin Clinic is my biggest achievement and I cannot wait to show everyone.

### What excites you most about the industry?

“Aesthetic medicine combines my love of practical treatments, the art of sculpting and the science of rejuvenation. We use traditional consultation techniques mixed with cutting-edge technology, to make patients better, happier and ultimately feel confident. It is a wonderful gift to give your patients and there aren't many medical specialities that can do this. What's more, I get to stand up and talk to peers, colleagues and friends about new products and techniques which means I get to test them too!

### Are there any new cosmetic trends you've noticed that are emerging?

“Having been involved in the aesthetic world for the last 11 years I can see the treatments we now offer are more refined. Subtle, accurate treatments with minimal downtime, creating a result to make the patient look the same but younger. My patients do not want to look “done” or “treated” and this trend continues to grow. The majority do not want to have their treatment noticed when walking down the street but want to have the increased confidence that comes with looking like a younger version of themselves.

To that end, we are seeing more injectable products for subtle tweaks like profilla and equipment-based treatments like plasma and HIFU. Although some of which have been available for years, they are now preferred options for patient's vs some more invasive surgical options. I believe these treatments will continue to increase and become part of a combined treatment technique.

### What challenges do you expect to see in the next year?

“My personal challenges include juggling my passion for my work with my love for my family. I have two children; my girls are 4 and 1 years old. They will always be my top priority, setting a good example to them and giving them the love, care and attention, they need to blossom and grow. Opening the doors to Thames Skin Clinic (please follow me on Instagram!) is my third child and I can't wait to welcome her into the world.

### Can you share your best hints and tips for someone looking to set up their own clinic/practice?

“Some people think that starting an aesthetic practice is a quick way to make a fast buck. The reality is that there are a lot of people out there trying to do the same thing. Those just starting in the speciality now have the benefit of level 7 qualifications and MSc's qualifications to help differentiate them from others.

When starting a clinic, I would recommend joining a reputable clinic with whom you can develop your skills and learn to be part of a private medical team. If you are setting up your own clinic start with simple treatments. There is no need to invest in expensive equipment, leases or premises until you have a patient list and a better understanding of their needs.

### What's your main piece of advice for a first consultation with a patient?

“Give your patient enough time to feel valued, understood and allow time to discuss a treatment plan. Follow up with every patient you see and give them a follow-up appointment before they leave your clinic. I like to give my patients a goody bag with miniatures of products that I recommend for them. Show them how professional, caring and the quality of your services are. If you invest your time into a first-time consultation, they will continue their journey with you for life.