



Mentoring the Mentor

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Mentor goals:

- ⌘ To declare what is possible and establish a commitment to that possibility
- ⌘ Address personal and professional barriers limiting the ability to serve
- ⌘ Evolution of vision/mission/ethics that drive success
- ⌘ Create immediate action steps to apply learning and growth
- ⌘ Construct the round table of applied trophologists

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Mentoring the mentor:

- ⌘ Who are the mentors? – Practitioners
- ⌘ Who are we mentoring? – Patients and GAP
- ⌘ What's the purpose? – Optimized life
- ⌘ How does it work? – Whatever you learn you teach someone else (anyone else)
- ⌘ Who's is included? – Self selection, you pick yourself

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Mentoring the mentor:

- ⌘ Each participant attends monthly teleconferences (1 hour in duration, 4th Thursday of month) creating a round table discussion/exploration of the dynamics and details of a nutrition-based wholistic practice
- ⌘ Each participant chooses how to convey the notes and information to their world and community – no information squandering
- ⌘ Issues/problems/questions are considered a learning process for everyone, although individual's remain anonymous
- ⌘ All questions, comments, case studies to be directed through email to SP rep who will compile and include in next teleconference (must be submitted 10 days prior)

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Our healing mission

The joy is not in things;
It is in us.

Richard Wagner, Composer

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No real changes to genome

- ❖ The genome is no more than 1.5% different from 5 million years ago therefore physiology is still adapted to the wild paleolithic foods/diet
- ❖ What were they?

Nutrient	Paleolithic	USRDA	Modern intake
B2	6.49 mg	1.5-1.7 mg	1.54-2.08 mg
Folate	357 mcg	180-200 mcg	140-205 mcg
B1	3.91 mg	1.1-1.5 mg	1.08-1.75 mg
C	604 mg	60 mg	77-109 mg
E	32.8 mg	8-10 mg	7-10 mg
A (Retinol)	2870 mcg	800-1000 mcg	429-1170 mcg
Beta Carotene	5.56 mg	0 mg	2.05-2.57 mg

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No real changes to genome

- ❖ And the mineral analysis
- ❖ What were they?

Mineral	Paleolithic	USRDA	Modern intake
Potassium	10,500 mg	3,500 mg	2,500 mg
Sodium	768 mg	500-2,400 mg	4,000 mg
Calcium	1,956 mg	800-1,200 mg	750 mg
Zinc	43.4 mg	12-15 mg	10-50 mg
K/Na Ratio	4.2:1		0.625:1

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The greatest use of your time

Think New Thoughts

Niacinamide

- ❖ For many years Vitamin B3 has been known to change blood supply to the brain and periphery, but specifically a form of B3 called niacinamide (nicotinamide – an alkaline form of niacin) has the ability to alter nerve function
- ❖ Dr. Kim Green at the University of California at Irvine gave a human dose equivalent of 2,000 – 3,000 mg/day of niacinamide to mice with Alzheimer’s Disease (AD) – after 4 months it was discovered that “cognitively the were cured. They performed as if they never had the disease”
- ❖ He was also quoted as saying, “The vitamin completely prevented cognitive decline associated with the disease, bringing them back to the level they’d be at if they didn’t have the pathology”
- ❖ Additionally the study also showed improvement in memory and behavior in mice without AD – so this means it is not correcting a disease process as much as effecting a unified mechanism of physiology influencing brain physiology

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Alzheimer's Disease

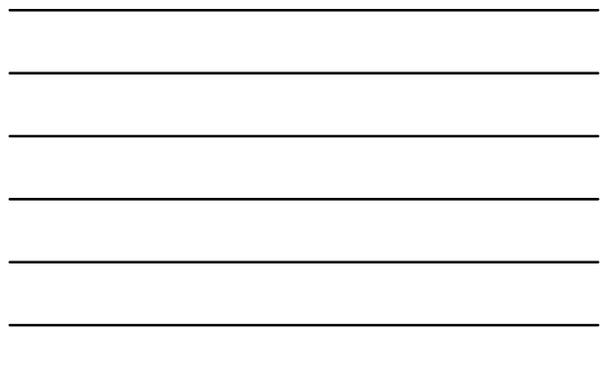
- ❖ Alzheimer's Disease (AD) was named after the German scientist who discovered it in the late 1800's – he was a contemporary of Freud, who agreed with him that AD is an organic disease, not psychological
- ❖ In AD waxy clumps of protein fragments called beta-amyloid plaques form around and inside nerve cells, breaking vital connection and leading to nerve destruction
- ❖ Although some individuals live for 20 years with AD, the average lifespan is 8 years
- ❖ Over 5 million Americans now have the disease, and the growth rate estimates that this number will be 14 million by 2050
- ❖ Currently 10% of those over 65 manifest this disease, while 50% of those over 85 have it
- ❖ Worldwide estimates will increase from 26.6 million currently afflicted to over 100 million by 2050
- ❖ The current trend reveals one out of every eight baby boomers will have this disease
- ❖ In less developed countries, like Africa, the occurrence is almost non-existent, suggesting this is exposure to pollution and food aberration ¹⁰



Aniactinamidosis

- ❖ Alzheimer's Disease organizations, the medical press and the medical community have virtually ignored this discovery of niacinamide, claiming there is danger in using high dose vitamins
- ❖ Dr. William Kaufman through his death in 2000 at 88 years old was meticulous in documenting the effects of niacinamide deprived and repleted physiology
- ❖ Kaufman used doses between 1,500 to 4,000 mg/day in multiple doses (8) because he discovered the effects of niacinamide were elevating in the blood after 15 minutes of ingestion, peaked after 90 minutes, and cleared after 3 hours – best dose 250 mg at a time taken 8 times per day in disease afflicted cases
- ❖ He found the vitamin deficiency involved depression, anxiety, personality changes, impaired balance, over reaction to noise, abnormal skin sensations, yellow or brown skin pigmentation, liver enlargement and tenderness, excessive fatigue, arthritis and impaired mobility, poor muscle strength, and diminished work capacity
- ❖ By the 1940's he found that some of these conditions improved after industrial enrichment of grain processing – but unchanged were fatigue, decreased muscle strength and work capacity, loss of balance, depression, and impaired joint function

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[This section contains a dense list of scientific references and citations, including names like Kaufman, White, and various medical journals. The text is too small to transcribe accurately but represents a comprehensive bibliography.]

Product Alert – Read All About It!

□ Niacinamide/B6 first introduced in 1949 is a unique combination of factors to reduce the physiologic decline known as aging, possibly based on the work of Kaufman and the larger nutritional community in that era. This is a cocktail of called a proprietary blend, leaving us to speculate what was in Royal Lee's mind as he formulated this product. It is an inexpensive and impressive influence upon neurological decline and aging that is only recently being elaborated in scientific literature. This product takes the assessment out of the picture for the clinician and addresses the common background issues at work universally in every person. Known to promote nervous system function, RNA/DNA synthesis at cellular levels, and facilitates metabolism and utilization of fats and proteins through support of HCl production.

- Niacinamide/B6:
 - Niacin 50 mg per 2 capsules (250% RDA)
 - B6 9 mg (450%)
 - Proprietary blend of bovine liver, porcine stomach, calcium lactate, soybean, bovine spleen, ovine spleen, defatted wheat germ, para-aminobenzoate, porcine brain, and ascorbic acid

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Protocol – Neurological Support

- ↵ General Nerve function:
 - Niacinamide/B6 (1-4)
 - Neurotrophin PMG (2)
 - Neuroplex (2)
 - Tuna Omega (4)
- ↵ Address Xeno Toxic Elements:
 - Cruciferous Complete (4)
 - Chelaco (1-2)
 - Livton (4)
- ↵ Promote Neurotransmitter Physiology:
 - Cataplex G (4) – promote Serotonin synthesis
 - Whey Pro Complete (1-2 scoops)
 - Protefood (2)
 - (general protein/amino acid increase promotes brain chemistry)

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New Thinking ...

The thinker knows he is today where his thoughts have taken him, and that he is building his future by the quality of the thoughts he is thinking.

Wilfred Arlan Peterson

The Summary Effect

- ⌘ Physiological enhancement through biochemical modulation is a summary effect – with each summation you gain a more profound effect – this is why program after program of detox and fortification is our way
- ⌘ Physiology is a summary effect – almost every physiological mechanism is a series of events wherein moderating and reactive events create a net summary called a macroscopic event (eg.- allergic response, immune response, CAD plaquing, gut lining repair, hormonal status, etc)
- ⌘ To know this summary effect nature to the body is to be wise and able to explain outcomes and limitation of outcome
- ⌘ It also explains the wholistic nature of the person who is a summary of physical, mental, emotional, spiritual, social influences
- ⌘ "All the factors add together to tell us plainly whether life or death shall come"

Getting results - quickly

- ⌘ Initial changes are seen within days if we know what to watch
- ⌘ Patient compliance is high when progress is demonstrable
- ⌘ People love to be measured



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Formula for Success – The 'I's have it

1. Introduction – be transparent and rational
2. Interview – be mutual and intimate
3. Investigate – measure and record
4. Initiate – report of findings and correlate
5. Inquiry – check for conception
6. Itinerary – scheduling and treatment plan

Every visit includes every ingredient

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Introduction -

- ⌘ Show your philosophy
- ⌘ Share the mission
- ⌘ State what you are going to do
- ⌘ Enroll patient in why you are doing exam



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Interview -

- ⌘ Make notes, remind people you care by remembering
- ⌘ Build intimacy – this is the foundation of the partnership
- ⌘ Mutualism – match the level of disclosure
- ⌘ Demonstrate comfort in the topic



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What matters -

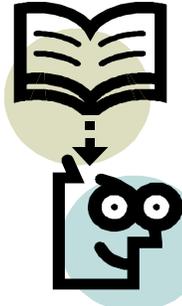
More important than knowing what kind of disease the patient has, is knowing what kind of patient has the disease.

Dr. William Osler

Interview: Symptom Association

Post it note System -

- Post it – Jot the ideas down as they arise while interviewing/surveying
- Verify it – Find the ideas within the physical findings – use the examination to select the best path
- Prioritize it – Leave the other ideas for next time – also to review which ideas worked and which didn't



Investigate -

- Utilize analytical tools to measure wellness and anomalies
- Educate as you proceed – why, what is learned
- Practice vocal anesthesia to offset test anxiety (white coat syndrome)
- Correlate major complaints/symptoms with findings



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Initiate -

- Report all the findings and correlate with symptoms
- Simply read all positive findings and explain all changes since last visit
- The therapeutic use of rationale – describe how each supplement works and its objective



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Inquiry -

- ☞ Confirm understanding and comprehension
- ☞ Detect present or future problems
- ☞ Employ preventions to avoid foreseen issues (\$, vegetarian)
- ☞ Complete one's issues - close patient up so they are not leaving with everything hanging out



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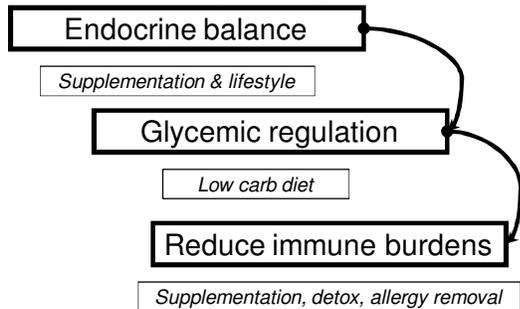
Itinerary -

- ☞ Treatment plan says how long, how often, and how much
- ☞ Identify re-evaluation along the way and introduce scope of the program/project
- ☞ Headline the immediate goals – succinct and frank



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Deemed Physiological Priorities



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Observed thought changes

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From Start to Finish

Each patient must move through their own evolution.

Each visit is a step in that evolution and therefore must strategically contribute to the whole person concept (7 pillars)

The following are ideas of what each visit should contain in order to contribute to evolution and prevent stalling or devolution



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From Start to Finish

- 1 – Each significant symptomatic report gives the practitioner opportunity to explain how that is part of a functional issue that can be cared for – this builds a strategy for the case
- 2 – When results can be attributed to the strategy patients will go further with you into very complex long-term journeys
- 3 – Each visit must refresh the strategy and rededicate the effort to functional aims, avoid getting too focused on symptomatic challenges
- 4 – Accurate notes is all you have from the tangle of chronic complications – you will get lost if your notes are not elaborate – for some the journey will take years, maybe decades

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Visit after Visit — The Gold Standard

- ⚡ Patient primary concern – must be revisited and respected – if not clear and honored patient will not be open to anything additional the doctor envisions – it is 'true north' that the compass always points to (e.g. constipation, loss libido, fertility, headaches, prevent cancer)
- ⚡ The gold standard is the comprehensive nature of a functional medicine oriented practitioner which assures accountability and therefore safety in the exploration – acts as an anchor to the lofty expansiveness of biochemical modulation, and the possibility to continually chose or unchoose this approach
- ⚡ Every item of the sheet from the former interview must be reviewed – simply record answers – Accurate note-taking creates doctor confidence in the future when notes may be essential to determine direction
- ⚡ Remember each visit includes a report of findings – report the changes in the symptomatic profile and changes in examination findings – you never have to convince them – this does it for you
- ⚡ Often patient will say, "I'm not sure it worked?" – turn sheet over and review the symptoms that have changed – do not be drawn into an opinion until after you have reviewed the interview – results are not about opinions – truth, and our experience of it working in our lives is incontrovertible

Visit after visit — From start to finish

- ⚡ There is no finish line! (Nike) – Continue to declare the project by reviewing the former data and noting changes – we are experts in change – change is process – the process is balancing/healing
- ⚡ Pin the tail on the supplement – every change noted relates to the program of change/transformation that you have initiated with them – reveal your expertise in how the body works to explain to them what is happening
- ⚡ Each visit further astounds the patient – they return expecting to be let down, expecting to find that the first visit was great but too good to be true and cannot happen again – what they don't know is that what worked was the formula for caring that biochemical consultation employs – it will be here time after time for years – it will become a standard in their lives, most likely found no other place that with you
- ⚡ After nine months has gone by, the seven pillars of health have been achieved and the "Parthenon of health" is a reality the leftover interview is the icing on the cake which distinguishes you as a master – because you are committed to go all the way
- ⚡ All the really great miracles in healing are accomplished from the "Parthenon of health" – you must be strong to do great things – the deep work only begins after basic detox, repair and balancing has been realized
- ⚡ The interview keeps us focused on the whole journey instead of just the highlights of big change in the beginning.

Prove it -

I have a lot of things to prove to myself. One is that I can live my life fearlessly.

Oprah Winfrey

Risk Management

- ↪ Discontinue all products at the first sign of a rash or itching
- ↪ Always return all your phone calls
- ↪ Ask staff to interrupt you with any calls from doctors or emergency situations
- ↪ *Win the war, lose the battle!*
- ↪ "If I have done anything wrong I want to take responsibility"
- ↪ Do not tuck and hide
- ↪ Document everything, you will have confidence at least

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Risk Management

- ↪ Allergies and case history are the best preview of problems (iodine, lactose, dairy, wheat, corn)
- ↪ Never advise on medication, always advise with physician's directions
- ↪ Do not shame or blame - it only increases the inflammation
- ↪ Any action you take to promote settlement cannot be used against you as a concession of guilt in Texas
- ↪ If you go down, don't fight it, roll through it - learn

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Risk Management

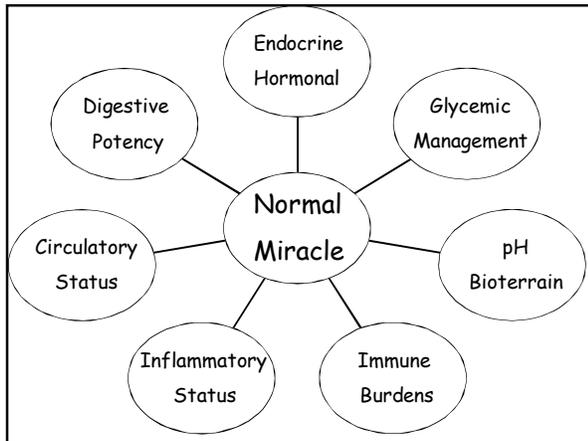
- ↪ Be humble - don't be the target for people
- ↪ Call to inquire as to well-being
- ↪ Do not release records without written and signed permission
- ↪ Act as though each case could go wrong!
- ↪ Become an expert in drug-nutrient contraindications
- ↪ Go slow to go fast! Practice preventions!

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Serving daily ...

Our rewards in life will always be in exact proportion to the consideration we show towards others.

Earl Nightingale



7 Pillars Protocols

- ☞ Endocrine/Hormonal — Symplex F/M, Hypothalmex, Black Currant Seed Oil
- ☞ Glycemic Management — Phase I/II Diet, AF Betafood
- ☞ pH Bioterrain — Calcifood, Calcium Lactate, Magnesium Lactate, Green Food, Organic Minerals
- ☞ Inflammatory status — Eliminate food allergies, Cataplex AC
- ☞ Immune burden — Thymex, Sesame Seed Oil, Congaplex, Allerplex, Immuplex, Zymex, Zymex II, Multizyme, Wormwood
- ☞ Circulatory Status — Cardioplus, Vasculin, Cayenne, Garlic, Hawthorne, Horse Chestnut
- ☞ Digestive Potency — Cataplex AC, Lact Enz, Gastro Fiber, Chlorophyll, Okra Pepsin, Gastrex, Zypan, Betaine Hydrochloride, Fasting, Diet Modulation

Optimism ...

The good news is that the best season of your life can be ahead of you, no matter what your age or circumstance – if you choose to make it so – because 90% of your potential is not only untapped and unused, but also undiscovered. That's not just good news, it's incredible news!

Tim Hansel

Visit after visit – Start today

- ↳ Research is giving us more insight into nutritional wisdom that has endured decades – this calls us to apply the technology increasingly
- ↳ Teach every patient the principles of biochemical reinforcement with nutritional devices and prepare them with concepts to maximize their lifespan and wellspan
- ↳ Employ the principles of various nutrient intervention to promote healthy neurotransmitter profiles – Application sequential intervention to determine what unique biochemical factors are at work in a person's physiology
- ↳ Be a practitioner who is always developing the patient beyond their request
- ↳ Change outcomes, stop disease progression, reveal the inherent healing potential by using principles and products that express The Law (the way it was made to work)
- ↳ Use Cataplex G (3/day), Niacinamide (2/day)