Slide 1

The only gift -
When I give,
I give of myself –

Walt Whitman

Slide 3

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
Slide 4

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 included? – Self selection, you pick yourself

Slide 5

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 a colleague in his/her world to convey the notes and information – no information squandering
- Issues/problems/questions are considered a learning process for everyone, although individual 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)

Slide 6

You know what?
- I know what I know
- I don’t know what I don’t know
- I don’t know what you know
- I don’t know what you don’t know
- I have more to learn than I know
- We know more than we know that we know
- It is natural to increase our knowing
- It would be difficult to not increase our knowing
Slide 7

The mechanism -
Whatever the mind of man can conceive,
It can achieve.
W. Clement Stone

Slide 8

The Law of Attraction
Thoughts become things
What you hold in mind creates a frequency and a field that calls forth manifestation
Complain about how bad and it is
Appreciate the good and so be it
What you think, what you feel, and what you manifest is always a match

Slide 9

Success -
When you visualize
Then you materialize!
Slide 10

**KIS - Keep It Simple**

- There are many complex approaches.
- Practice has taught me simple, profound modulation that works universally.
- Beware of being drawn into hard to understand, expensive to determine processes.
- Introduce the change, grade the impact, leave no stone unturned - no pillar of health untended.
- The 7 Pillars of Health are simple, universal mammalian principles that will work year after year until they change mammalian physiology.

Slide 11

**What species are you?**

- Hedgehog vs. Fox
- Will you succeed and have stories to tell, or just have interesting theories with no real experience.

Slide 12

**7 Pillars of Healing**

- Endocrine/Hormonal
- Glycemic Management
- pH Bioterrain
- Inflammatory status
- Immune burden
- Cardiovascular Status
- Complete Trophic Restorative Cycle
Slide 13

7 Pillars of Healing
The possibility of human physiological genius

Slide 14

7 Pillars of Healing
- Endocrine/Hormonal – Disruption & Depression
- Glycemic Management – Insulin/Cortisol Dysregulation
- pH Bioterrain – Net Acid Balance
- Inflammatory status – Cumulative Repair Deficit
- Immune burden – Toxicity, Infection & Infestation
- Circulatory Status – Arterial, Venous & Lymphatic Competence
- Complete Tropho-Restorative Cycles – Uninterrupted Processes of Repair, Fortification & Synchrony

Slide 15

Functional Medicine
Functional medicine could be characterized, therefore, as upstream medicine or back-to-basics – back to the patient’s life story, back to the processes wherein disease originates, and definitely back to the desire of healthcare practitioners to make people well, not just manage symptoms.

Edward Leyton, MD, 2005
Slide 16

Stressors

- Hormonal/endocrine adaptation
- Glandular fatigue & imbalance
- Depletion of organ reserve and nutrient/mineral substrates
- Reduced homeostatic mechanisms

Enhanced physiology/personality

- Stress hyper/hypo reactivity
- Altered psychoneuroimmunologic mechanisms
- Restored adaptive mechanisms

Symptoms

- Physical/personality modulation
- Increased glandular strength/resilience

Disease diagnosis

- Chronic progression

Medical Intervention

- Drugs & Surgery
- Increased organ reserve
- Repletion of substrates

Death

- Nutrient repletion
- Target fortification

Slide 17

Glycemic balance

- Introduction glucose - source in starch, alcohol, sugars
- Increased blood glucose
- Increased energy/stamina/productivity/independence

#2 Core Physiologic Principal

- Insulin up - regulation
- Cells absorb sugar - store as triglycerides

Hunger

- Sugar cravings

Hypoglycemia

- Blood sugar too low
- Anabolic weight/fat gain

Stress

- Increased Cortisol
- Increase inflammation & anxiety

Adaptation

- Insulin Resistance
- Adrenal/Pancreas stress

Protein/fat

- Increased satiety
- Glycogen reserve depletion
- Increase gluconeogenesis
- Mitochondria proliferate
- Glycemic dysregulation
- Food dependency / fatigue

Slide 18

Acidifying agents

- Activation buffering mechanisms
- Depletion of mineral substrates especially ionic calcium, magnesium, potassium

Net Acid Excess

Restorative processes

- #3 Core Physiologic Principal
- Increased inflammation
- Adrenal cytokine proliferation
- Reduction of 3 I's
- Adrenal fatigue and reactivity
- Increased buffering - acid reduction

Increased anxiety

- Sleep disturbance

3 I's of acidosis

- Inflammation Intensity, Anxiety
- Improved sleep, renewal, repair

Increase degenerative disease

- Mineral/protein repletion
Slide 19

**Calcium to Phosphorus ratio**

- 2.5 is healthy ratio Ca/P
- When ratio is high too much calcium compared to phosphorus skewing physiology toward plaquing and circulatory issues
- Ratio too low means not enough calcium skewing towards immune incompetence and vulnerability to tolerance of dangerous cellular activity
- Calcifood (1 Tbsp), Calcium Lactate (3-6), Calsol (3-6), Calamo (4-10 for rapid up-regulation of calcium) are easy ways to increase ionic calcium
- Circuplex (3-6) is best way to increase phosphorus.

Slide 20

**The K Graph – Heart or Cancer**

- Created by Page who observed calcium above a certain mark associated with heart disease, while calcium below a certain mark associated with cancer
- Published in 1950 and substantiated in 1995 with the discovery of the calcium shell phenomenon

Slide 21

**#4 Core Physiologic Principal**

[Diagram showing various stressors and their effects on the body, including tissue damage, cytokine release, activation of inflammation, restorative functions, cumulative repair deficit, liberated repair, renewal mechanisms, and graceful aging. Also includes adrenal fatigue and hyper-reactivity, reduced immunologic mechanisms, gut lining integrity (stop the leak), symptoms (chronic infection/toxic burdens, food allergy reduction), and disease diagnosis (chronic progression, medical intervention: anti-inflammatory, reduced inflammation/immune burden, unburdening inflammatory burdens).]
Slide 22

**Determining Food Allergies**

- Blood type sensitivities
- Most food allergies are delayed sensitivity reactions – difficult to objectively determine
- Elisa Act lymphocyte response assay
- Elimination is the most accurate and labor intensive - needs elimination then reintroduction and watch for 5 days for reactions
- Histaminic Reactions: rash, red eyes, serous secretions
- Immune Activity: fever, catarhal, lymphatic congestion, itching
- Basic 4 allergies that most complicate healing process: wheat (gluten), corn, soy, milk (casein)
- Additionally suspect chocolate, peanuts, tomatoes, beef

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Slide 23

**#5 Core Physiologic Principal**

- Gut lining repair & immune burden reduction is a complex chronic project
- Probiotics – Lact Enz (4), Lactic Acid Yeast (4), Zymex (4)
- Prebiotics – Soluble fiber in Gastrofiber (4), Lining repair and inflammatory down regulation with Chlorophyll (2), Cataplex AC (10)
- Dysbacteriosis controlled with ZymexII (6), Maltzyme (6), Coltris (6), Sulfur Methionine (6) + entero coated Wormwood Complex
- Immune facilitation: Echinacea (2), Ganoderma Shiitake (2), Cat's Claw Complex (2), Astragalus (2) + antioxidant when febrile
- Immune bolstering: Echinacea (2), Standardized Cataplex AC (2), Thymus (2)
- Immune booster: Echinacea (2), Standardized Cataplex AC (2), Thymus (2)
- Toxic Metal Cleansing: Chelaco (2), Spanish Black Raddish (6), Livaplex (6)

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Slide 24

**Sequential Immune Up-regulation**

"Let's cause a change in the outcome!"

- Gut lining repair
- Probiotics: Lact Enz (4), Lactic Acid Yeast (4), Zymex (4)
- Prebiotics: Soluble fiber in Gastrofiber (4), Lining repair and inflammatory down regulation with Chlorophyll (2), Cataplex AC (10)
- Dysbacteriosis controlled with ZymexII (6), Maltzyme (6), Coltris (6), Sulfur Methionine (6) + entero coated Wormwood Complex
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- Immune booster: Echinacea (2), Standardized Cataplex AC (2), Thymus (2)
- Toxic Metal Cleansing: Chelaco (2), Spanish Black Raddish (6), Livaplex (6)

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Slide 25

**#6 Core Physiologic Principal**

1. Increased activity in the system
2. Nutrient & mineral insufficiency for repair
3. Arterial, Venous, Lymphatic congestion
4. Multifactorial fertility for vascular degenerative processes

Restored circulatory status (oxygen & nutrients)

Hypoxia in distal tissues/congestion proximal

Reversal of degenerative processes

Chronic degenerative progression

Disease diagnosis

Drugs & Surgery

Increased tissue repair & resilience

Nutrient repletion promoting vascular health

Confidence in healing

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Slide 26

**#7 Core Physiologic Principal**

1. Increased activity in the system
2. Nutrient & mineral insufficiency for repair
3. Arterial, Venous, Lymphatic congestion
4. Multifactorial fertility for vascular degenerative processes

Restored circulatory status (oxygen & nutrients)

Hypoxia in distal tissues/congestion proximal

Reversal of degenerative processes

Chronic degenerative progression

Disease diagnosis

End stage treatment

Symptom management and suppression

Retracing/Deep purification & restoration

Chronic progression of disease

Initial detox/repair/fortification

Resistant dynamics

Physiologic failure

Chronic management

Non-healing

Uninterrupted completed trophorestoratives

Disillusioned, unrenewed, waiting to die

Restored physiology

Commitment to not interrupt

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Slide 27

**Wound Intelligence**

- The inherent tendency of wounds is to repeat the trauma and repair
- Physical, emotional, and spiritual wounds will try to repeat in a new way as original experiences
- The healing process will eventually encourage these deep processes to surface - rewounding
Foundational Therapies
- Basic strategic approaches are common for all conditions – use the six pillars of health
- Prepare with strategy and handouts for typical presentations – cancer, autoimmune (MS, asthma, thyroiditis, Lupus, RA, alopecia, ALS, sclerosing cholangitis, et al), etc.

Cancer
- Prevention is best approach
- Use family history and cancer potential survey to determine potential
- Burdock Complex is Essiac formula in tablet form, Cat’s Claw, Vitamins, EFA’s including CLA (anti-tumor)
- Promote systemic cannibalistic state, prevent insulin spikes, all primitive cells like cancer feed on sugar
- Unburden the immune system, unburden the liver

Autoimmune disease
- Down regulate the immune system, relax the adrenal (Dentunum 5), Rehmannia Complex (6), Licorice (2 tsp. – do not use with hypertension)
- Employ low antigen diet (avoid milk, soy, wheat, corn) to reduce inflammation
- Treat target tissue with PMG
- Promote healthy membranes with EFA’s and Chlorophyll Complex
- Explain 3 theories of autoimmunity
  - Molecular mimicry – antigen
  - Dual signal theory – cytokines mediate both events
  - Unknown etiology – immune dysregulation
Slide 31

Heart & Circulatory disease

- Autopsy has never revealed a 100% blocked artery without associated vasoconstriction.
- CRP (<0.4, levels between 2 and 3 are associated with colon cancer, acute infection can elevate levels above 6).
- Homocysteine - the protein (velcro) on the lining of the artery to which plaque may attach itself.
- Cholesterol is controlled through triglycerides.
- Oral chelation technique use: Garlic (2/day), Mediherb 3/day, Cayenne (2/day), Horse Chestnut 2/day, Hawthorne 2/day, EFA support.

Slide 32

Arthritis & Osteoporosis

- OA and Osteoporosis are cousins.
- Compression of bone due to loss of matrix strength and protein cause remodeling to occur.
- Thumping (20) and exercise.
- Low glycemic diet with urine and saliva pH monitoring.
- Fosomax recent study showed no reversal to long term use, but it was a small inconclusive study.
- Repeat bone density studies in 9 months (as soon as 6 months) to document improvement.
- Study in Australia on data base of 240K reveals new etiology to OA that is circulatory in nature.

Slide 33

Migraines & Headaches

- Distinguish migraines by presence of photophobia and nausea.
- Migraines treat upper digestive (usually gallbladder) affecting mechanism of Vagus sensory nerve feedback.
- Frontal headaches usually sinus/tooth infection - Thymex (15), SSO (12).
- Basal headaches usually relate to stomach and upper digestive function - Eun (6), Gastrex (6), LactEnz (6), Comtrex (6), LactCure (6).
Slide 34

**Digestive disorders**
- Distinguish upper from lower digestive disorder (GERD, colitis, GB, acid, parasites, yeast, irregularity)
- Outline step by step strategy
  - Start at the top – stomach, gallbladder, etc.
  - Clear yeast – Zymex (6), Spanish Black Radish (6), Garlic (2) clear infections
  - Promote prebiotic gut lining repair – Aloe (2 tsp), Gastrofiber (6), Chlorophyll Complex (6), Cataplex AC (12)
  - Probiotic – LactEnz (6)

Slide 35

**Memory, Concentration, Senility**
- Low glycemic diet to promote adrenal strength
- EFA’s to promote nerve function
- OPC Synergy to support synaptic strength
- Minchex (6), Neurotrophin PMG (2), Protefood (3)

Slide 36

**Musculoskeletal, Fibromyalgia**
- Reduce inflammation through low antigenic diet, strengthen adrenals
- Lymphatic overload backed up into muscles – reduce immune burdens, strengthen immune system
- Eliminate aspartame
Slide 37

**Pregnancy**

- Low carb diets less weight gain in mother and baby has reduced shoulder girth - this is the reason we seek to prevent gestational diabetics - 'torpedo babies'
- Promote healthy membrane physiology with essential fatty acid support
- Support glandular system through gestation so that baby models upon a hormone health chemistry
- Prevent exposure to toxic burdens during gestation and lactation, but do not support detoxification as intermediate metabolites could compete with the baby
- Provide Choline 3/day through pregnancy as it is proven to promote baby's brain development
- If spotting occurs and threatens miscarriage use Chlorophyll 6-12/day and Utrophin 6/day
- To promote conception use White Peony 1 tsp/day

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Slide 38

**Rebecca's Miracle of Birth**

- Liz's child that had caused the severe post partum depression 20 years ago
- Got pregnant out of wedlock with boy from church
- Parents devastated - I was purely excited for her/them - they were going to have a baby - no empty nest
- I took a constant brave stance - like the story of the kung fu master who accepted the blame for being the father
- After two months the young father and his father came in with Rebecca and her family for the appointments - they got it, and they got where to get it from
- She had a remarkable pregnancy - cancelled out the shame and curse of an unwanted child - it became divine - the whole church enrolled
- Perfect pregnancy, perfect delivery, perfect lactation, perfect neonatal period - she experienced pride in herself and pregnancy, instead of shame - so did the baby
- Family built a room on house where the father could live to be present with his child - still not married
- This summer when the baby was 18 months they were married in a spectacular event
- Supplements and Phase II diet made her strong for her personal marathon - the rest of her life will be different for the alternative to disgrace she chose
- When I offered that choice to her and her family the wind was blowing very powerfully through me - almost shouting and very sure - spirit uses us as needed

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Slide 39

**The Normal Miracle of Birth**

- Torpedo babies
- Low Carb diets
- EFA's and membranes
- Protein
- Walking
- Postpartum recovery
- Energy enhancement

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Slide 40

Death

- We all do it – why not support it
- HPA maintains greater presence and conscience, Symplex, Hypothalmex, EFA
- Many people have a vision of how and where they would like to pass – help them achieve it
- Balanced physiology equals less inflammation and less pain and less psychosis
- Sleeping like a baby may be the greatest gift you can offer – proper mineral repletion especially Calcium & magnesium will accomplish this
- Many people feel abandoned and thrown away with terminal diagnoses – the policy is simple ‘you get air, water, food, and supplements until you leave your body
- To shamelessly support the body as it progresses along its path also engages the conversation to assist people to change and develop their paradigm of death and dying
- As physiologic competence declines the seven pillars have more impact on strength not less – much of the morbidity of death can be prevented, so that in fact hospice can improve the separation
- When death is supported the whole family can have a new experience

Slide 41

Death

- Primary needs of dying (4):
  - You have done a good job – merits
  - I will be alright without you – you have taught me well
  - I will continue to care for things you have cared about
  - God will greet you – reduce disorientation
- For survivors prepare for the confusion of bereavement due to absence of presence for 6 months to 4 years – preventions
- Encourage expressions of eternal significance that last and last for the survivors – perhaps it brings the same comfort to those who pass knowing that certain things got said
- Rest in peace
- Don Quixote said “When people die by the lash in Africa or fall by the sword in Athens, that look in their eyes is not staring up wondering why they are dying, but rather questioning why they had ever lived”

Slide 42

John’s path to glory

- Diagnosed 2 weeks before wedding pancreatic cancer, prognosis of 3 months
- Chose bile duct stint & alternative therapies and continued imaging of tumor medically
- Began massive lifestyle modification resulting in improvement, shrinking of tumors 25%, continued employment, happy marriage
- Confronted fear, audited emotional realm
- Released pain by going into it, by learning whatever the pain would teach and no longer requiring the pain for learning
- Temporary stint failed after 5 months (was not told it was only expected to last for 3 months) which caused severe health crisis probably costing him the project
- Chose to pass awake at his own death
- Sent flowers to his wife delivered at his own memorial service
- Remarkable life, passing, service, and presence after 17 months
- This is our work to coach and support and facilitate
Slide 43

Bigger than your practice -

- When the doctor begins to not do the things that he did do that created success
- The loss of humility and the elaboration of false confidence - results in loss of fascination with healing
- Breaking the rules and policies
- Early warning sign of decline - either change or sell fast

Slide 44

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

Slide 45

Introduction -

- Show your philosophy
- Share the mission
- State what you are going to do
- Enroll patient in why you are doing exam
Slide 46

The Story -
In the absence of the patient’s story – you’re practicing veterinary medicine!

Dr. Arthur Kleinman, Harvard Medical School

Slide 47

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

Slide 48

The Center - Exploration expands Center
What may we not speak about, what may we not include
Slide 49

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

Slide 50

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

Slide 51

Accuracy -

Last correct weather report was when God told Noah, "It's going to rain" Since then it's all been guesswork
Slide 52

**Initiate** -

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

Slide 53

**Inquiry** -

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

Slide 54

**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
Success -
Whatever we think about
and thank about
We bring about!

John DeMartini, DC
Slide 58

Observed thought changes

Slide 59

What is the direction of your heart’s longing?

Your grief for what you have lost lifts a mirror up to where you are bravely working.

Rumi

Slide 60

Comprehensive interviewing

- When the practitioner comprehensively interviews the patient a commitment to whole person care is silently established – both people are in solidarity about the scope of the case and how many things must be corrected and even how long it will take.
- This instills practitioner responsibility and ambition – it’s hard to hear about imbalanced health and ignore it as irrelevant.
- Maintenance care begins when the page is blank.
- If you perceive a need you will begin to craft a solution, when you try you will succeed, success will foster confidence – confidence in the law that you are knowingly and unknowingly applying.
- To inquire communicates intent and defines the scope of your care.
- Why settle for the chief complaint – this interview is the way you educate the patient – no global concepts, just immediate implications to their health and fulfillment.
Slide 61

Open a way -
Follow your bliss,
And the universe will open
doors for you where there
were only walls!
Joseph Campbell

Slide 62

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

Slide 63

Beginning to understand -
Imagination is everything.
It is the preview of life's coming attractions.
Albert Einstein
Visit after Visit – The Gold Standard

- Patient primary concern – must be revisited and respected – if not clear and embraced patient will not be open to anything added. The doctor assumes it is true until the contrary is proven (e.g., constipation, loss of libido, family health problem present earlier).

- The gold standard is the comprehensive nature of a functional medicine-oriented practice which assumes accountability, and thereby the most in the exploration – acts as an anchor to the lofty experience of biochemical modulation, and the possibility to continually change or unchoose this approach.

- Copying all of the sheets from the former session must be required – simply record answers – Accuracy, value taking creates a higher standard in the future when choices may be limited to different directions.

- Remember each visit includes a report of findings – report the changes in the symptom profile and changes in examination findings – you never have to convince them – they have the past experience.

- Often patient will say “I’m not sure it worked?” – turn sheet over and review the symptoms that have changed – do not draw into an opinion until after you have reviewed the interview – results are not about opinions – they are about events and our experience of it working in our lives.

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 symptom profile and changes in examination findings – you never have to convince them – they have the past experience.

Often patient will say “I’m not sure it worked?” – turn sheet over and review the symptoms that have changed – do not draw into an opinion until after you have reviewed the interview – results are not about opinions – they are about events and our experience of it working in our lives.

Step by step -

Take the first step in faith. You don’t have to see the whole staircase. Just take the first step!

Martin Luther King, Jr.

Visit after Visit – From start to finish

- There is no finish line! (Nike) Continue to declare the project by reviewing previous data and noting changes – we are experts in change – change is process – the process is healing.

- From the first to the most recent change, start the discussion of the process of change, a process that you have explained to them, and allow opportunity for them to begin to ask questions.

- Each visit further assists the patient – they never expect to be let down – expecting failure at the first visit may lead to a more effective and easier healing path – 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 nowhere else.

- 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, 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.
In everyone's life, at some time, our inner fire goes out. It is then burst into flame by an encounter with another human being. We should all be thankful for the people who rekindle the human spirit.

Albert Schweitzer

Source -
All that we are is the result of what we have thought

Buddha

Give generously
As you have received
Next Mentoring Session: Role Playing as a way to see ourselves and the other person

Roles to explore:
• Resistant patient - energy competition
• Failed promise and performance
• Non-support from spouse – jealousy of therapeutic relationship
• Money pressures
• Time/respect issues
• Animal products – vegetarian issues
• Too intimate – loss of therapeutic impact
• Inability to respond to patient at their level