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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, 4<sup>th</sup> Wednesday of every 2nd month) creating a round table discussion/exploration of the dynamics and details of a nutrition-based holistic practice
- Each participant chooses how to convey the notes and information to their world and community – no information squandering

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## Review - Distinguish yourself

- It is more apparent why people are choosing alternative health care professionals who specialize in a functional approach
- No matter your specialty or technique you must distinguish yourself as an expert – people are just seeking to understand and they need you to do so
- Typically in the healthcare industry people are receiving shallow answers that leave them puzzled with the mystery of "Why is this happening to me?" and "What can I do about it?"
- Trends research over 10 years ago identified a number of factors essential to being successful in the nutritional field – one of those was establishing yourself as an expert

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## Review - Explanation as hope

- The practitioner's ability to explain health issues and therapeutic outcomes creates an inflation of understanding in the patient which feels like hope
- Today in the professional world there is so much avoidance of 'giving false hope' that often we end up offering little hope at all
- I propose another model that bolsters hope and expectation and subsequently practices accountability as to whether the therapeutic endeavors are achieved or not
- As long as the hope that has been instilled is revisited and acknowledged as being accomplished or not the betrayal of false hope can be avoided
- So as an example, if a practitioner was describing the potential for nutritional intervention through supplements and diet modification to improve the lipid profile, then s/he would need to revisit to success or failure of the experiment within a reasonable period of time
- Our community is starving for legitimate hope, as a starting place, as empowerment to begin, as an idea to act upon
- There is genius in hope

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**Mentor Considerations**

- Introduction and demonstration of Nutralysis – nutritional tracking software
- Basic considerations of gut health and dynamics
- The Gut/Brain Connection
- Sequential Immune Up-regulation and products

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**Nutralysis**

www.NutralysisWellness.com  
(765) 215-0511

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**16,841** <sup>1,651</sup>

WHA Patients in Nutralysis      WHA Patient Visits

**\$522,269** <sup>577</sup>

WHA Supplements Sold      E-Mails Sent

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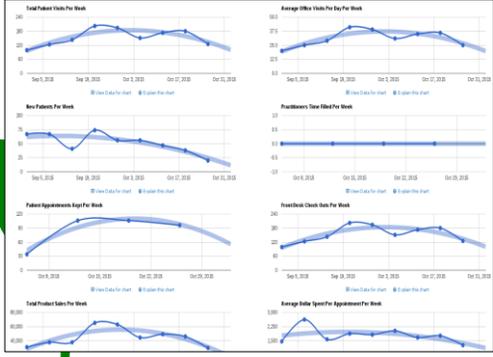
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Nutralysis: Office Statistics Report




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Nutralysis: Backorders Report

Supplement	Quantity	Last	First	Packing List	Packing List Date	Skip Flag
[S] A-F Betafood (90 Tablets) #5775	1	Cornford	Susan	4186	11/2/15	No
[S] A-F Betafood (360 Tablets) #6325	1	Dall	Jim	4024	10/27/15	No
[S] A-F Betafood (360 Tablets) #6325	1	Dall	Toby	4023	10/27/15	No
[S] A-F Betafood (90 Tablets) #5775	3	Downing	EJ	3227	10/31/15	No
[S] A-F Betafood (360 Tablets) #6325	1	Woodhill	Louis	2239	9/1/15	No
[B] Acetyl-L-Carnitine (90 Capsules) #6206	2	Woodhill	Louis	2239	9/1/15	No
[P] Adapogen R3 (90 Capsules) #2175	1	Lilly	Allen	2951	9/25/15	No
[P] Adapogen R3 (90 Capsules) #2175	1	Ly	Leith	3513	10/13/15	No
[P] Adapogen R3 (90 Capsules) #2175	1	Michalak	Alex	2587	9/15/15	No
[P] Adapogen R3 (90 Capsules) #2175	2	Woodhill	Louis	2239	9/1/15	No

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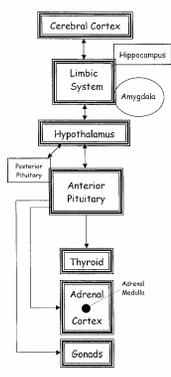
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BRAIN-H-P AXIS EXAMPLE




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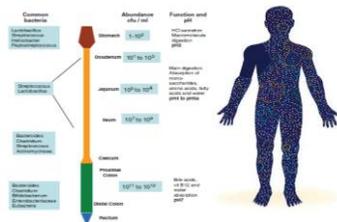
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## Lymph Tissue



- 70% of our immune cells reside in the GI tract.
- The development of the intestinal immune system is largely dependent upon exposure to microorganisms.
- The gut produces ¼ of the body's neurotransmitters.
- The gut has greater metabolic activity than the liver.

Forsythe P, Sudo N, Dinan T, Taylor VH, Bienenstock J. [Food and gut feelings](#). Brain Behav Immun. 2010 Jan;24(1):9-16.

Ochoa-Repáraz J, Mielcarz DW, Begum-Haque S, Kasper LH. [Gut bugs and brain: role of commensal bacteria in the control of central nervous system disease](#). Ann Neurol. 2011 Feb;69(2):240-7.

Korecka A, Arulampalam V. [The gut microbiome: source, sentinel or substrate?](#) J Oral Microbiol. 2012;4.

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## Microbiota Regulate HPA-Axis Development

- Commensal microbiota regulate the development of the HPA axis.
- "The series of events in the gastrointestinal tract following postnatal microbial colonization can have a long-lasting impact on the neural processing of sensory information regarding the endocrine axis."
- This concept, based on *in vivo* findings [in mice], provides evidence of a novel link between indigenous microorganisms and the nervous system and shows a new aspect of the brain-gut axis.

Sudo N, Chida Y, Aiba Y, Sonoda J, Oyama N, Yu XN, Kubo C, Koga Y. [Postnatal microbial colonization affects the hypothalamic-pituitary-adrenal system for stress response in mice](#). J Physiol. 2004 Jul 1;558(Pt 1):263-75

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## Commensal Microbiota Drives Immune Homeostasis

- This tissue has the dual task of selectively absorbing nutrients from the intestinal lumen, while preventing microbial entry, infection, or immune activation.
- We are so focused on the immune system responding to things, that we forget that 99.9% of the time, its job is NOT to respond to things.

*"The gut handles more antigenic material in a single day than the rest of the immune system processes its entire lifetime."*

Michael Ash

Handley C. Should auld acquaintance be forgot... EMBO Reports Vol 5, No 12, 2004;Arrieta MC, Finlay BB. [Front Immunol. 2012;3:333.](#)

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### Food Allergies – Now & Later

Immediate response within hours or next day	Delayed response onset 2-7 days later
Histaminic	Immunological – viral, bacterial, parasitic
Red, burning eyes, serous secretions (clear)	Colds & Flu – WBC mediated response
Tiredness, sleepiness	Achiness
Headaches	Catarrhal, phlegm (colored)
Mood changes, irritability	Fever
Rashes, hives	Eczema
Nausea, cramps, diarrhea	Emesis
Loss mental acuity	Elevated C-reactive protein, SED rate, AA:EA ratio

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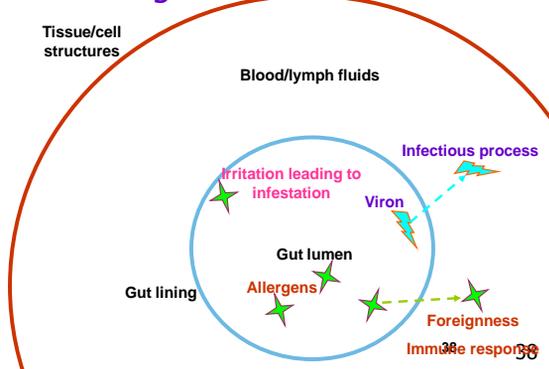
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### Allergic Events schematic



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### Generalization of allergen

- Milk allergy is primarily casein protein intolerance commonly seen in respiratory and atopic symptoms
- Wheat allergy is primarily a gluten protein intolerance commonly effecting GI symptoms and hyper tension & siderosis
- Corn allergy is primarily a zein protein intolerance commonly effecting neurological symptoms
- Soy allergy is more acquired and therefore can be unlearned commonly effecting acne rosacea and paranasal rashes

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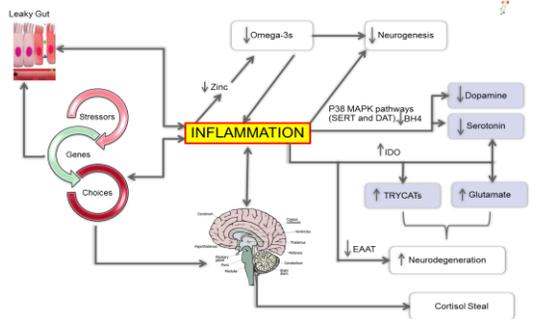
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## Plenty of Mediators to Measure



Maes M et al. *Endocrinol Lett.* 2008;29(1):117-124; Haroon E et al. *Neuropsychopharmacology.* 2012;37(1):137-162. 40

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## Cytokines – Immune Messages

- Immune response results in the release of cytokines meant to direct local and distant immune function
- These cytokine messenger molecules also drive HPA status and thus determine global brain status
- Cytokines subsequently cause the release of WBC inflammatory mediators to direct the inflammatory process of repair
- Therefore immune status and activity determine HPA/brain settings
- Hypervigilant or depressed immune states reflect in brain states

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## Cytokines – Immune Messages

- The HPA Axis is the conductor of homeostatic symphony
- This system additionally intertwines with virtually every aspect of physiology through the production of CRH and ACTH – indeed resistive and “hard-to-treat” conditions all share the described cytokine cascade disturbance
- The take away is that any chronic perturbation to one element of the system will ripple through other components of the web
- Persistent stressors without relief continuously stimulate the CRH-ACTH-cortisol axis resulting in high levels of cortisol and some neuronal disruption and death in the negative feedback loop (hippocampus and hypothalamus)
- This may lead to depression and behavioral disturbance

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## Cytokines – Immune Messages

- So the immune modulation and unburdening is required to achieve HPA and endocrine balance
- The concept of immune sparing and unburdening is essential to any long term concept of HPA integrity
- The sequential immune up-regulation is the avenue to HPA strength and health
- The HPA axis will not completely balance and limbic health will not be achieved without immune and cytokine support

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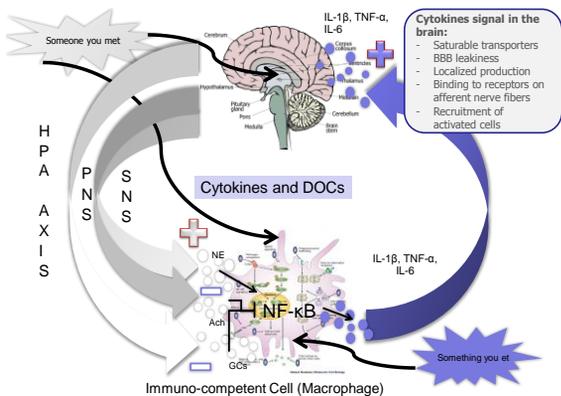
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Raison CL, Lowry CA, Rook GA. Arch Gen Psychiatry. 2010 Dec;67(12):1211-24.

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## Immune Tolerance

"Don't be so Reactive"

- If it weren't for tolerance we would constantly fighting a war with the foreignness everywhere
- Complex feedback system developed through reactor and moderator substances activating and suppressing immune/ inflammatory response creating an immune capacity of tolerance
- Net reactor chemistry x net moderator chemistry = immune tolerance
- Especially strategic to the autoimmune circumstance – goal is to reduce immune burdens and promote immune tolerance and thus reduce immune reactivity
- Infections, infestations, toxicities, allergens, injuries, inoculations, etc. create a burden teasing out intolerance and excessive reactions



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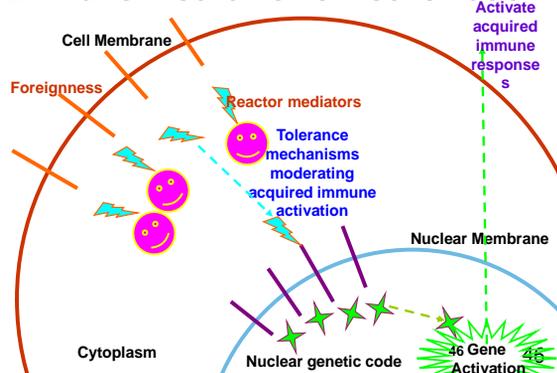
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### Immune mechanisms – schematic




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### Sequential Immune Up-Regulation

- Especially under the teeth, diverticulosis, severe infections near or in bone, body cavities like sinus, ears, pelvic, intestinal
- Sequential immune bolstering protocols for one month each at therapeutic dosage – “deep cleaning”
- Up regulate immune system gradually with graduated protocols addressing upstream events first and then downstream immune burdens (infections, infestations, toxicity)
- This reduces the requirement of reticuloendothelial tissues (lymph, spleen, bone marrow) to respond to the immune burden and this spares the immune system
- In turn this is an anti-aging strategy as it prolongs and vitalizes immunity – and liberates it to other more immediate needs



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### Product Alerts – Read All About It!

Andrographis Complex - contains a blend of herbs to support normal immune system function. Andrographis, *Echinacea angustifolia* root and Holy Basil provide a unique range of phytochemicals which enhance immune and respiratory function, support and maintain normal body temperature already within a normal range, encourage adaptive response to occasional everyday stress, and promote healthy liver function

Black Walnut Hulls - contain naphthoquinones (especially juglone) and other compounds which help cleanse the gastrointestinal tract, support proper digestion, promote healthy intestinal organism balance, and help maintain healthy skin\*

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### Product Alerts – Read All About It!

Calamo - Cal-Amo supports normal cellular pH. It contains ammonium chloride, betaine hydrochloride, calcium chloride, calcium lactate and magnesium citrate, compounds that are useful in supporting proper acid/alkaline balance and respiratory function

Betaine HCL - Betaine Hydrochloride supports normal gastrointestinal pH, healthy protein digestion, promotes healthy gastric pH, enhances calcium, iron, and vitamin B<sub>12</sub> absorption\*

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### Principles at work

- Sufficient clinical observation allows mechanisms to be revealed that will remove the idiopathic mystery of hypertension and return it to a simple physiological modulation and resultant augmentation in function, balance, tissue fortification and promotes healthy genetic expression
- This allows the symptom resolution to occur as a result of system 'mosaic' change, and then of course the downstream events occur
- The longing in the public is for this sort of detective work to find the cause and make the correction – increasingly food is seen as medicine and people are asking more and more for what foods will change their health patterns

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### Sequential Intervention

- ↻ By giving hope through discussion of therapeutic rationale and then accountably determine if the therapy had efficacy it is possible to initiate activity that may assist a person to make the changes that result in healing
- ↻ Sequential intervention and accountable follow-up can show what has worked and what may still need to be employed
- ↻ Promote an understanding of intervention that creates evolutions in individual physiology and show the effect of that intervention
- ↻ Allow every condition to become a strategic consideration of possible etiology and therapeutic rationale – people are in search of experts – reveal yourself
- ↻ The comprehensive nature of nutritional therapy means there is always more physiology to optimize and support leaving an individual constantly refining as long as they wish to further improve their status
- ↻ If the practitioner is accountable s/he will be allowed to experiment with reasonable ideas

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