



## 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

## 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> 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'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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## Mentoring -

☞ To name a thing is to control that thing

Aristotle

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## What defines success?

- ☞ A doctor's practice becomes a laboratory for the realization of intention and effort
- ☞ It is the place wherein laws of healing and repair may be realized
- ☞ Some focus on numbers (money, number of visits), but everything is really a glove for a core realization of healing
- ☞ And what is healing but a transformative growth process (physical, mental, emotional, spiritual) that increases the potency and presence of a person

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## Statistics:

- ⌘ There is an old saying, “Liars figure, but figures never lie”
- ⌘ Looking at the figures of our practice is a good way of learning what our practice is demonstrating
- ⌘ New patients (NP) per month can reflect the magnetic nature of the practice and also the character of risk taking in the practitioner (word of mouth referral is the reflection of this core practitioner attitude)

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## Statistics:

- ⌘ Total visits can state how mission is being served (is a practitioner working full time or part time)
- ⌘ Patient visit follow through (PVFT - number of total visits divided by number of new patients per month) expresses how the patients initiated and followed through on the care
- ⌘ It can indicate where the practitioner is on or off - for example if the total visits are 300/month and the NP are 30/month the PVFT is 10 indicating that the average new patient is following through with care 10 visits
- ⌘ Mature practices seek to extend PVFT and above 9 is considered successful - the giant practitioners realize upwards of 15

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## Statistics:

- ⌘ With computers we can also keep track of money billed and collected, and categorize that income to determine the average of each visit and each case, and the over time these numbers can be assessed for increase or decrease and the practitioner's evolution can be charted
- ⌘ Statistics can be a harsh and naked view in the mirror, so reflection and interpretation must be built around the numbers to extract what is really being realized
- ⌘ These numbers are where ambition meets the road, and these numbers are the encounter where the brave practitioner looks deeply in the mirror

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## Observed thought changes

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## Foundations

I learned this, at least, by my experiment: that if one advances confidently in the direction of his dreams, and endeavors to live the life which he has imagined, he will meet with success unexpected in common hours. He will put some things behind, will pass an invisible boundary; new, universal and more liberal laws will begin to establish themselves around and within him; or the old laws be expanded, and interpreted in his favor in a more liberal sense, and he will live with the license of a higher order of beings. In proportion as he simplifies his life, the laws of the universe will appear less complex, and the solitude will not be solitude, nor poverty poverty, nor weakness weakness. If you have built castles in the air, your work need not be lost: that is where they should be.

Now put the foundations under them.

Henry David Thoreau

## Traits of success:

- ⌘ Practice induces humility and practitioner awareness and with enough patient interactions/projections self awareness emerges
- ⌘ There are traits of success that can be generalized, but in the end it is always the genius of the individual that outweighs any formulaic evaluation
- ⌘ So these reflections become the evidence of the practitioner's interest in growth and service ~ the question arises, "What is there about myself and my practice that I would not change for the sake of the patient and healing?"
- ⌘ Eventually the answer emerges, "Nothing"

## Napolean Hill, author of *Think and Grow Rich*

- ⌘ In this book he lists the following character traits as steps towards riches
- ⌘ Desire
- ⌘ Faith
- ⌘ Autosuggestion
- ⌘ Specialized knowledge
- ⌘ Imagination
- ⌘ Organized planning
- ⌘ Decision
- ⌘ Persistence
- ⌘ Power of mind
- ⌘ Mystery of Transmutation
- ⌘ Subconscious mind
- ⌘ The brain ~ as in minds tuned to each other
- ⌘ The sixth sense

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## Keys to successful service

- ⌘ Mission
- ⌘ Accountability
- ⌘ Risk taking
- ⌘ Application of Law
- ⌘ Relatedness and compassion
- ⌘ Personal growth equals practice growth

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## Keys to success - Mission

- ⌘ Serve only Mission, but what is it?
- ⌘ Mission must be stated, and then restated as it evolves
- ⌘ It must be kept in the front of awareness, so placement of mission in language, conversation, publication, and as a guiding tool can determine its potency
- ⌘ Many decisions become obvious when mission is defined - if practitioners are constantly having to make decisions the mission is probably under developed
- ⌘ Who reads the mission - in order of importance - doctor, spouse, staff, patient, public - every day
- ⌘ The following slides are exercises for the development of potent mission

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## Mission Mastery

- ⌘ Mission mastery is the ongoing discovery of how we express our gifts to add life enriching value to the world.

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## Vision, Mission, Guiding Principles

- ✧ Vision - a potent possibility for the future
- ✧ Mission - who am I inside of this new possibility?
- ✧ Guiding principles - how am I committed to operating now given this new possibility?

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Beginning to understand -

Imagination is everything.  
It is the preview of life's  
coming attractions.

Albert Einstein

## Vision

- ⌘ A new possibility
- ⌘ More than just a description of now
- ⌘ Think big-really BIG!
- ⌘ Think globally, act locally
- ⌘ Confront small-mindedness
- ⌘ If not you, who? If not now, when?



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## Mission

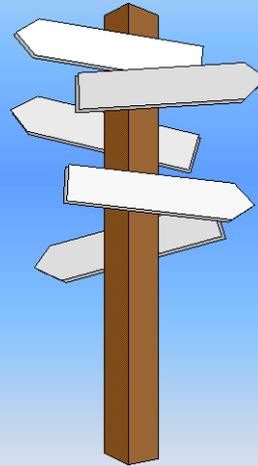
- ⌘ How am I in the vision?
- ⌘ How is my business?
- ⌘ How am I for you in this process?
- ⌘ How it impacts me/you?



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# Guiding Principles

- ☞ What are the 6 values I live by?
- ☞ How am I committed to operate as a person/practitioner
- ☞ These keep us on track like street signs pointing ways to fulfilling mission



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# Motto

- ☞ It should inspire me when I read it, say it
- ☞ What has your life always been about?
- ☞ A universal precept to associate with
- ☞ An icon of value to stand for, serving the mission



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Stuart White, DC, DACBN, CGN  
Developed Summer, 2000

Vision statement:

My vision is to foster and sustain the health and wholeness essential for you to live your dreams.

Mission Statement:

I create for each person a customized program that allows for the ongoing refinement of individual health. What this makes available is a vital lifestyle that causes the fulfillment of your dreams. I am compassionate, related, innovative and resourceful. I am always in training to bring you the best. I partner up with you to discover avenues that create the evolution of your health. You can rely on my business to keep people's satisfaction as the number one priority. I go the distance to help you achieve the personal potency necessary to live your dreams.

Motto:

Strong people demonstrate human greatness

Guiding Principles:

Valuing people  
Compassionate listening  
Functions vs. symptoms  
Long term resilient health  
Touching hearts  
Consistent with Ideals and Standards

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## The recurring theme: Purpose

- ☞ Purpose is a discovery, not a goal
- ☞ Dive beneath the surface to purpose
- ☞ Purpose is vaster than goals
- ☞ Purpose never ends or gets content
- ☞ Purpose is always higher
- ☞ Meaning comes from serving purpose
- ☞ "A life without purpose is an early death."

Goethe

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## Eternal Truth

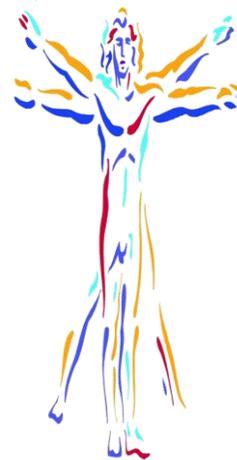
- ☞ Purpose is the most essential core of leadership. Without purpose there is no mission, vision, or reason for being!

Tom Votel

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## Realization - Mission Mastery

- ☞ I feel most energetic and full of life when I?
- ☞ List four things I will do which will further my mission?
- ☞ Who are the people I can ask to help me fulfill my mission?
- ☞ How is failure part of completing my mission?



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## Statements of intent -

↪ Our office intends to optimize your genetic potential through personal repair and education - we are a center for whole body, whole family, whole life strategies in disease and wellness so that people are vital enough to live purpose-filled lives.

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## Statements of intent -

↪ Our vision is to synchronize energies between people resulting in passionate alignment that increases human vitality, physically, mentally, emotionally, and globally. We are for the fulfillment of each unique individual's body, mind and spirit.

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## Keys to successful service

- **Mission**
- Accountability
- Risk taking
- Application of Law
- Relatedness and compassion
- Personal growth equals practice growth

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## Keys to success - Accountability

- Proper case management with extensive note taking is the true measurement of outcome
- It is said that, "Manifestation is the evidence of intent"
- Symptom survey is the best ongoing statement of manifestation and documentation of change
- Statistics inside the office can be effective standards that allow practitioner and staff to achieve and raise the bar
- Most important thing in my patient interaction is the symptom survey and reviewing that each visit
- Case history key can be used in junction with case history
- The following examples can be useful

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Primary Concern:  
 Consistent:  
 Month:  
 Headaches: Basal/Temples/Cluster/Crown/TMJ/Frontal/Migraine(proximal-halluc.photophobia/otofaction/nausea)  
 Ears: Noise(Ring/Hiss/Pounding)/Plug/Pop/Ache/Drain/Itch/Loss/Dizzy/Wax Tongue: Thick/Coated pH:  
 Eyes: Burn/Tear/Ache/Red/Dry/Film/Itch/Blur/Floaters/Spots/Tired/Puffy/Strye/Twitch/Circles  
 Sinus: Dry/Drain/Plug/Post(white/yellow/green/gray/brown/blood/clear)/Sneezing/Smell loss/Taste loss/Thirst  
 Sore Throat/Hoarseness/Cough(dry/productive)/Allergies/URI/Fever/Chills/Halitosis/Cankers/Blisters/Flu  
 Neck Stiffness/Shoulder Tension/Cheliosis/Dry mouth/Cold,sweaty hands,feet/gums/teeth/glands/dysphagia  
 Chest:Tension/Tight/Pressure/Heavy/Anxiety/Congestion/Pain/Sternal  
 Sharp Heart Pain/Palpitations/MVP/Tachy/Brady/Murmur/Arm pain  
 Shortness of Breath: Constant/Exertion/Asthma/Wheeze/Air hunger/Yawning  
 Heartburn/Indigestion(aches/cramps/nausea/queasy)/Bloat/Gas/Belch/Ulcer/H.H.  
 Bowels: Regular/Incomplete/Sluggish(every\_\_\_days)/Cramps/Laxative/Suppositories/Enemas/Colonics/Bulk  
 Fecal Consistency: Soft/Ribbons/Mucous/Normal/Hard/Pebbles/Dry/Pain/Diarhea/Constipation  
 Hemorrhoids: History/Current (swollen/burn/blood/distend/itch/sting/ache/cramp)  
 Prostate: History/Current (burn/ache/pain/restrict/dribble/emission/swell)  
 Vagina (burn/itch/dry/pain/blood) Discharge (clear/white/yellow/green/brown/odor)  
 Menses: Regular/irregular (early/late)/Skip BC pill LMP  
 Flow (heavy/moderate/light/long/bleef) Cramps-mild/mod/severe/back  
 Low Abdominal Puffiness/Fluid/face/hands/feet/body  
 Breast Tenderness/Acne(pre/mid/post)/Spotting/Clois  
 PMS -Mood swing/irritable/depression/Breast/Fluid/Tined  
 Ovulation: Pains/Cysts/Discharge/Regular/irregular/Fibroids  
 Breast Feeding/Fibrosis/Lump/Discharge/Prosthesis/Reduction/Tender  
 Menopause: Natural/Surgical(partial/complete)/Hormones/Patch/Flashes/Formication  
 Cramps/Aches/Anxiety: Legs/Feet/Arms/hands Rash/Itch/Dry/Itch/Fungal/Patch/Fluid/Cellulite/Hair/Spots/Hair Loss/Lump  
 Urination: Nocturnal\_\_\_/night\_\_\_/week Frequency/Urgent/Burn/Pain/Odor/Spasm/Leak/UTI  
 Sleep: Difficulty Falling Asleep/Insomnia/Interrupted(\_\_\_\_/night)/sleep craving/jolts  
 Dreams/Nightmares/Night sweats/Restlessness/\_\_\_\_hrs per nt.  
 Sad/Grief/Depression/Moodiness/Irritable/Worrisome/Angry/Nervous/Frustrated/Anxiety/Panic/Cry/Fear/Shame  
 Appetite: Low/Hgh/Sweet/Coffee/Tea/Chocolate/Beer/Wine/CHO/spices/Ice Cream/Soda Stress  
 Energy: Low/Variable/Up/Slow to start (improving/worse)\_\_\_am/pm/meals low/Exercise  
 Memory(name/number/word) Coordination/Concentration Sexuality(flat/low/normal)/Impotent  
 Slow Healing/Bruising/Arthralgia:  
 Weight: (+/-\_\_\_lbs) Overall (+/-\_\_\_) Height: BF% ( ) Pulse BP: / Chol. HDL Tri.  
 Medications: Surgery/Allergy:

PATIENT NAME \_\_\_\_\_ WHOLE HEALTH ASSOCIATES  
 1406 Vermont  
 Houston, Texas 77006  
 713/522-6336

DATE \_\_\_\_\_ RE-EVALUATION DATE \_\_\_\_\_

## NUTRITION SCHEDULE

	PRODUCT	When Arising	Break-fast	Lunch	3 pm	Dinner	Before Sleep	No. of Bottles	
VERSENDAAL CONTACT REFLEX ANALYSIS									
METABOLIC									
IMMUNE/ALLERGY									
HORMONAL									
MASTER									
SPINAL									
STRONG/INCOMPLETE									

SPECIAL INSTRUCTIONS

\_\_\_\_\_

\_\_\_\_\_



WHOLE HEALTH ASSOCIATION  
1406 Verm  
Houston, Texas 770  
713/522-8

TE 4/14/01 RE-EVALUATION DATE 4/14/09

DATE 05/16

### NUTRITION SCHEDULE

PRODUCT	When Arising	Break-fast	Lunch	3 pm	Dinner	Before Sleep	No. of Bottles
A F BETAFOOD		1 1/2			1		14
SumPro M		3			3		2
BLAKE CURRANT		2			1		1
MALONESTIUM		2			1		1
OPC SINGAPORE	1						1
L-GLUTAMINE	3						2
ORAL COMPLEX						2	1
Bio/ACTIVAMINIDE		3					1

SEDAAL CONTACT REFLEX ANALYSIS  
TABOLIC

MUNE/ALLERGY Gallbladder 21

RMONAL Hypothalamus 9

STER RPA (OR)  
Recommendation 6

NAL

ONG/INCOMPLETE

SPECIAL INSTRUCTIONS

\* Primary Concern: Low Back  
Consistent

Month: 2

Headaches: Basal/Temples/Cluster/Crown/TMJ/Frontal/Migraine (prodromal-halluc./photophobia/nausea)

Ears: Noise (Ring/Hisz/Pound)/Plug/Ache/Drain/Itch/Loss/Dizzy/Wax Tongue: Thick/Coated pH: 7.5

Eyes: Burn/Tear/Ache/Red/Dry/Film/Itch/Blur/Floaters/Spots/Tired/Puffy/Style/Twitch/Circles

Sinus: Dry/Drain/White/Yellow/Green/Gray/Brown/Blood/Clear/Sneezing/Smell loss/Taste loss/Thirst

Sore Throat/Hoarseness/Cough (dry/productive)/Allergies/URI/Fever/Chills/Itching/Cankers/Blisters/Flu

Neck Stiffness/Shoulder Tension/Cheliosis/Dry mouth/Cold/sweaty hands/feet/gums/teeth/glands/dysphagia

Chest Tension/Tight/Pressure/Heavy/Anxiety/Congestion/Pain/Sternal

Sharp Heart Pain/Palpitations/MVP/Tachy/Brady/Murmur/Arm pain

Shortness of Breath: Constant/Exertion/Asthma/Wheeze/Air hunger/Yawning

Heartburn/Indigestion (aches/cramps/nausea/queasy)/Bloat/Gas/Belch/Ulcer/H.H.

Bowels: Regular/incomplete/Sluggish (every \_\_\_ days)/Cramps/Laxative/Suppositories/Enemas/Colonic/Bulk

Fecal Consistency: Soft/Ribbons/Mucous/Normal/Hard/Pebbles/Dry/Pain/Diarrhea/Constipation

Hemorrhoids: History/Current (swollen/burn/blood/distend/itch/sting/ache/cramp)

Prostate: History/Current (burn/ache/pain/restrict/dribble/emission/swell)

Vagina (burn/itch/dry/pain/blood) Discharge (clear/white/yellow/green/brown/odor)

Menses: Regular/irregular (early/late)/Skip BC pill LMP  
Flow (heavy/moderate/light/long/brief) Cramps-mild/med/severe/back  
Low Abdominal Puffiness/Fat-face/hands/feet/body  
Breast Tenderness/Ache (pre/mid/post)/Spotting/Clots  
PMS (Mood swing/irritable/depression)/Bleed/Fluid/Tired  
Ovulation: Pains/Cysts/Discharge/Regular/irregular/Ferroids

Breast Feeding/Fibrosis/Lump/Discharge/Prosthesis/Reduction/Tender

Menopause: Natural/Surgical (partial/complete)/Hormones/Patch/Flashes/Formication

Cramps/Aches/Anxiety Legs/Feet/Arms/Hands Rash/Acne/Dry/Itch/Fungal/Psori/Fung/Celulite/Nails-Spots/Hair Loss/Limp

Urination: Nocturnal 12/night 7/week Frequency/Urgent/Burn/Pain/Odor/Spasm/Leak/UTI

Sleep: Difficulty Falling Asleep/Insomnia/Interrupted (\_\_\_)night/sleep craving/jolts  
Dreams/Nightmares/Night sweats/Restlessness/\_\_\_hrs per nt

Sad/Grief/Depression/Moodiness/Irritable/Worrisome/Angry/Nervous/Frustrated/Anxiety/Panic/Cry/Fear/Shame

Appetite: Low/High/Sweet/Spicy/Chocolate/Spicy/Cholesterol/Ice Cream/\_\_\_ Stress \_\_\_

Energy: Low/Variable/\_\_\_ Slow to start (improving/worse) \_\_\_ am/pm meal/low Exercise

Memory (name/number/word) Coordination/Concentration Sexuality (flat/low/painful)/Impotent

Slow Healing/Bruising/Arthralgia: Old R. Corpal Tunnel

Weight 100-120 lbs Overall 2-3 Height: BF% ( ) Pulse BP: / Chol. HDL Tri.

Medications: Surgery/Allergy:

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PATIENT NAME BERNIAH LOUIS WHOLE HEALTH ASSO 1406 \ Houston, Texa 713/5

DATE 5/12/01 RE-EVALUATION DATE 4/01

### NUTRITION SCHEDULE

PRODUCT	When Arising	Breakfast	Lunch	3 pm	Dinner	Before Sleep	No of Bottles
A.F. RETAFOOD		7			7		1/2
Symplex m		3			3		2
BLACK CURRANT		2			1		1
MAGNESIUM		2			1		1
OPRE SYNERGY	1						1
L-Glutamine	3						1
CBAL COMPLEX						2	1
RE NIACINAMIDS		3					1
CATALPUS AC		5			5		3
CHOLINE		3			3		2
NIROTHALMEX		1			1		1
ANTIOXIDANT	1						1

**VERSEDAAL CONTACT REFLEX ANALYSIS**

**METABOLIC**

**IMMUNE/ALLERGY** Colon 10<sup>10</sup>

**HORMONAL**

**MASTER** Pink (cor)

**SPINAL**

**STRONG/INCOMPLETE**  
Hypothalamus 5  
Accommodation 4  
Gallbladder 12

**SPECIAL INSTRUCTIONS**

\* Primary Concern: Raphan-Fr / Allergic

Consistent of: Early onset

Month: 5/01

Headaches: Basal/Temples/Cluster/Crown/TMJ/Frontal/Migraine (prodromal-halluc./photophobia/offaction/nausea)

Ears: Noise (Ring/Hisss/Pound)/Plug/Pop/Ache/Drain/Itch/Loss/Dizzy/Wax Tongue: Thick/Coated pH: 7.5

Eyes: Burn/Itch/Ache/Red/Dry/Film/Itch/Blur/Itchy/Red/Itchy/Tired/Puffy/Itchy/Twitch/Circles Raphan-Fr (Circled at 6:00 PM '01)

Sinus: Dry/Drain/Plug/Post(white/yellow/green/gray/brown/blood/clear)/Sneezing/Smell loss/Taste loss/Thirst

Sore Throat/Hoarseness/Cough(dry/productive)/Allergies/URI/Fever/Chills/Halitosis/Cankers/Blisters/Flu

Neck Stiffness/Shoulder Tension/Cheliosis/Dry mouth/Cold, sweaty hands, feet/gums/teeth/glands/dysphagia

Chest Tension/Tight/Pressure/Heavy/Anxiety/Congestion/Pain/Sternal

Sharp Heart Pain/Palpitations/MVP/Tachy/Brady/Murmur/Arm pain

Shortness of Breath: Constant/Exertion/Asthma/Wheeze/Air hunger/Yawning

Heartburn/Indigestion(aches/cramps/nausea/queasy)/Bloat/Gas/Belch/Ulcer/H.P. Pylori

Bowels: Regular/incomplete/Sloppy(every \_\_\_ days)/Cramps/Laxative/Suppositories/Enemas/Colonics/Bulk

Fecal Consistency: Soft/Ribbons/Mucous/Normal/Hard/Pebbles/Dry/Pain/Diarrhea/Constipation

Hemorrhoids: History/Current (swollen/burn/blood/distend/itch/sting/ache/cramp)

Prostate: History/Current (burn/ache/pain/restrict/dribble/emission/swell)

Vagina (burn/itch/dry/pain/blood) Discharge (clear/white/yellow/green/brown/odor)

Menses: Regular/Irregular (early/late)/Skip BC pill LMP  
 Flow (heavy/moderate/light/long/brief) Cramps-mild/mod/severe/back  
 Low Abdominal Puffiness/Fluid-speck/hands/feet/body  
 Breast Tenderness/Ache(pre/mid/post)/Spotting/Clots  
 PMS (Mood swing/irritable/depression)/Break/Fluid/Tired  
 Ovulation: Pains/Cysts/Discharge/Regular/Irregular/Fibroids

Breast Feeding/Fibrosis/Lump/Discharge/Prosthesis/Reduction/Tender

Menopause: Natural/Surgical(partial/complete)/Hormones/Patch/Flashes/Fornication

Cramps/Aches/Anxiety: Legs/Feet/Arms/hands Rash/Ache/Dry/Itch/Fungus/Patch/Fluid/Celulite/Neck Spots/Hair Loss-Limp

Urination: Nocturnal \_\_\_/night \_\_\_/week Frequency/Urgent/Burn/Pain/Odor/Spasm/Leak/UTI

Sleep: Difficulty Falling Asleep/Regular/Normal (night)/sleep craving/jobs Dreams/Nightmares/Night sweats/Stress \_\_\_ hrs per nt

Sad/Grief/Depression/Moodiness/Irritable/Worrisome/Angry/Nervous/Frustrated/Anxiety/Panic/Cry/Fear/Shame

Appetite: Low/High/Sweet/Coffee/Tea/Chocolate/Beer/Wine/Spices/Ice Cream/Soda Stress W: 7.5

Energy: Low/Variable/Up/Slow to start (improving/worse) \_\_\_ am/pm/meals low/Exercise

Memory(name/number/word) Coordination/Concentration Sexuality(Rate/Normal)/Impotent

Slow Healing/Bruising/Arthralgia:

Weight 75 (61-14 lbs) Overall 61-12 Height: 5'11 BF% (17) Pulse BP: 1 Chol. HDL Tri.

Medications: Aspirin Surgery/Allergy:

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PATIENT NAME Karen Sue WHOLE HEALTH ASSOCIAT  
 1406 Verm  
 Houston, Texas 770  
 713/522-83

DATE 4/13/01 RE-EVALUATION DATE 4/04

## NUTRITION SCHEDULE

PRODUCT	When Arising	Break-fast	Lunch	3 pm	Dinner	Before Sleep	No. of Bottles
CONTOAAROX		7			7		3
SEPRANE OIL		3			3		3
SUMPROX AM		3			3		2
BLOQUE CURRANT		2			1		1
OPESTENERGY	1						1
L-Glutamine	3						2
CORAL COMPLEX						2	1

VERSENDAAL CONTACT REFLEX ANALYSIS

**METABOLIC**

**IMMUNE/ALLERGY** Lymph 6

**HORMONAL** Hypothalamus 10

**MASTER** Bone Marrow 11  
RNA (OR)

**SPINAL**

**STRONG/INCOMPLETE**

**SPECIAL INSTRUCTIONS**  
ALLERGY & MILK

\* Primary Concern: Bleph. Fr / Allergic

Consistent early onset

Month: 15

Headaches: Basal/Temples/Cluster/Crown/TMJ/ Frontal/Migraine (prodromal-halluc./photophobia/nausea)

Ears: Noise (ringness/pounding)/Plug/Pop/Ache/Drain/Itch/Loss/Dizzy/Wax Tongue: Thick/Coated pH: 7.5

Eyes: Burn/Fear/Ache/Red/Dry/Film/Itch/Blur/Itchy/Spots/Tired/Puffy/Sweat/Witch/Circles Blepharitis (conjunctivitis)

Sinus: Dry/Drain/Plug/Post (white/yellow/green/gray/brown/blood/clear)/ Sneezing/Smell loss/Taste loss/Thirst allergic

Sore Throat/Hoarseness/Cough (dry/productive)/Allergies/URI/Fever/Chills/Halitosis/Cankers/Blisters/Flu

Neck Stiffness/Shoulder Tension/Cheliosis/Dry mouth/Cold, sweaty hands, feet/gums/teeth/glands/dysphagia

Chest Tension/Tight/Pressure/Heavy/Anxiety/Congestion/Pain/Sternal

Sharp Heart Pain/Palpitations/MVP/Tachy/Brady/Murmur/Arm pain

Shortness of Breath: Constant/Exertion/Asthma/Wheeze/Air hunger/Yawning

Heartburn/Indigestion (aches/cramps/nausea/queasy)/Bloat Gas/Reflux/Ulcer/H.I.H. Either great

Bowels: Regular/incomplete/Sluggish (every \_\_\_ days)/Cramps/Laxative/Suppositories/Enemas/Colonic/Bulk

Fecal Consistency: Soft/Ribbons/Mucous/NORMAL/Hard/Pebbles/Dry/Pain/Diarrhea/Constipation

Hemorrhoids: History/Current (swollen/burn/blood/distend/itch/sting/ache/cramp)

Prostate: History/Current (burn/ache/pain/restrict/dribble/emission/swell)

Vagina (burn/itch/dry/pain/blood) Discharge (clear/white/yellow/green/brown/odor)

Menses: Regular/irregular (early/late)/Skip BC pill LMP  
Flow (heavy/moderate/light/long/brief) Cramps-mild/mod/severe/back  
Low Abdominal Puffiness/Fluid-face/hands/feet/body  
Breast Tenderness/Acne (pre/mid/post)/Spotting/Clots  
PMS (Mood swing/irritable/depression/Breast Fluid/Tired  
Ovulation: Pains/Cysts/Discharge/Regular/irregular/Fibroids

Breast Feeding/Fibrosis/Lump/Discharge/Prosthesis/Reduction/Tender

Menopause: Natural/Surgical (partial/complete)/Hormones/Patch/Flashes/Formication

Cramps/Aches/Anxiety Legs/Feet/Arms/Hands Rash/Itch/Dry/itch/Fungus/Patch/Frost/Chafing/Itch/Spots/Hair Loss/Lime

Urination: Nocturnal \_\_\_/night \_\_\_/week Frequency/Urgent/Burn/Pain/Odor/Spasm/Leak/UTI

Sleep: Difficulty Falling Asleep/Insomnia/Interrupted \_\_\_/night/sleep craving/jolts  
Dreams/Nightmares/Night sweats/Restlessness \_\_\_ hrs per nt.

Sad/Grief/Depression/Moodiness/Irritable/Worrisome/Angry/Nervous/Frustrated/Anxiety/Panic/Cry/Fear/Shame

Appetite: Low/high/Sweet/Coffee/Tea/Chocolate/Beer/Wine/Chips/Spices/Ice Cream/Soda Stress wife

Energy: Low/Variable/Up/Slow to start (improving/worse) \_\_\_ am/pm/meals low Exercise

Memory (name/number/word) Coordination/Concentration Sexuality (high/low/normal)/Impotent

Slow Healing/Brusing/Arthralgia:

Weight 120 (lb) Overall Gr. 2 Height 5'11" BFM (17) Pulse BP: / Chol HDL Trl.

Medications: Aspirin Surgery/Allergy:

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PATIENT NAME FRANZISCA JAC WHOLE HEALTH ASSOCIAT  
 1406 Verm  
 Houston, Texas 770  
 713/522-63

DATE 9/21/01 RE-EVALUATION DATE 4-04

### NUTRITION SCHEDULE

PRODUCT	When Arising	Break-fast	Lunch	3 pm	Dinner	Before Sleep	No. of Bottles
CONTOALOX		6			6		3
SEAMIS OIL		3			3		3
SYMPLOS M		3			3		2
BLACK CURRANT		2			1		0
OPC SUNBERG	1	3					1
L-CYTIMINE	3						2
CORAL COMPLEX						3	2
CONOSTRUM	2						1
CATAPLON G						3	1
CARDIOALUS		3			3		1
IPLIX		3			3		1
EUPHORBA		1			1		2
TRIFOLIUM	1	1					1
COQ10		1					0

**VERSENDAAL CONTACT REFLEX ANALYSIS**

**METABOLIC**

**IMMUNE/ALLERGY** (Eye 6

**HORMONAL**

**MASTER** PMS (APC)  
Heart Paltes 6

**SPINAL**

**STRONG/INCOMPLETE**  
Hypothalamus 7  
Lymph 3.  
Bone Marrow 7

**SPECIAL INSTRUCTIONS**



# Prosperity Principles

- ☞ Ability to create wealth: add real value to people's lives and you will prosper
- ☞ Create products and services that increase the quality of life
- ☞ True contribution makes life richer - do not limit yourself to personal gain
- ☞ Maintain (spend less than you earn)
- ☞ Enjoy wealth: true wealth is an emotional sense of absolute abundance

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## The Big Bonus System

	Office Visits	New patients	Payments	Bonus
Daily	90 06/22/01	15 07/13/01	\$22,110 09/27/04	<b>\$25</b>
Weekly	371 11/30/03	40 05/06/01	\$53,358 11/30/03	<b>\$50</b>
Monthly	1520 10/04	139 05/01	\$227,268 10/04	<b>\$100</b>
Yearly	15289 2003	1194 2001	\$2.09 Million 2003	<b>\$200</b>

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## Keys to successful service

- ⌘ Mission
- ⌘ Accountability
- ⌘ Risk taking
- ⌘ Application of Law
- ⌘ Relatedness and compassion
- ⌘ Personal growth equals practice growth

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## Keys to success ~ Risk Taking

- ⌘ Playing it safe keeps the doctor small and the practice under ambitious
- ⌘ The trick is to make risk taking a safe practice ~ on our basketball team in high school we used to have an expression no matter what happened, "Good intentions"
- ⌘ Remember the intention behind the risk taking, and use the practice of rational intervention to constantly restate that
- ⌘ Self respect, the greatest value in your practice, is directly proportionate to risk taking

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## Experience as confidence:

- ☞ Experience makes you confident and an expert
- ☞ Most doctors limit their confidence by limiting their risks, instead of accommodating that practice is risk – now how to make that risk as safe as possible, without taking the risk out of it
- ☞ We must try more, work on ourselves more, and finally become more familiar with the transformative process, so that we become versed in healing and the devices of healing
- ☞ The expert knows the terrain and is never surprised
- ☞ In general make the risks short and brief with lots of accountability at many stages of the process

## Keys to successful service

- ☞ Mission
- ☞ Accountability
- ☞ Risk taking
- ☞ Application of Law
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## Keys to success ~ Law Applied

- ⌘ Discover the Law behind the phenomena that you are experiencing, then teach is and celebrate daily
- ⌘ When something doesn't seem to work ~ study it, dismantle it and find where the Law was not understood
- ⌘ Use the increased familiarity with the Law to further increase the outcomes of success
- ⌘ This is the way that the seven pillars of health emerged and now guide me daily

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## Experience as teacher:

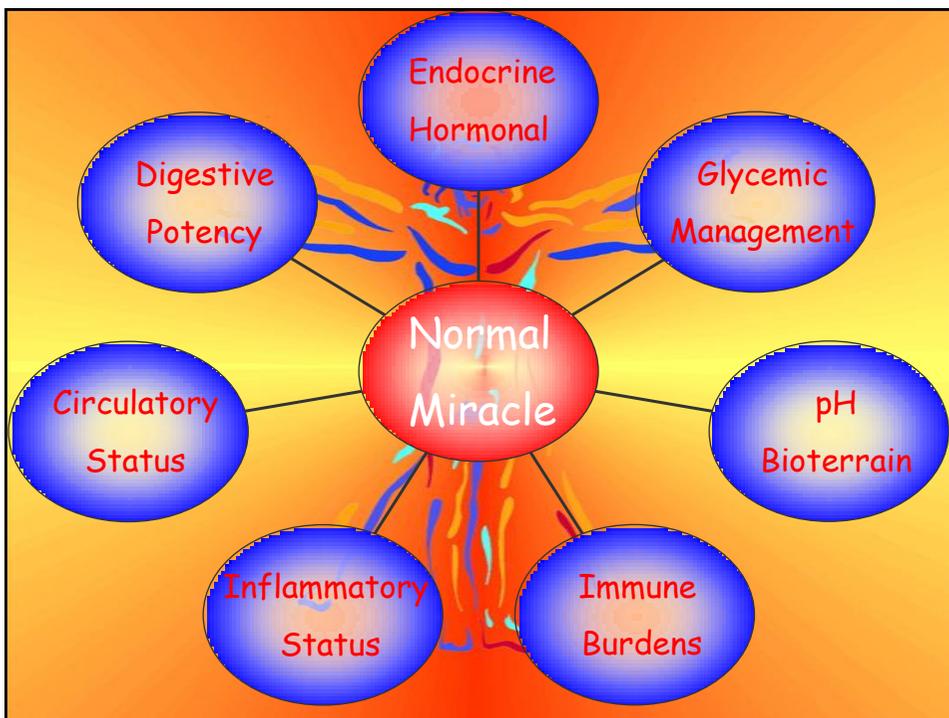
- ⌘ 33,000 individual patients over 29 years (just shy of 6 billion patients left to see to get finished)
- ⌘ 275,000 individual patient nutritional consultations
- ⌘ Many unsure moments, making it up as I went
- ⌘ Many successes that finally coalesced into confidence and understanding of the laws I was applying in my practice with people
- ⌘ Law works every time, when it doesn't there is always a reason why the law is broken

# 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 principals that will work year after year until they change mammalian physiology

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## 7 Pillars Protocols

- ☞ **Endocrine/Hormonal** ~ Symplex F/M, Hypothalmex, Black Currant Seed Oil
- ☞ **Glycemic Management** ~ Phase VII 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

## Getting started -

Start by doing the necessary,  
then the possible,  
and suddenly  
you are doing the impossible.

Saint Francis of Assisi

## Keys to successful service

- ∞ Mission
- ∞ Accountability
- ∞ Risk taking
- ∞ Application of Law
- ∞ Relatedness and compassion
- ∞ Personal growth equals practice growth

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## Keys to success ~ Relatedness

- ∞ The engine of relatedness is compassion ~ to feel what another may be feeling (even if they are unaware) builds relatedness and erases judgment
- ∞ Separation is resolved and the practitioner emerges as a powerful force of transformation and partnership to the patient
- ∞ Mistakes are prevented when relatedness increases
- ∞ Relatedness includes understanding suffering, money issues, family pressures, paradigm competition, etc.
- ∞ Relate and anticipate

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## Keys to successful service

- ⌘ Mission
- ⌘ Accountability
- ⌘ Risk taking
- ⌘ Application of Law
- ⌘ Relatedness and compassion
- ⌘ Personal growth equals practice growth

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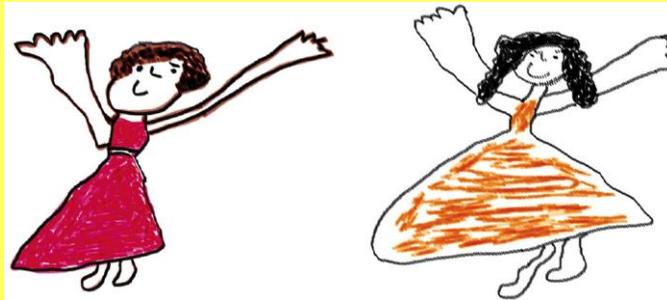
## Keys to success – Personal Growth

- ⌘ If the practitioner is not under an acute correctional nutritional program and any time the practice is reduced in its potency.
- ⌘ To live in the culture of constant biochemical refinement is the most potent way to build the practice
- ⌘ The constant interface with personal growth, the humility that ensues, and the inspiration that results from effort feeds a successful service
- ⌘ Number one question of the established patient is, “How many pills do you take?”

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## Personal Mastery

↪ Personal mastery is the ongoing commitment to unfolding and authentically expressing who I am.



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## Paradox for Masters

↪ People with a high level of personal mastery are acutely aware of their ignorance, their incompetence, their growth areas, and they are deeply self-confident.

Peter Senge

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# Character vs.. Persona

## What role do they play?

### ☞ Persona:

- ☞ External personality to cope with life
  - ☞ Thick and rigid
  - ☞ Restricts new learning
  - ☞ Leads from non-authentic level
  - ☞ Concerned with image, safety, security, comfort, fear, winning

### ☞ Character

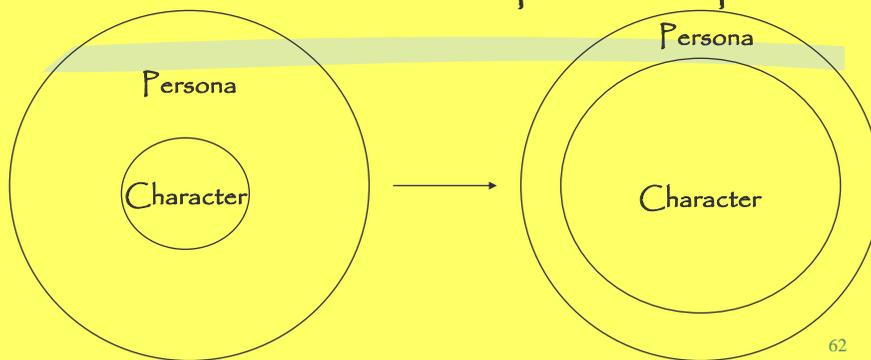
- ☞ Essential nature, the essence of you
- ☞ Creates value
- ☞ Promotes learning
- ☞ Transforms possibilities
- ☞ Concerned with authenticity, purpose, openness, trust, congruence, compassion

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# Character and persona

Character transforms ...

... persona copes



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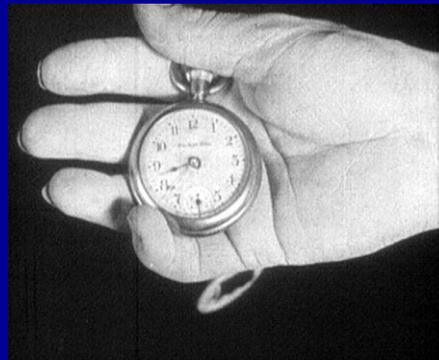
## Jay Abraham, author of *Getting Everything You can Out of All You've Got*

- ✧ In this book he states there are only three ways to increase any business –
- ✧ Increase the number of clients (NP)
- ✧ Increase the average size of the sale per client
- ✧ Increase the number of times clients return and buy again

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## Formula for results

- ✧ Time x intensity = results
- ✧ Increase the time
- ✧ Increase the intensity
- ✧ Increase the results



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## Visit after visit ~ Start Monday

- ⌘ See each patient for the issues they reveal
- ⌘ Teach every patient the principles that give them potency and process in their living
- ⌘ Employ the principles of the seven pillars as a way of seeing the human in the process of manifestation - Application of pillars is sequential and at the discretion of the doctor - always start with caring for the chief complaint, the pillars that relate to that issue, and the deemed physiological priority (eg - immune)
- ⌘ Take some risk - safely
- ⌘ Document, then declare success
- ⌘ Be accountable, create accountable measurements
- ⌘ Be a practitioner who is personally developing - get on a nutritional program!
- ⌘ 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)
- ⌘ Tune in, Turn on .. Evolve and blow them away - Empower the hypothalamus and mitochondria!

## Take stock -

Most men pursue pleasure  
with such breathless  
haste they hurry past it.

Soren Kierkegaard



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