

# Advanced Principles of Fx Practice

MASTERING THE ART OF FUNCTIONAL HEALTH INVESTIGATION



# What is Functional Medicine?



Functional Medicine is a concept.

It is a method of reasoning to understand how  
to support health.



# What is a concept?

# The Paradigm Shift

# The Paradigm Shift




*“Suddenly I saw things differently, and  
because I saw differently, I thought differently,  
I felt differently, I behaved differently.”*

*Dr. Stephen Covey, The 7 Habits of Highly Effective People*



# Functional Medicine = Concept





Functional medicine is not health care,  
**it is life care**



FM does not rely on testing or supplements to be considered “functional medicine”

# What is the definition of **Functional Medicine?**

According to the dictionary, it is "the practice of medicine that focuses on optimal functioning of the body and its organs"

# What is Functional Medicine

- Recognizes the body's ability to heal
- Looks to resolve root cause imbalance
- Supports function in the body
- Uses symptoms as clues
- Looks at prevention of disease
- Reviews optimal lab ranges
- Reviews and considers lifestyle/nutrition
- Looks at the whole person
- Knows that physical and emotional body is connected
- Knows that everyone is as unique as their imbalances

# What Functional Medicine is NOT

- If you are treating clients, you are not practicing FM
- If you are seeking for and treating disease, you are not practicing FM
- Not a model of conventional medicine
- Not based on diagnosing
- Not based on treating symptoms
- Not based on developing protocols
- Does not look at disease only
- Does not focus on separate parts of body exclusive of the whole

We must compare to better reveal the true meaning of practicing functional medicine related to what the body **needs** and not just plugging a hole or covering up the symptoms.

# Pathogens?

Conventional Medicine

VS

Functional Medicine



The question we ask is,  
what is causing the problem?





Diagnosing a disease is only looking at one specific issue in the body ... putting a label on a group of symptoms.

# The 5 Tenets of Functional Medicine

- First, do no harm
- Address the whole person as an individual
- Act in cooperation with the healing power of nature
- Seek, identify and help the client address the fundamental cause of the illness
- Teach the principles of discovering how to live healthy, what that looks like and how to support the body in staying healthy

# The 5 Tenets of Functional Medicine

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- Address the **whole person** as an individual
- Act in cooperation with the **healing power of nature**
- Seek, identify and help the client address the **fundamental cause** of the illness
- **Teach the principles** of discovering how to live healthy, what that looks like and **how to support the body** in staying healthy

# Takeaways

- Functional Medicine is not a “thing”, it is a concept or belief in how you approach the client and their healing process
- Functional Medicine does not rely on supplements or lab work to be called “Functional Medicine”
- It is a completely different approach than conventional medicine and each has their place
- There are 5 Tenets that support our approach to healing in Functional Medicine

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First, do no harm

## Where harm shows up

- You have data but not sure how to proceed
- You are afraid to ask client for more testing
- Your client's health is not improving
- You don't know what to do when the client isn't improving
- You have practitioner "guilt" at not being able to help
- You are anxious about making recommendations
- Too many puzzle pieces to see clearly how to proceed
- Fear of how to how to make supplement recommendations



# What makes a great practitioner?



# What makes a great practitioner?

- Genuine need to want to help people
- Right frame of mind
- Boundaries
- See client achieve their health goals

What is your client looking for?

Transformation

## The most successful health practitioners focus on:

- Teaching others how to improve function in their bodies
- Understanding that client's issues have more than one cause
- Has a true understanding of labs

The most  
successful health  
practitioners  
focus on:

Understands how client  
is feeling and asks  
questions

The most  
successful health  
practitioners  
focus on:

Proper support and care  
that can help the body  
heal

The most  
successful health  
practitioners  
focus on:

Educates their clients on  
how to find their healing  
environment

The most  
successful health  
practitioners  
focus on:

Working to help your  
clients achieve their  
goals

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# Doing No Harm to Yourself as a Practitioner



do no harm with the concepts

Important to start with YOU first to  
become a great practitioner, then  
you'll have great clients that are  
successful



do no harm with the concepts

We don't "fix" clients

# Finding the next steps...



when do we know "enough"?

Knowing when enough is enough





are you putting yourself  
in a bad position?

# The unhappy (and very sick) client

no crystal balls  
need apply





no magic bullets here!

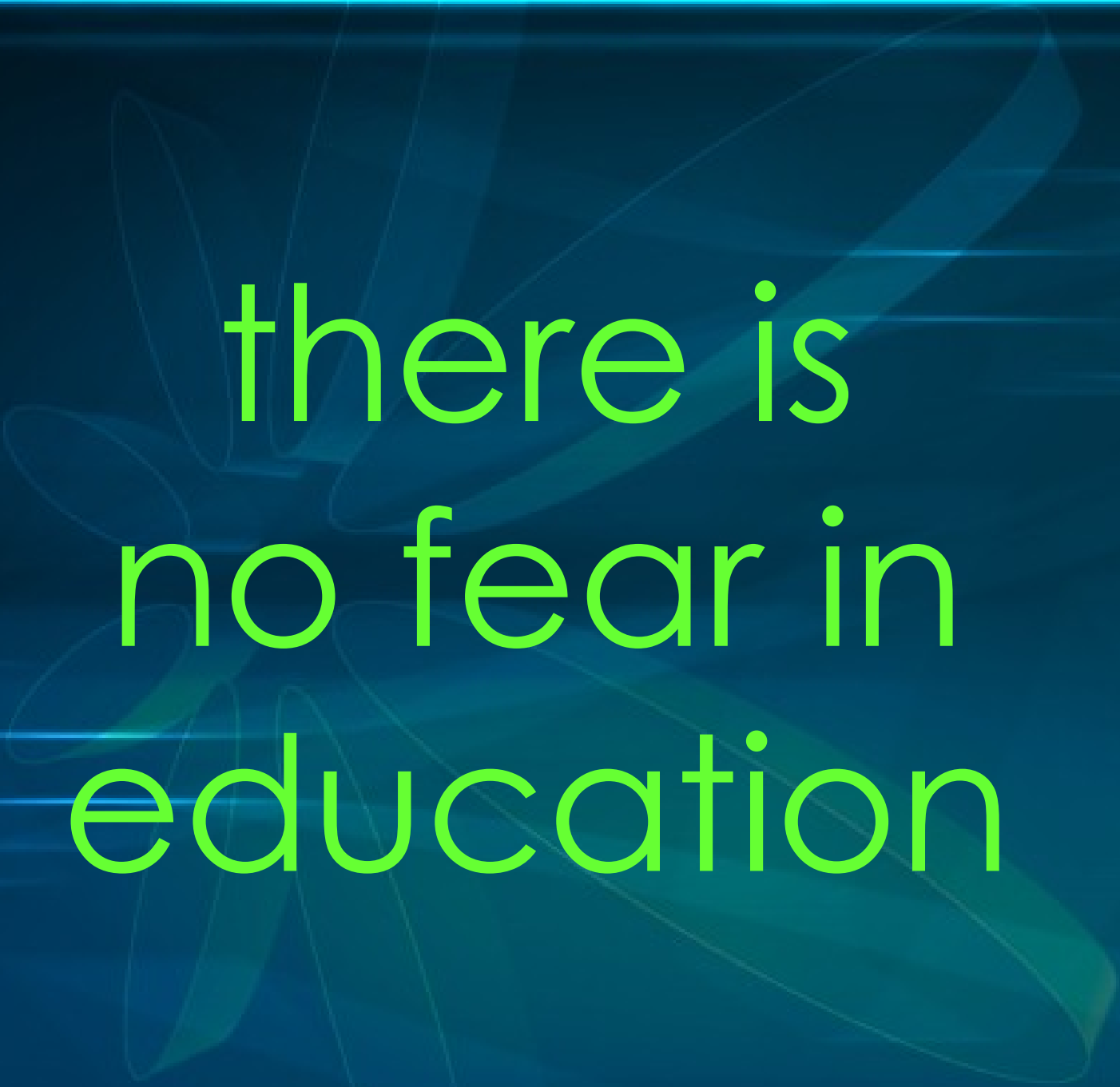
When you hear hoof beats,  
think horses, not zebras

*Theodore Woodward*



protocols anyone?

you *MUST* educate your client to  
understand how to bridge the  
gap to feel better



there is  
no fear in  
education

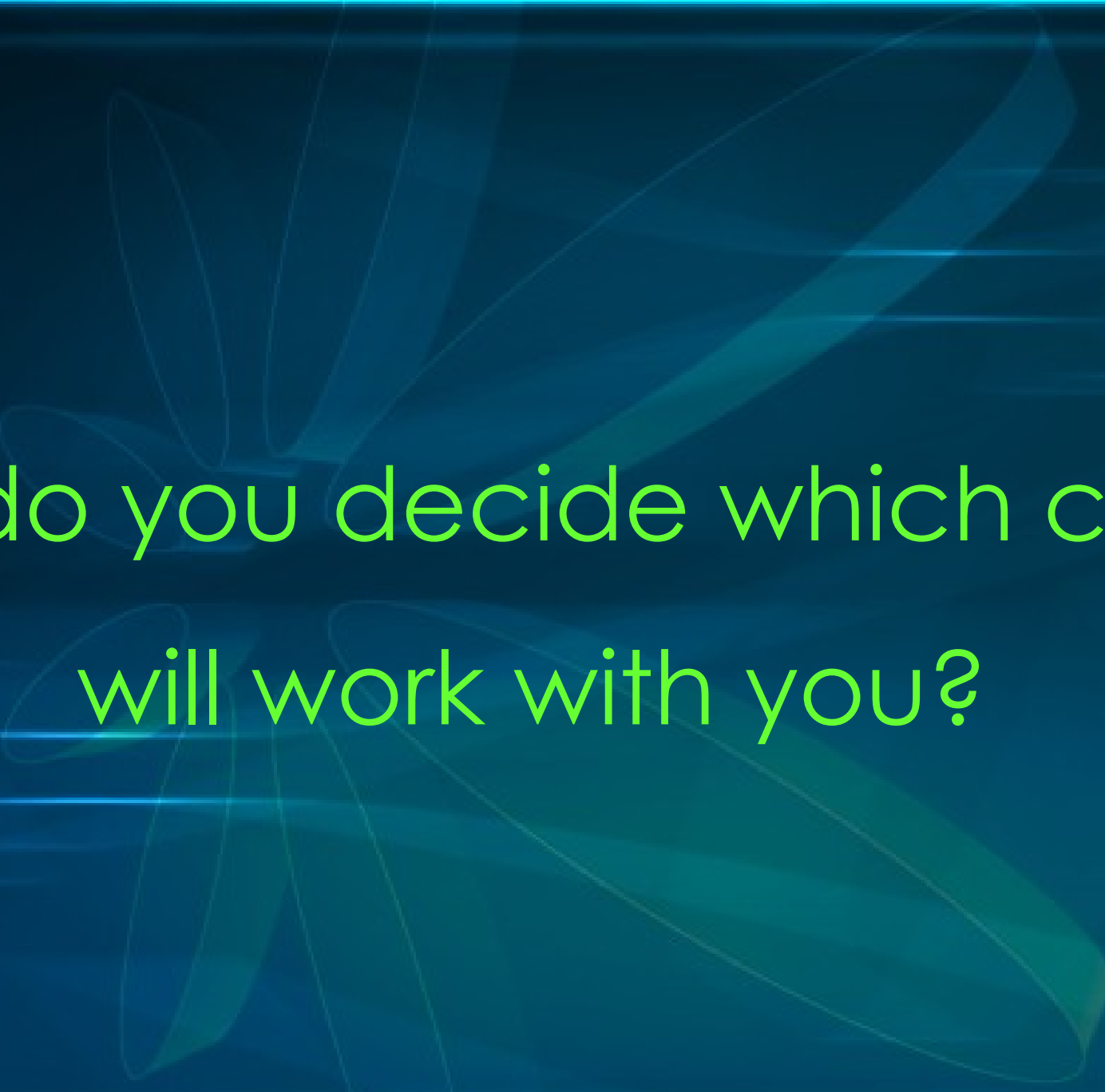


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you get to choose the right clients



how do you decide which clients  
will work with you?

**what expectations did you share in  
your initial consultation?**



what is a successful client?

You must learn  
the answer to this  
question:

will they do the work to regain  
their health or do they want a  
magic bullet?

we must choose the right client if  
we are going to build a prosperous  
business

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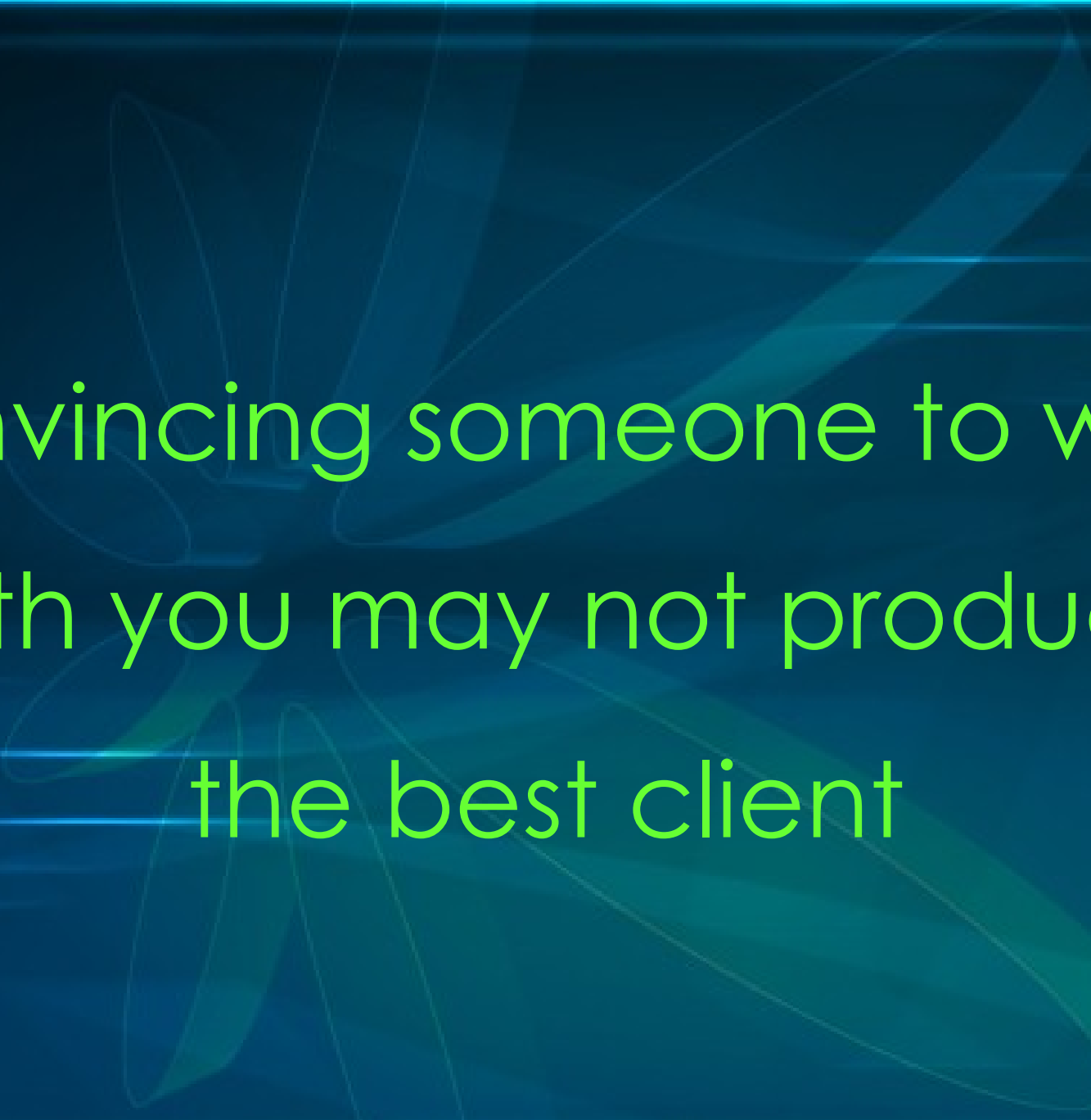
people are seeking an outcome



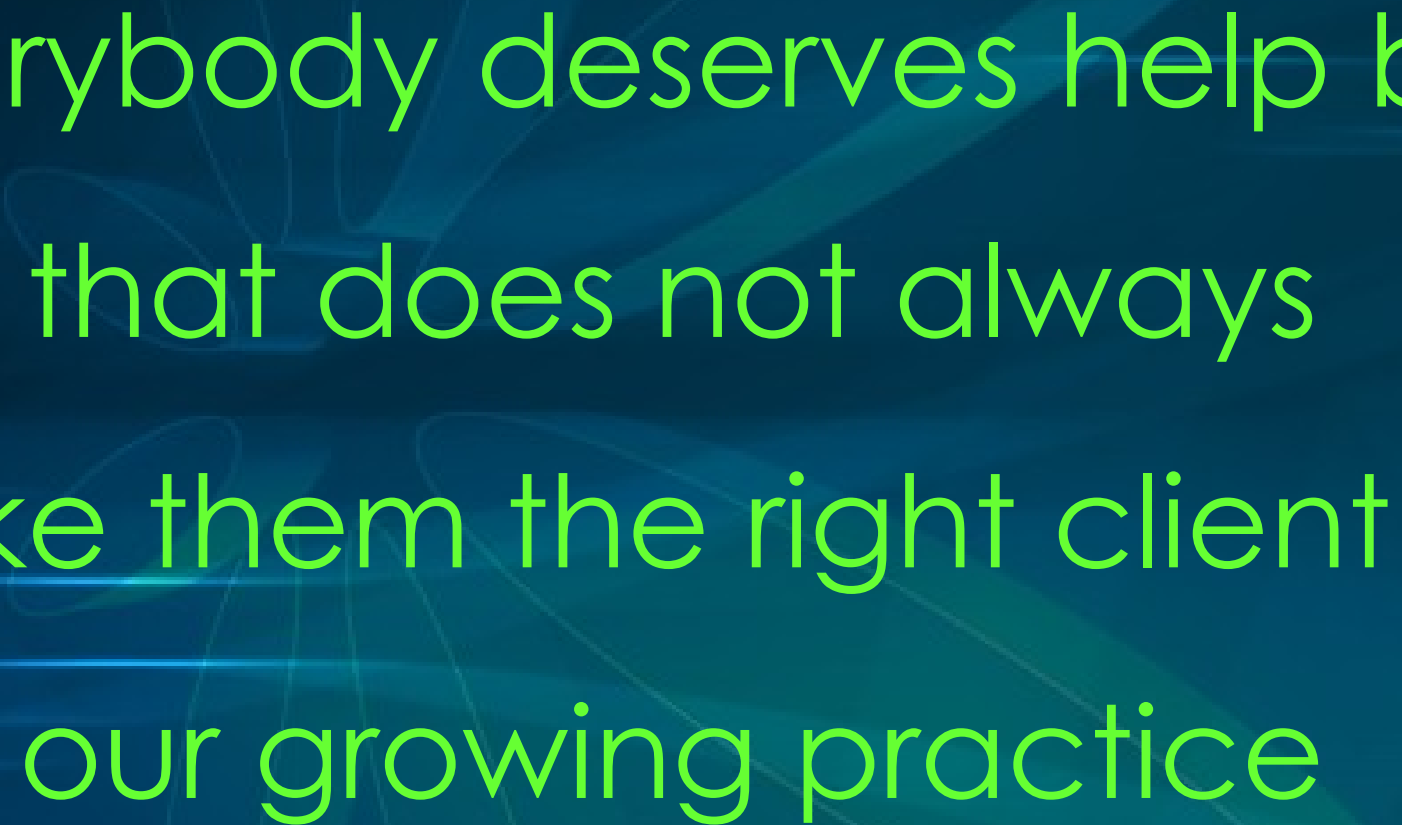


we can't guarantee a  
timeframe for healing

if a client makes healing changes  
based on their needs,  
their health will improve



convincing someone to work  
with you may not produce  
the best client



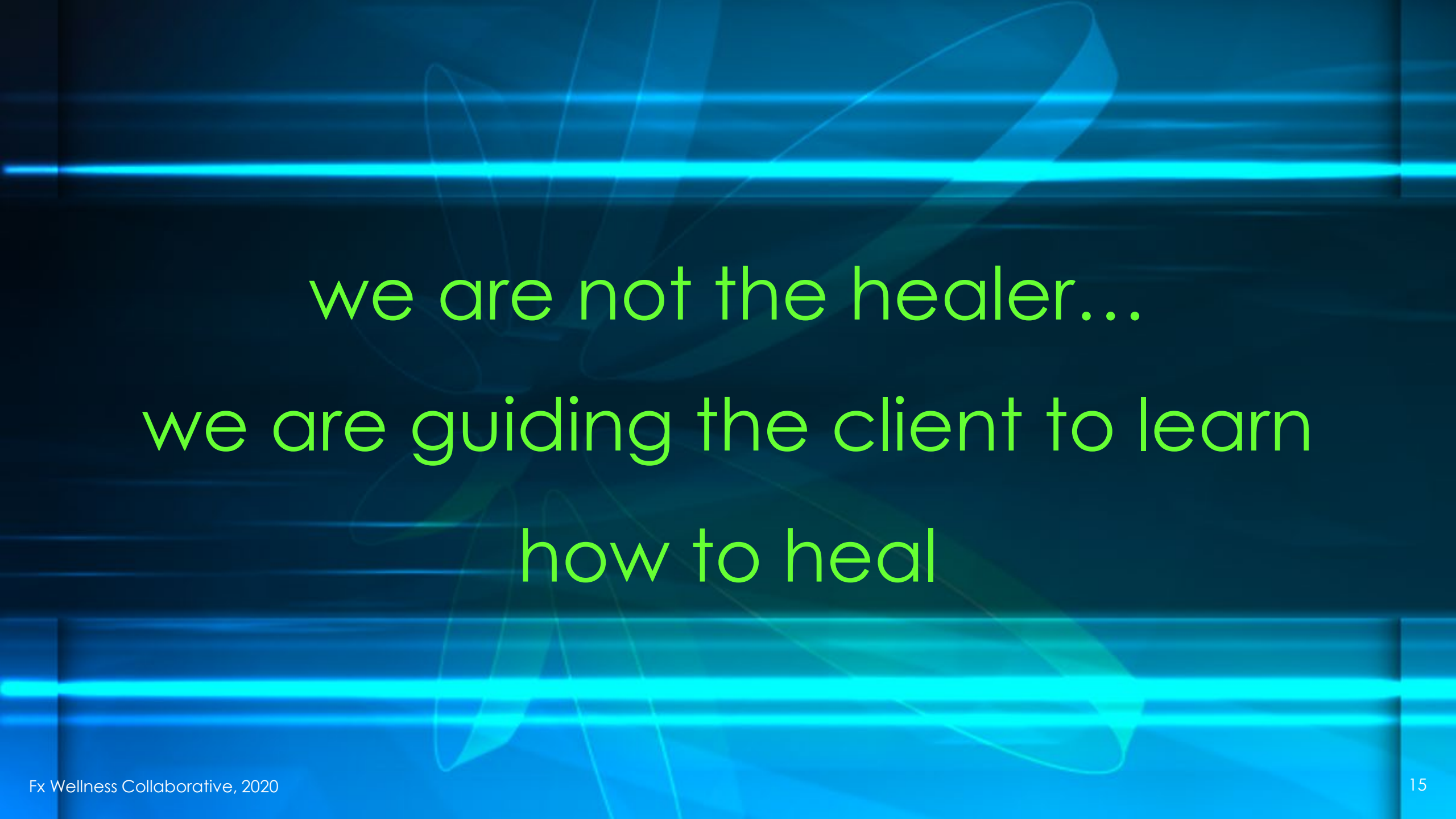
everybody deserves help but  
that does not always  
make them the right client for  
our growing practice

A hand holding a glowing blue ribbon against a dark blue background with faint floral patterns.

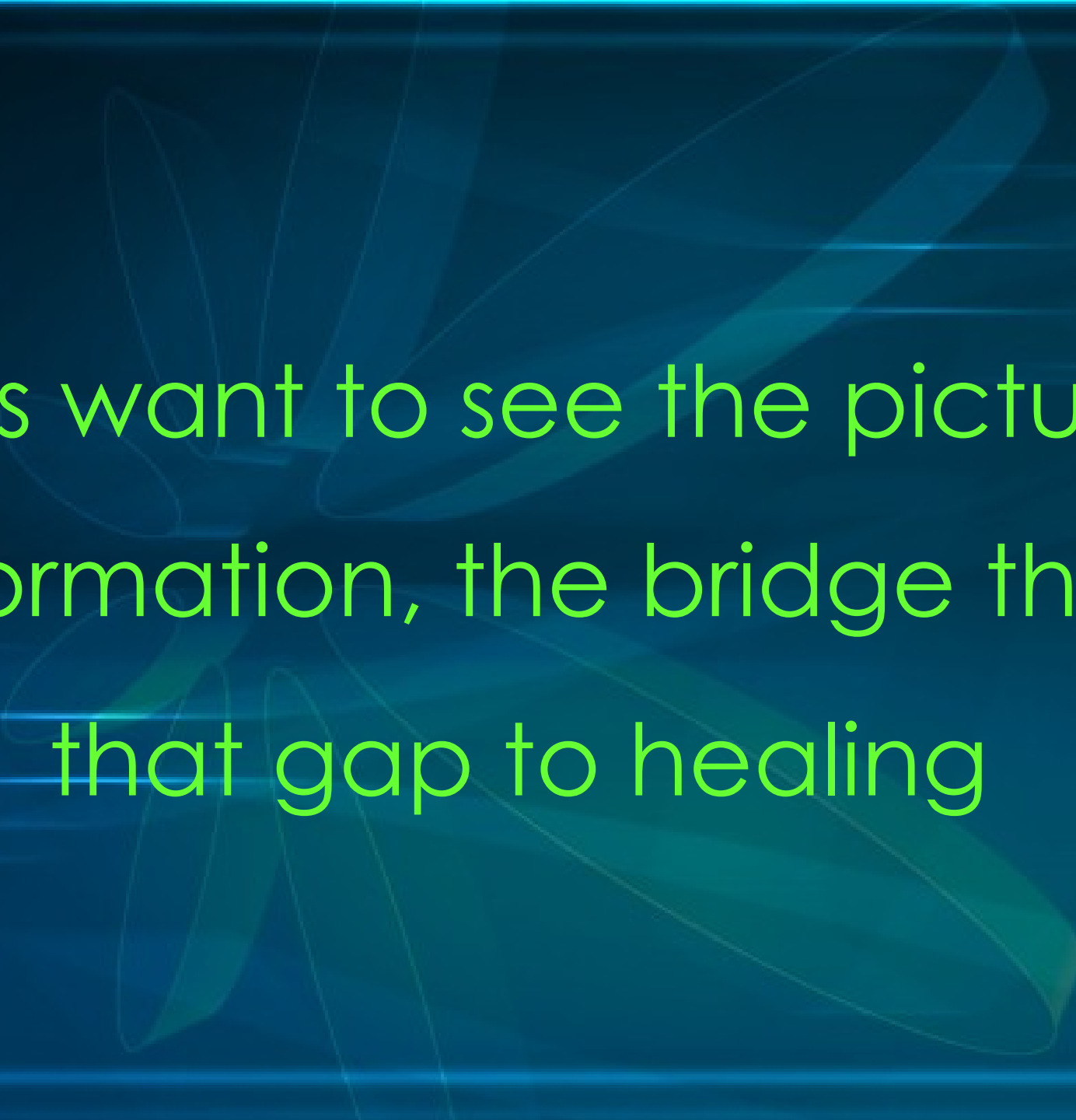
can you work with any  
health challenges in your practice?

A very powerful  
truth to learn:

Functional Medicine is about  
teaching and educating the  
client to discover their own path  
to healing

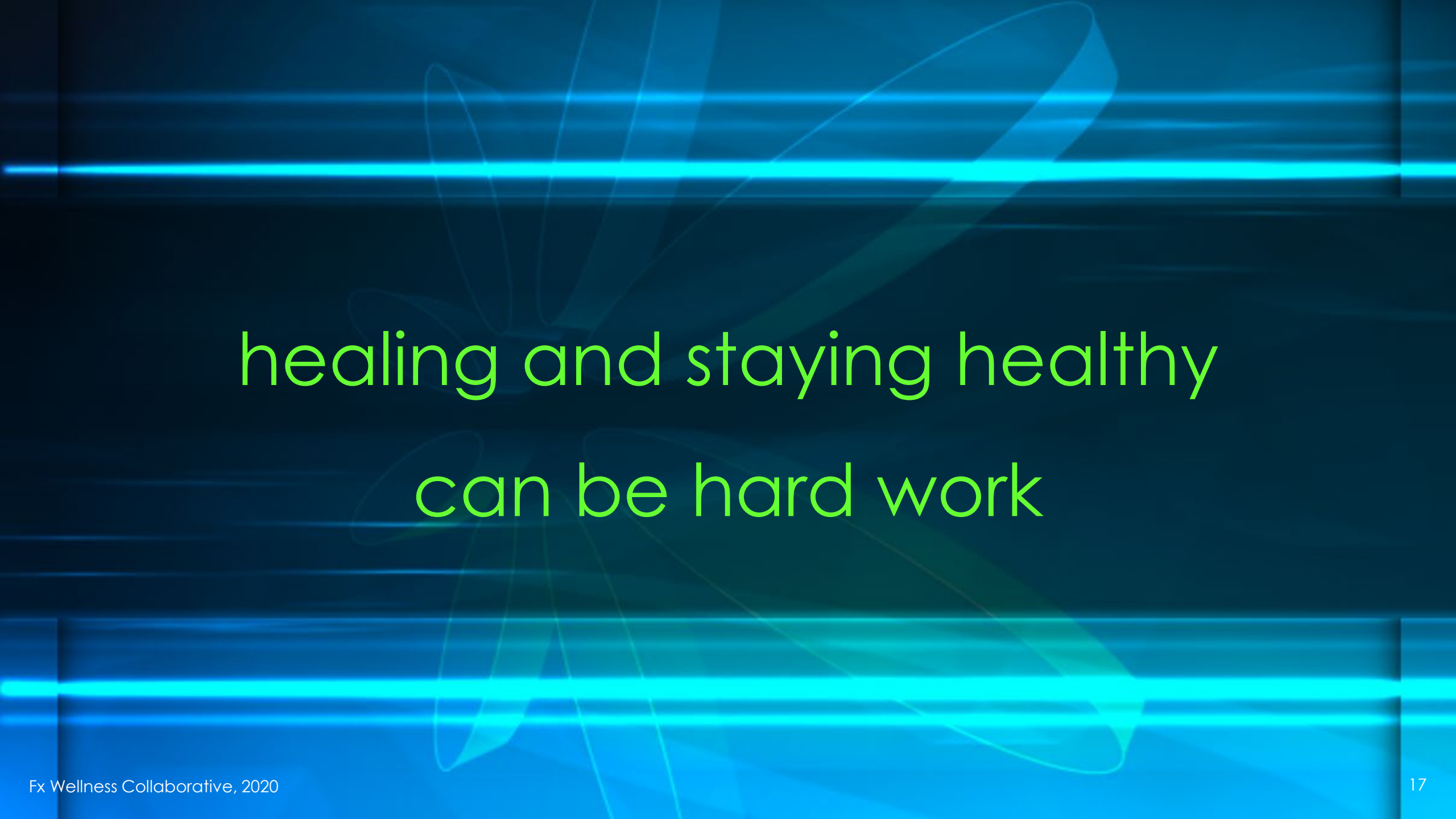


we are not the healer...  
we are guiding the client to learn  
how to heal



clients want to see the picture of  
transformation, the bridge that fills  
that gap to healing





healing and staying healthy  
can be hard work