

Lesson 1 - Address the Whole Person

Address the Whole Person and Hippocrates Quote

I want to welcome you to Module 2, Lesson 1, and we have several fascinating areas to cover today. We are going to start with the second tenet of health, addressing the whole person from the standpoint of holistic healing, and in doing so, I want to refer back to the quote from Hippocrates, which says, **“It is more important to know what sort of person has a disease than to know what sort of disease a person has.”** Now, Hippocrates was making a very clear distinction between these two scenarios. You can either treat the disease in its isolation and make that your focus as allopathic medicine does, or you can understand the person and how the disease got there. To explain this a little bit more fully so that you can start to see the connection and importance of this, it really does support the entire core belief of how we move forward as practitioners. Hippocrates said this knowing that the disease name or dysfunction, or even the imbalance, tells you nothing about the person that has it. We’ve got to be really clear on this, you can say somebody has cancer and that statement doesn't really tell us anything as clinicians because we don't know anything about the person, we don't know anything about the cancer. So it tells you nothing about how this disease or diagnosis is affecting the client. And it also keeps hidden from you any way to address it. So to say that somebody has diabetes, for example, that only gives a clue that there's a sugar dysregulation. So it stops at one function of the body and goes no further. **Knowing the Person**, though, instead of the disease, tells you all about their life. You explore their story and their history, how they got here, how they live, how they eat, how they feel. And more importantly, knowing the person actually gives you insight into all imbalances and you stop seeing these one or two symptoms or diseases or diagnoses and you start seeing the whole person, the actual bigger picture of how they function. So this allows you to have an open mind to see all the connections between their diet, their lifestyle and their environment. So it helps you see how these things can be keeping them in an unhealthy environment, and also helps you figure out what is their healing environment and how to get there. So above all else, know the person...you're going to address the whole person from a standpoint of holistic healing, you must know the person. There is nothing else as critical in helping them achieve their own health goals. Because again, they have the history, they have the story, they have the symptoms and the clues to help guide YOU to guide them. And that's why they need us and that is our role. So many times I mention **supporting function** in the body that that's what we do. That is technically our job description, we support function in the body. But how is the individual body functioning and why? It's very important that we keep this at the forefront of every single thing that we do with any client and ask these critical questions.

Learn How the Body Works, How It Functions

So we know that the mind, the body and the Spirit are connected. For example, people's fears can create stress. And when they're fearful for a long time, chronically, always in that sympathetic mode, then we can understand that this fear, creating stress, lowering stomach acid, it can slow the thyroid, bile slows, constipation can occur or even diarrhea, things are moving too slow, or they could even be moving too fast. But either one of those scenarios is not good balance, it's not good function. So understanding how the body functions is going to be critical in making a lot of these decisions. We can't go into this blindly. We do not have to be a licensed professional to understand how the body works, but we must have this understanding, along with the different areas of function within the body, and

how they work together with each other and how they impact each other along with all the information you have about this client.

Creating a Burden with Supplements?

So what support can be given that is helping the body achieve good function? Well, that's what we have to explore. When we're supporting function in the body, we are doing things for the body to allow it to basically take a little breath, take a little rest, or divert resources to other areas for healing. When a person is able to get sleep, that is when the best healing can occur for the body. So you can imagine that if somebody has a chronic insomnia issue, or they're waking up every couple hours during the night, they're not getting healthful, restful or restorative sleep. And so this is a critical part. When we are supporting function in the body, a lot of times we think, well, we'll just give them some supplements. But I question, **what are these supplements doing?** Because the body has to deal with any significant changes that are coming along, especially, nutrients that are not packaged up in food, are isolated without co-factors and enzymes and are in much larger amounts than they are found in food. So if you suggest to someone a benefit for them may be Vitamin B6, that is a substance that's going in their body and the body has to process and address. **Do you know enough about how supplementation can affect function?** These things are still all circulating through the liver. So you have to stop and think about that as well when you want to set your client up with 10 different supplements that their body still has to deal with. You have to ask the question, are you actually supporting function in the body, or are you creating a burden on the body and what it's trying to handle for them. So even on the smallest level, we have the knowledge of function in the body that things get absorbed into the bloodstream, they go through the liver, the liver can store nutrients, extract toxins and break them down in the liver phases, send these conjugated toxins, chemicals and hormones out through the bile, which is sent to the gallbladder, then the bile is released when we eat, and everything comes out into the small intestine, then into the large intestine it goes and then out in the stool. So we all have that basic idea of how things work in the body. My challenge to you is, this must be a priority for your research, you must understand the basics of how the body works to better understand the effects of supplementation. And if you don't, it will be very hard to not guess at what your client needs.

I have practitioners asking me all the time, should I take this course on blood sugar, should I take this course on the thyroid or on autoimmune conditions, etc. I'm saying take a course on physiology, take a course on anatomy, take a course on biochemistry, because each one of these will build the foundation of who you are as a practitioner. And it will make understanding these courses that you take about blood sugar and liver and thyroid much more understandable so that you really are able to see the clues that your client is presenting to you.

Lesson 2 - Working With the Whole Person

Choosing the Client Based on Commitment

Now, another thing that I want to talk about when we're addressing the whole person, this whole person has several different elements outside of just bio-individuality...we have to look at how we're choosing the client, meaning that they are participating in their own healing as a whole person and we ourselves are participating fully in teaching them as a whole person. They cannot participate in such a way as they are showing up to work with you to address one symptom. If somebody shows up to you saying I have headaches, and I've had them for a long time, and I just want to get rid of them and you are only tackling the symptom then you will not be successful. If they are not looking for a full function support in the body, and they are looking for just a way to treat headaches, then that is not the right client for you because that's definitely not the right mindset. Now, **choosing clients means that we are choosing those people who are ready to work on the whole body**, not just a part of it. So we touched on this in the first lesson and this is probably one of the most critical pieces of working with a client because if you're working with a client that is not really ready to be helped or is not ready to do the work that's necessary to transform their health, then they're not going to succeed. And I've worked with clients like this before, I've truly understood that that was not in their best interest and not in my best interest. What can we expect from this type of client? What this looks like when working with this type of client is they don't really understand their body and they don't care to understand their body, they just want you to make the pain or the skin irritation or the headache or the sleeplessness just go away. They don't know how to do it. And they don't care how YOU do it, they just want it done. This person may be very difficult in giving clues about any symptoms. And I've had a couple that basically had no symptoms except the one pain that they were trying to get rid of. No other symptoms anywhere else in their body of which they were aware. And as a practitioner, that makes it very, very hard to work from that standpoint, you have nothing to go on. It is an "either or" situation. Either they feel better, or they don't. You ask them about their story or their history, they don't have a lot of details. They don't care to help you help them, they just want you to fix the problem. That client may never achieve that outcome for which they're seeking help from you. And this is, again, why this is so critical to recognize this type of client because you cannot have a practice full of people like this and expect to have a stable practice. It's just impossible. Because we care about people, we want to help people but what I'm asking you to do is take a step further, to observe this person who wants to be a client and be wary of your ego. Outside of our general caring of people, I find that there is always some amount of ego wrapped up in choosing clients, the belief that we can help all people and the real truth is, while we CAN help all people, not all people are ready to be helped. It serves us much better to learn early on in an initial consultation whether this is a person who is prepared to be helped or not.

Working With the Whole Person and Any Condition

We are not looking for root cause of a symptom, a disease or a diagnosis...we are looking for root cause of dysfunction and imbalance in the whole body. As for the symptom, we are looking for the pathway it used to get there, or the connection to other dysfunction.

We spent some time talking about this in Investigative Module 1 and we are going to cover this again with a deeper perspective, which is how your learning takes place. Some practitioners only want to choose their clients based on what may be wrong with them or not wrong with them. They are very fearful of dealing with situations that incorporate major chronic illness, or large diagnoses such as cancer, MS, genetic diseases, autoimmune conditions, etc. Anything that is very multifaceted and convoluted, where the person has chronic illness, and they have many disease diagnoses, or something such as Lyme and mold, and the list just goes on and on. And you might say, I'm not prepared to work with all of these things or, they have come to me with a cancer diagnosis and I'm really, really unsure of how I would work with this person. Well, one of the most important things to remember is that you can look at a person and say, despite any diagnosis or a label of a disease, you're looking at the whole person and you know that the program that you have in place is to build health, to help them discover their healing environment, no matter what the diagnosis or label or major issues are that they're having. So this is the determination. This is the point where you're able to say that even people with cancer **have a healing environment to find** and that doesn't mean that you are curing the cancer, it means that every human being can improve function in the body and they have a special healing environment that is very unique to them. It means that they learn to eat a certain way as they're moving into that healing environment. And then they figure out the best way to fuel their body. They learn what imbalances might exist, and how to support bringing balance to this place. This support will also extend to the mental and emotional aspect of so much that may be going on in their life.

What does this look like to work with any client condition? Just for now, don't look at the disease name or the symptoms or the conditions. Ask yourself, is this person hydrated, are they sleeping well and do they have good elimination? Are they eating the right foods to fuel their body? Are they digesting and absorbing these foods? Now, can you actually answer these questions? Yes, you can. If your strategy is to work from the basics up, many high level symptoms can be eliminated by working this way. We cannot tackle these high level symptoms unless we first approach and get solid on the basic health needs of the body. No body is going to function well if it is dehydrated. No one can heal if they are not sleeping. No one can detox if they are not eliminating.

So no matter what is going on with the client, this is how you can work with any client and that is by tending to the basics and helping them discover the path to their own personal healing environment. Now, getting them to a healing environment looks different for each person but that's our role. **That is our purpose, to help the client discover the very things that will support and nurture health** and then to show them what these things are, to show them how to find them, to show them how to utilize them. They are unfamiliar with this train of thought and with this philosophy. And if we are not showing them, then they may not learn. So regardless of the diagnosis, and I'm saying this, again, to reiterate, to be firm in my conviction to you...you may not understand cancer or MS or Lyme disease, but what you can do is go through this person's timeline and history and story, look at their symptoms. Look at their lab work. You can discover ways for them to improve their basic function, even with a diagnosis or a disease, because these basic needs, when completely imbalanced, lead the body to compensate so as to

keep itself alive and in turn, leads to serious conditions. A quote from Steve Hawes of 5th Element Wellness says this:

"A biochemical or metabolic adaptation or compensation, even if it's considered negative & gives you cancer, is a necessary step the body has had to make under the circumstances to keep us alive"

We can never approach clients as if we have the cure to their illnesses because we absolutely don't. We teach how to improve health, not cure disease. We can help set the stage for optimum conditions so that the body can begin to heal in its own time and its own way.

"We cannot solve our problems with the same level of thinking that created them." ~ (Albert Einstein)

This is what we are doing when we help a client move from their current environment to their healing environment.

We Are Teachers of Functional Medicine

What is the ultimate goal of working with clients?

Have you ever considered this question? What are we trying to do for them? I want you to pause the video here and go to your journal or computer notes or note pad and write down, even more than one reason if you choose, what we are trying to do for clients....

To know that whole person and to teach them what their healing environment looks like and how to get there

When a client asks me a question, I am teaching. When I have a point I want them to understand, I am teaching. When I ask questions, I am learning.

This is dynamic like the body, a seesaw of needs that have to be observed.

This is another place where we must put our egos down. We're teaching, that's what we're doing. Yes, we help, we guide, but we are not acting in the role of doctors because we are NOT using the philosophy of allopathic medicine, so even as a licensed professional, we are not fixing anything, but we are guiding people to learn how to discover their own needs and improve health in their own bodies. Huge difference and we must keep remembering that. So if you are going to take on a client that is not prepared to work on their own body, that they want the magic bullet, they want a pill or a medication or even a supplement to resolve the issue, then that's where they should be, then they need to be with a practitioner who can fulfill that allopathic outcome for them. That is not you, and that is not who we are. Giving medications to treat illness or disease is allopathic medicine, not functional medicine. There is no fence on which to sit. That is when you have to say this is not the right client for me...it doesn't mean that we don't care that they're hurting, it just means that we're aware that they are not seeking the kind of help WE are offering. Their expectations do not match our expectations or values. And again, that is okay. **You're not picking and choosing who YOU want to help but instead, you are choosing those that are ready and willing to be helped.** I am letting you know right here that it is okay to not work with clients that cannot meet your level of expectations as a coach or a practitioner. Be true to yourself and to your role.

Lesson 3 - The Consultation

The Consultation as an Interview

I want to get more into what happens during the first consultation. Now this is usually your first experience with the client. You may have talked to them or emailed them briefly beforehand to set this consultation up. And when I use the word consultation, I am speaking strictly from my own consultation setup, meaning that I have a 30 minute free consultation. And if your consultations are the type that are Health Histories and 90 minutes long or so and include a health review and next action steps, then that's not what I'm referring to. I am talking about the consultation where you are trying to understand if this is a client that you would like to see in your practice or that you would like to work with. And I want to go into what should happen during this type consultation. So since this is our chance to interview the client, and this is exactly what we explained to them we will be doing, we don't have to hide anything about the reasoning for this consultation. They are coming to the consultation with a list of symptoms that they're trying to change. And, this may be how we have handled these types of consultations in the past, we would expect somebody to get on the phone with us and have this conversation about all their ailments. Then their expectation is to hear from us how we would address them. So that puts us in a bad spot many times because we don't know what to say since we don't know anything about them. And this is **where you have the opportunity to turn this into an interview**. And by turning it into an interview, you are able to explain how you work, how you investigate, and through investigating then teaching what you are actually seeing as imbalance in their body. Now, during this interview, you might wonder, well, what questions should I ask that will help me decide if this is the right client for me or for my practice. So I'm going to give just a brief overview of a few of those questions and there is a questionnaire in your Resource Drawer that contains all the questions you will want to consider asking. You can use this questionnaire either when you do your consultations or you can actually incorporate it into a form that you could use as a pre-qualifying before you even scheduled them on the consultation. So you want to keep the focus on them and by that I mean, they need to start understanding your expectations and values, which is that you are not here to "fix" anything. So you ask them questions so that you can understand why they are in this consult with you, such as, what do you feel is happening in your health? Because they're going to be able to tell you the things you really need to know. You might inquire, How long have you worked on this issue? And that would give you an idea of the length of time that they have been dealing with this and then turn right around and ask, what have you found that you've tried that either worked a little bit or didn't work at all? That's going to really give you some insight into how deep they've been searching for relief for this problem. Asking them how many practitioners have helped them also gives a lot of insight. Are they somebody who is going to doctor after doctor after doctor? And then the question becomes, why was that doctor or practitioner not able to help this person? What was standing in the way? Another question you could ask is regarding working with you on a scale of one to 10? What is your level of commitment? Now, if they say seven, you need to turn right around and ask, well, you're at a seven, you're not at a 10? Why not? What would interfere with you fully committing to working on your health? You're going to hear a lot of different answers you're going to hear, well, I have kids, I've got all kinds of planned events, soccer practice and dance lessons and all that or you're going to hear well, I have a very high powered job and so I have to focus on that. I have a big family that I have to cook for and there's always something going on so I don't have a lot of time for me. So if you're asking them, is there any way for you to carve out time to work on your own health? And they're telling you "well, I can try" or "no, I don't really think so", then they have

answered the question for you about whether they are the right client. They have told you who they are. They've telling you that they they DO want help, but they cannot fully commit. And that's okay, because there's going to come a time where they will hopefully decide to fully commit. But right now, in this interview, they are not ready for that. This is you, looking at and listening to the whole person. This is NOT the time to try and convince them of their need for your help. This is the time to nurture them with other resources.

Clients Must Meet Your Values

It is okay to choose not to work with clients that cannot meet your expectations and values as a coach or as a practitioner. When you are meeting them in this consultation one on one, this is what you're telling them, you're giving them the idea of what your expectation is, your values, how you work, this is what you do. And if you sign up the client who doesn't have very closely related expectations and values and commitment, then you're going to end up with a client who may not participate or that runs to you every single time they have a health issue and expects you to fix it. Sometimes this type of client happens even in the best consultations and the truth is that you can give the best consultation ever, you can make everything crystal clear and think that you are signing up the best client possible and still end up with a client that has imbalanced expectations and values, that they're looking for a pill or a quick fix. But you have the responsibility of being very clear and upfront with them on what you do and what you don't do. This is your responsibility in your role.

Lesson 4 - Working With the Client Data

Working With Forms to Know the Whole Person - The Food and Mood Journal

Okay, now that you have met with your client and signed that client up, you're going to be starting work with the client. And this is a very important time, because you're getting everything set up in order to do the best that you can to help this person start to improve their health. But we want to look at some of the things that are very helpful, such as diet and supplements, and say that they can go either way. Diet can be very healing and nurturing or it can hurt the client. Supplements, as you know, too much of one supplement or herbs can create an imbalance, especially when given in isolation. So how do you understand what to do? How do you know what recommendations to make? Now this is exactly why I use the forms that I do when I start with my clients because I have no idea who they are until they fill out these forms, until we have our first session, and until they tell me who they are, I do nothing. I might have a blood chem but what can I see in there? I don't know the client yet.

So one of the very first tools that I use with people is called the food and mood journal. There's many forms of food and mood journals out there but this one for me is a little different. Yes, it does require that the client write the food down but I'm not looking for specifics about what they eat, this is not a judgmental approach. No matter what they're eating at this point, it is not about the food. At this point, I need them to slow down, to calm down and to start recognizing what eating does to them and their body, how their food makes them feel because many are out of touch with this and are missing vital clues that will help you help them. Now we all know food is fuel. So we eat food, it should fuel our body and provide nutrients and minerals and it should sustain us. It should be healthful. And yet, even eating

the healthiest ingredients in any type of eating plan can have detrimental effects on the client. So if a client needs protein and is a raw vegan, this could be an issue. Many people do quite well on a vegan diet but it doesn't change the fact that all bodies need protein. Just because they are not eating meat doesn't mean they can overlook the other protein sources out there. Or if they need to be eating more carbohydrates and a more plant based diet, and they're over-eating on meat, this could be an issue. How do we know? They don't even know because they don't really know how food makes them feel. They're just trying to eat foods that they have been told by their friends or relatives or commercials or the internet are healthy foods. This is how I meet a lot of new clients. This is the place where we're sitting and talking and I see that they are making every single effort to eat clean, whole real foods, organic, sometimes even homegrown. But out of these foods, these beautiful foods, they do not know which one is actually fueling their body. They don't know how to eat. And so using the food and mood journal helps that person determine how to eat because the truth is I don't know how to tell them how to eat, I don't know what their body needs at this point or what impact that food may be having. They need to tell me how they should be eating. This is why I am not a nutritionist or a dietitian. You know I can hand out healthful diet information all day long but that is not my concern. My concern is understanding this unique individual and their bio-individuality and what their needs are. So using the food and mood journal, which there's also a copy in the Resource Drawer tab, using this journal is going to make them more aware by forcing them to literally answer questions about how the food they are eating makes them feel.

Now, I've had a lot of clients that rolled their eyes, they didn't want to do this exercise, they felt it was pointless, and would not show them anything. And 99% of my clients come back after filling this out for few days, excited and joyful, and for the first time, they feel like they have some answers. They say, When I ate "fill in the blank", I felt tired, I felt the energy loss, I felt hyper. All of a sudden, they were able to make connections with food. Now I know that that sounds like a no brainer but when you don't have this mindset, and this understanding of what we do, then you don't realize just how simple this is. So using this form allows you to not only track the foods that your client is eating, but you're also tracking the remarks that they make regarding how they feel after eating the food. So there are sections on this form that are giving insight into mental, emotional and physical feelings based on the food that was eaten. So again, using this is going to help get the client to be more aware of how they feel when they eat food. This is also the place where another critical question comes in and that is, what foods do they avoid? If eating certain foods creates symptoms, many people notice this and will quit eating them, of course, because they may cause gas, bloating, diarrhea or constipation. What you don't know, though, is that these foods cause these issues or that they have identified foods that do this. They just don't think to tell you so our proactive questions will help bring this entire picture together.

The Timeline Form

Now another form that I like to use, which is on a broader spectrum, is the timeline. The timeline, in many cases, clients want to give you their entire history. And that is a lot of information. Sometimes it's difficult to break down these pieces and parts into significant sections. And this is why I like the timeline. Because the timeline form is based strictly on events that have happened throughout their lifetime, that were medical events, or life changing events, such as getting a new job or getting fired or moving into a new house or getting a divorce. And with these events come stress, even if it's good stress. But this

stress also takes its toll on dysfunction and I like to see where dysfunction starts. So if I have somebody that has sleeping issues and stomach issues, and headaches and what appears to be hormone issues, they all had to have a starting place and they probably didn't all start at the same time. So using a timeline allows us to not only go back to the beginning from birth, and to look at certain things that happen through this person's lifetime but just like the food and mood journal, it starts to make them aware of when and where these things started. This can provide critical, essential clues for you to be able to help them. I had one client with a lifetime, meaning from the time she was young, a lifetime of chronic constipation. And there is an emotional aspect to this, as she thoroughly noted in the notes and when we were working together. But she remembered that one time there was this one summer that she went to spend with her aunt and uncle and she said it was the happiest time of her whole life. She felt loved, she felt safe and secure. We also discovered, and she didn't even remember this until we started talking and asking questions, that it was the one summer that she had normal bowel movements, there was no constipation. So this answered several things. For me as a practitioner, number one, it told me that she actually could have a normal bowel movement, or what she expected was normal. That the stress that had built up for her, even at a very young age, and I think she was 12 when she had that one summer, but the stress that kept her from resolving the constipation stayed with her forever, and it also affected any type of relationship she tried to have. So where did this come from? What was going on? Was there some trauma? Was there some abuse? And what about physiologically, did she have some chemical or mineral imbalance that we hadn't explored yet. And so looking into this, we were able to use the timeline to really pinpoint certain other activities in her life that gave us some clues. And how she felt when she was eight, mentally and emotionally, also helped us see that maybe this was an overabundance of a mineral or an imbalance there and helped us really explore in a deeper way. So using the timeline is a simple tool but one that can help the client bring real clarity to their health and how they got to this point.

The History and the Story

This goes hand-in-hand with the client history. The history has a clinical aspect and feel to it. We're looking at the client's parent's health to understand other family member's health, and maybe what was more about a familial type of issue, such as everyone having a propensity for diabetes, or heart disease, that sort of thing. And then going through their history to see what types of time that they may have spent in the hospital or what surgeries they had, health related issues, that give you the black and white version. But more than anything, I want to hear the client's story because everybody needs to be able to tell their story. Their story has true clues about how they feel about their health, and how they feel about how they got here. I really like clients to write out their story as many people feel like it is very cathartic to do this. That it also gives them time where they're contemplating, thinking about their life, thinking about these changes, thinking about their health. And it brings new light to areas of their life that they might not have remembered. Remember this, though, you're counting on them to reveal these clues about their health so that you can help them and this is what you want them to do. This is where you will find some of the greatest benefit is in the story. I generally ask for a one page document for them to type up their history as it aligns to their timeline and then have them upload along with their other forms. I have the freedom of reading through it and developing questions that can be asked at a future session. I often call having this story the "gold" because it will provide some of the most basic, but

most important information you will get from the client and is one more way to address the whole person.

Lab Work

Now, a third part of looking at the whole person in holistic healing is working with lab testing. So why do we use lab testing? What's its function? And I want to talk about the function because when I asked that question, I am aware that there are a lot of practitioners out there with a diagnosis mindset. They're not always thinking about the whole body from a holistic healing point of view...they're waiting on lab testing to get an answer to actually tell them what's wrong with the client and if that is the expectation, then no, you wouldn't need to know anything else about the client and that is a myth that I really want to dispel today. So why do we use testing then, if it's not to get an answer?

Testing tells us what is going on in the body that we cannot see. It is basically a snapshot in time, whether you are getting hormone testing via the Dutch test, which is urine and/or saliva, whether you are getting an organic acids test, which is urine, or you're getting a blood chemistry test. No matter what tests you get, this is exactly what's happening with that individual's chemistry at that point in time. So that is what we have to focus on, what was happening at that time, especially if they are bringing a test to you that is one or two or six months old...the results may still be very viable to gather clues as to what was happening then and what is happening now. But you also have to understand what was going on at the time of the testing. That's critical. Now, if you use testing as a compliment to the support that you're providing to the client, then you're not using it to diagnose, meaning you're not acting in the role of a doctor. This is how allopathic medicine uses test results, to determine a diagnosis. If you have had any lab test interpretation studies or classes, you know full well, especially with blood markers, that these different markers on these tests can make a pattern, they show us a pattern of where there may be an imbalance, such as the markers that we look at for low stomach acid or for dehydration. And it's these patterns that can help us discover, on a deeper level, what may be happening with the client. But that is only associated with what we already know about the client because we have the timeline, the history, the story and the list of symptoms. Now, if the list of symptoms, and the history, include the fact that they their stomach hurts when they eat red meat and doesn't hurt as much when they eat chicken or fish, which is a lighter protein, and they have belching after meals, and their stomach has pains and they don't feel like they digest food well then listen to these truths from the client. The lab tests can't tell you the whole story. Here is an example.

So when you have all of these clues from the client figured out, you can look at the lab tests and you can say, well, these markers do form a pattern that suggests that there may be low stomach acid. And oh, look, here's another pattern, their nutrient status is greatly reduced, we have what appears to be low B12 and or folate, they have low B6, we can see this through the different patterns, and maybe they have low iron. That may indicate to us that even though we know that this client eats meat protein, since we can see it on their food and mood journal, that they're not absorbing the nutrients from this protein. So we start far upstream, we start in that stomach pouch. Again, this is where understanding physiology and anatomy and biochemistry comes into play. If you don't have some understanding of the body, then you don't know how a stomach pouch functions, you don't know how it responds when food is put into it or how long the food stays there. What does the stomach pouch do to the food as a grinding mechanism? So these things go hand in hand, having to understand the basic function of the

body and then understanding the clues given to you by the client and then understanding what the patterns on the lab tests can show us can support all the steps that we go through to first start with this client, and to first start figuring out what's actually going on with them. Asking what is going on with lab test markers without knowing the client cannot provide valid information to help move your case forward.

Intro to Stress and Why Labs Are Just a Small Piece of the Picture

Now, I mentioned a little while ago about stress, and how having stress, especially in a chronic situation, can precede everything and will many times be a part of the root cause picture. So the person is staying in sympathetic mode, they're in fight or flight, they might wake up throughout the night, there's mind chatter. They don't sleep well and are feeling the stress of whatever is going on in their life. And in this example, we're just going to say that they have a very high powered and stressful job, they have a lot of responsibility, they have a boss that expects them to be there all the time and yet they have a family that needs them as well. So now they're torn between these two worlds. And that can create a lot of stress, that does not go away just because they get home, it does not go away just because they go to sleep. So in this stressful person's life, we can visualize the significance of what can happen downstream from stress.

Physiology of what happens during stress

After the amygdala sends a distress signal, the hypothalamus activates the sympathetic nervous system by sending signals through the autonomic nerves to the adrenal glands. These glands respond by pumping the hormone epinephrine (also known as adrenaline) into the bloodstream. As epinephrine circulates through the body, it brings on a number of physiological changes. The heart beats faster than normal, pushing blood to the muscles, heart, and other vital organs. Pulse rate and blood pressure go up. The person undergoing these changes also starts to breathe more rapidly. Small airways in the lungs open wide. This way, the lungs can take in as much oxygen as possible with each breath. Extra oxygen is sent to the brain, increasing alertness. Sight, hearing, and other senses become sharper. Meanwhile, epinephrine triggers the release of blood sugar (glucose) and fats from temporary storage sites in the body. These nutrients flood into the bloodstream, supplying energy to all parts of the body.

All of these changes happen so quickly that people aren't aware of them. In fact, the wiring is so efficient that the amygdala and hypothalamus start this cascade even before the brain's visual centers have had a chance to fully process what is happening. That's why people are able to jump out of the path of an oncoming car even before they think about what they are doing.

As the initial surge of epinephrine subsides, the hypothalamus activates the second component of the stress response system — known as the HPA axis. This network consists of the hypothalamus, the pituitary gland, and the adrenal glands.

The HPA axis relies on a series of hormonal signals to keep the sympathetic nervous system — the "gas pedal" — pressed down. If the brain continues to perceive something as dangerous, the hypothalamus releases corticotropin-releasing hormone (CRH), which travels to the pituitary gland, triggering the release of adrenocorticotropic hormone (ACTH). This hormone travels to the adrenal glands, prompting them to release cortisol. The body thus stays revved up and on high alert. When the threat passes,

cortisol levels fall. The parasympathetic nervous system — the "brake" — then dampens the stress response.

Upon activation, the stress response decreases whatever function in the body that is not serving its purpose of fight or flight, which includes growth (digestion), reproduction (sex hormones), metabolism (thyroid), and immunity.

And as we had mentioned earlier, one of the very first things that we see in these long term stressful situations is low stomach acid. Now, if you just had a lab test that had low stomach acid or hypochlorhydria patterns, what does that mean to you if you don't know anything about the client or you don't know their story? What could it possibly mean? So I'm going to show you a blood test and I want you to think about what we can learn about this client from looking at the blood test. Based on the limited view, what can you say you know about this person?

lab marker slide: What can you tell me about her? Can you tell me why certain levels are high or low? Can you tell me how sick or how well she is? It's impossible to do that without knowing her symptoms and then, even knowing the symptoms, we need her history and story and timeline. This particular client, at the time of this testing, was unable to get out of bed, had a Lyme and mold diagnosis, fibromyalgia and chronic constipation. This is what I mean when I say that the labs do not tell us about the client.

It makes no difference what imbalance in the markers you might see because, without knowing anything about the person, you know nothing about this imbalance, and you especially don't know why the imbalance exists. That is the critical question that we always have to ask. Now, if you see low stomach acid patterns, or dehydration patterns on a blood test, what does that mean? Do you rush in with some HCl? Do you rush in with some electrolyte mix? The next question is always going to be Why? Why does this person have low stomach acid, we can't fix it with HCl, the only thing that we can do is support function and here we go back into supporting function in the body. We don't want the client to be on a lifetime of HCl, we need to find the cause. If we know that low stomach acid is far upstream of all these other things, it makes sense that until that person can resolve the stress that's keeping the stomach acid low, and that might not be an easy thing, but until that happens, we know that HCl could change their world in several different areas, temporarily supporting them to digest their food better, helping them to absorb nutrients better and maybe relieving the constipation, potentially helping them sleep better. This is what I mean by support. This supplement is not curing or fixing anything, but by using one for emulating this one function of the body, one that the body is not performing, it gives support to several other functions. We are not using 10 supplements to address the poor sleep and the constipation and the possible cortisol spikes and poor digestion. And it could be that simple. Now, using HCl, for example, does not answer the question of why they have low stomach acid. This is the part that you have to start investigate. But this is the part that can be revealed when you're looking through the history and the clues and the symptoms, and the lab testing clues. I am highlighting the stomach acid part in this example because it is the most critical to healing. We cannot heal without nutrients and minerals but how will we access them without optimum stomach acid? So this is how you should be viewing this as a practitioner that is living by these tenants of natural health.