

Lesson 2. Teaching the client about supplements. Now I want to say something to you, so listen up. The body is not sitting here waiting for us to save it. It is constantly seeking to survive, and it's made a plan of healing based on the adaptations that it must make to the current diet, lifestyle, and environment. Our question must be, what can I do to support the plan that the body itself has in place? What can I remove, replace, and rebalance to allow it to do this healing in a much more supportive environment? So in order to teach the client about supplements, you have to really understand them first.

You have to understand what you're recommending and why, and what support that it can offer. You've made some suggestions of supplements to the clients. But I want to show you an analogy of this relationship about how we talk to clients about supplements. So for this example, you and your best friend are out shopping. And in this scenario, we're just going to use two female best friends, and they're shopping for shoes. Now she says, well, I just don't know where to start.

I don't really know what I want. I don't know what I need. And you say, okay, well, wait a minute. I know what's in your closet. So let me make some suggestions. And you show her a couple different styles of shoes and boots that would go well with the clothes that she has. And she says, well, okay, let me think about this. Now you've made these suggestions as you feel they would work perfectly for her, but you haven't told her that she must buy them, right?

You have not ordered, directed, instructed, or acted as anything but a guide to help her choose because you do know her current needs. Now, she's going to have the final decision and she is going to choose based on her thoughts and also your feedback because she trusts your opinion. Now it's the same with supplements. We're sharing our knowledge of how they may support the body based on what we see in the client's closet, and we tell the client all we know about the supplements and why we feel the way we do. Now it is ultimately up to them to purchase and to use the supplement. Our approach should be as a guide. So anytime you find yourself telling the client what to do, step back and consider your position and intent.

Now supplements. You know, we talk a lot about supplements and we easily toss them around without exactly knowing what they do. Now, supplement companies, just like pharmaceutical companies, they want to sell their product and they do this by focusing on the pain points of the person saying, and C, buy our product and take the symptom away. Granted, this is how they make their money, but as practitioners, we have a responsibility to our clients and patients that focuses on balancing their health. Can supplements be used in that supportive role? Absolutely, they can, but only when we know why we are using or recommending them. The supplements are many times as powerful at affecting how the body works as drugs are. An example I want to use here is in regard to milk to Milk Thistle. This is a plant that has been used for many years as a way to support liver function due to its Silaban and Silamarin content. Everyone on this call probably has It's not unknown to us for liver support.

But the interesting thing about this little plant is that if someone were to eat death cap mushrooms and become poisoned, this little plant that we don't think too much about is the only thing on earth that will give them any hope of survival. Now this is pretty monumental when you stop and think about it. One plant has this much power to save a life. The drugs are being developed and tested on the components of milk thistle, but this clearly demonstrates how important it is to understand the supplements that we're using.

Food is medicine and food-based supplements act more like food in how they deliver the proper ratio of nutrients which is why we have to be concerned about whether or not we are providing nutrients in isolation which is not how they are delivered in nature. Now one of my HTMA mineral groups published a really great analysis of what happens in the body when taking one isolated mineral. And it's really enlightening how much must be considered to keep balance in the body. You

know, we've talked about the dynamics of the body.

We've talked about how much all the function in the body works on a seesaw. So I'm going to put this printout in the resource drawer and I'm going to briefly touch on several of the aspects of using one isolated mineral. So we're going to use the example of iron. And these are the detrimental effects of taking this one mineral just randomly. Sodium goes up. Magnesium goes down. Zinc goes down. Manganese goes up. So the next time that you're thinking about taking a supplement on a whim, because you either read it's good for you or someone told you that you're anemic, effect that one mineral has on the rest of the mineral matrix.

The differing effects of supplemental versus food-based nutrients on our physiology might explain why many studies examining the effects of multivitamins and other supplements have been concerning. So, according to one online resource, it says the latest of these studies was published in the Annals of Internal Medicine, and it found that taking supplements didn't reduce the risk of death or disease. But in turn, we have to look at it from this aspect, getting adequate vitamin A, vitamin copper in the diet was associated with reduced deaths from cardiovascular disease and other causes. So focusing on the delivery, not the nutrient itself, this is definitely going to have a major impact on how well received it is by the body and how supportive it is to the body.

Now there are many, many supplements out there for any issue that you may run into. The question is, why do we supplement? Why do we need them all? that include supplementation can really support the body. Now support is the key word here, and I want you to rely on it as much as you need to. It can't always be viewed long-term. Support is typically more of a temporary thing. So you're trying to help this person get into a healing environment, and in order to do that, you might provide them some desiccated liver caps, just as a little added support to increase their nutrient base while they're working out some gut issues.

And then you take it away. It's just a nice gentle step to give the body the things that it needs in order to do the work. Alright, so what do we know for sure? We know that function in the body cannot happen without nutrients, minerals, cofactors, and enzymes. Now if someone has poor sleep and takes a supplement that improves their sleep while at the same time they are working on diet, and environment issues to help regulate their glucose issue. They may find that upon healing, that their sleep normalizes. Now it's critical that you understand this concept.

The supplement is not making the client sleep. We don't have sleeping supplements. The supplement is bridging a gap. It's filling a hole. It's filling a need. It's stopping this vicious cycle. It's supporting the client until the underlying cause of dysfunction is found and corrected. The supplement should then no longer be needed. And this is critical because if you're using a supplement protocol, and it's 60 days in, how will you know what that supplement is doing?

Instead of 60 days, try it for two weeks. And if it's working, start working on the glucose issue. Then, as that area of the body is healing, lower the supplement. Now I want you to stop and think. How many supplements have you suggested to your clients and how many are they taking? What is the reason for each supplement? You have to understand the needs of that person's body and system and biochemistry based on all the information that they've given you in order to be able to make a wise choice for a recommendation for that client. And then you have to explain to the client about the supplement so that in turn they can make a very empowered and valid choice themselves.

The just saying, oh, this is going to help you sleep is not empowering them. Explain to them what your thoughts are based on the information that they've given you. Hey, I think because you tell me that your mind seems to overrun with thoughts at night or your Dutch test shows us that your cortisol goes up from the afternoon, it goes really high at night. That this is a possibility of why you're not sleeping, that you have cortisol going up there. And we don't know why yet, but we do know that

when cortisol goes high, it's really affecting the catecholamines, ephedrine, norepinephrine.

That could be giving you this chatty mind. And that the GABA that should be there to calm you is not able to overcome it. And so here are some of the recommendations that I've read about and studied about to help gently reduce the cortisol while we begin to understand what's going on that is driving that cortisol so high at night. Now there's nothing wrong with this conversation. The client has the ability then to do the research on it, but the client is also now able to understand why you're making that recommendation, not just to help you sleep because you say that to a client they think it's a sleeping pill you know then they become afraid to take it and then you've got to tell the client everything you know because sometimes they're fearful they have questions that they don't know how to ask maybe they don't even think about asking until they're ready to take the supplement right before they go to bed and it's too late to talk to you.

So you have to have these supplement conversations and be very clear. And I'm constantly telling my clients, don't take a thing if you're just not absolutely comfortable with it. And if you have questions, don't take it. Send me a message the next day, because I want them to learn how to make these choices on their own. And I can help them do that. I'm not making the choice for them. I'm teaching them how to understand and make the choice. So for all the practitioners that I have taught. The one thing that stands out to me that they have in common is the need to have the supplement do the work for them.

If the supplement is the key to healing. When asked, many of their clients are feeling better, but still have issues. And they're stuck in between needing to improve and afraid to stop the supplements because then the client will feel worse again. So think about this for a second. This supplement or supplements appear to be the only thing supporting that client. Supplements do not heal. I don't know of another way to say this. Supplements do not heal. The body is able to heal when we impact the underlying cause of imbalance through change.

What change? We can only know by discovery of what is causing the imbalance. The supplement can reinforce support for what the body is trying to do. You can take hydrochloric acid, HCL, all day long for low stomach acid. It's never going to bring stomach acid back online. HCL is just a placeholder. It's just filling a hole, plugging this hole. So this is why the practitioner relies on the supplements because they believe that the supplement is the key to healing. Clients don't heal because they took a bunch of supplements. You're not a successful practitioner because you were able to pick out all the perfect supplements for this client. Taking berberine for three months to lower blood sugar is not, notice my emphasis there, it is not addressing why the blood sugar was high to start.

And it is forcing a lowering of glucose. It is not correcting the underlying issue. So, when asked, many of their clients are feeling better, but they do still have issues. So it's really important to understand this concept because I see time and again a massive amount of supplements being used to correct imbalance. So how can the body correct a blood sugar problem? Well, if somebody is eating candy bars and drinking sodas all day, then we might have an answer there in the form of dietary changes because the body certainly can't overcome a ton of candy bars and sodas. We could look at that as a cause.

But what if they don't? What if their diet is pretty clean and they're still showing up insulin resistant? So if the body created this as a mode of protection, how do we back out of it? How can we make the body continue to feel protected and yet stop this vicious circle of resistance and become insulin sensitive. And there's many different ways. So that's what I want you to think about, that it doesn't take a supplement in every event. For example, insulin sensitivity. We could build insulin sensitivity or combat insulin resistance by building muscle, moving, walking, making your muscles expand and contract.

So, this isn't always about a supplement, and this is a concept that might take you some time to understand and to work through. But I want you to start understanding by clearing No more regulations. No more protocols. And pick 10 supplements that you feel most support people and list why they support your clients and the reasoning behind the support. Now this is going to be listed in your exercises tab. And while you might not do this with your current clients, I do want you to do this as an exercise with a pretend client and see what you would do, see what you can come up with.

You know, one I talked about a little earlier is the desiccated liver, and that is absolutely one of my favorite supplements. Why? Well, because it's actually liver in raw form. It's freeze dried. So no one that I know of, and if you're out there, God bless you, but I'm not willingly going to eat raw organ meat. But I will take a capsule that has some in it. Now this is obviously food, it's food based. And I know just because I've used it for so long, I know that it's supplying a fair amount of nutrients to the client, but all of these nutrients that are provided are in the proper ratio. And I've seen it help people who are having a hard time digesting protein. It's broken down pretty easily, very digestible. This helps while they're healing their guts. So this is really important to be able to get some nutrients into our clients that are showing that they've got really low nutrients.

So, again, from my experience, it's just affected so many of my clients in such a positive way that I do rely on it now. Because once they start taking that, and then they start working on the gut a little bit, things start to change in a very, very good way. So we can take advantage of these changes by watching what's happening, learning all about what the liver gaps or even some probiotics are doing for the person. You don't need to go any faster than that. You don't have to make a list of 10 or 15 supplements for this poor client to do all these strategies. That's not what they need. I mean, sometimes it's what they want you to give them a list of 10 supplements because it makes them feel like they're accomplishing something. But this is the difference. This is the part about being a great teacher. You must teach them what true health is and how to find it. It's not going to be the practitioner that professes to have the magic bullet, but instead you are going to give them a much bigger gift than they can get anywhere else.