Increasing Your Bottom Line -
the Key to your Financial Future

Dick Thom, DDS, ND
Various Income Opportunities

1. Employee (nutraceutical company, non-profit company, research, academics)
2. Employee (resident - on your own or CNME approved)
3. On your own (proprietor)
4. Partnership (“us” model)
5. “Boutique” or “concierge” practice
6. You as Owner + Associates/ Employees
7. Management model (with another practitioner(s))
8. Associate
Practice of the Future

Physical practice location
PLUS
a Virtual practice online
Practice of the Future

Physical practice has more overhead, but much greater potential for growth using “others” in the practice.

A Virtual practice online has low overhead but very limited growth potential as it is 1-on-1.
Real Numbers - Real Money

• In school we were taught to sit with a patient, do a complete workup, then bill the patient for our services.

• This has been the system in school for ever and continues to be

• However the time has come to realize this system is no longer effective or even possible IF we wish to achieve financial independence.
Real Numbers - Real Money

• But first we need to know the numbers involved
• Before we can look at additional streams of income we need to know how much do you need right now
• So step 1 is a BUDGET- personal to start
Personal Budget

Take charge of your Personal Finances
Personal Budget

• Start with your basics, be realistic as this is essential for your future.
• The most important is to include your student loan debt (more to come).
• Plan ahead each month
• Then each month add the actual numbers and write the stories about the variances.
• This is CRITICAL for your financial survival
INPUT:

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<td>Date of loan</td>
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<td>How many months until you start payments?</td>
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<td>Will interest accrue during grace period?</td>
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RESULTS:

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<tr>
<td>Total interest you will pay</td>
<td>$258,171.38</td>
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<tr>
<td>Month loan will be paid off</td>
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Repayment of your student loan

- 6 months after graduation, the student can apply for 1 of 5 income driven repayment plans and if working for a non-profit organization (501c3), borrowers may apply for the Public Loan Forgiveness Program.
- The income driven monthly payments are based on the adjusted gross income, family size, amount of debt and state of residence.
- Their plan will be the one that best meets their financial needs.
- Lenders will either request prior year income or last 3 months of income prior to entering repayment.
Repayment of your student loan

• Every year, the lender contacts the borrower to re-evaluate their situation
• If the borrower is making a better income, you may be removed from the program and expected to pay the entire loan
• Repayment is based on 20 or 25 year plans
• If they work for a non-profit, the plan is 10 years.
Repayment of your student loan

• Using this example, assuming you pay according to your income.
• Let’s say you pay off 100,000
• You will then owe $367,000 that is forgiven BUT you will owe the taxes on this.
• Assuming 30% tax rate, you will owe $110,000 in taxes the year of forgiveness to the IRS (which will not be forgiven)
• Therefore lets plan on your success to pay off your student debt.
Repayment of your student loan

By the end of the plan

• The rules may have changed (as the can be at any time)
• The government may decide to end the program or change any of the details
• Whatever amount is forgiven will then be taxed and owed to the IRS
• The loan is not really forgiven so one must plan ahead
| Month 1 |
|-----------------|-----------------|-----------------|
| **Revenue**     | **Budget**      | **Actual**      | **Variance**   |
| Take Home Pay   | $ -             | $ -             | $ -            |
| Interest income | $ -             | $ -             | $ -            |
| Other income    | $ -             | $ -             | $ -            |
| Pension         | $ -             | $ -             | $ -            |
| **Total Revenue** | $ -             | $ -             | $ -            |
| **Expenses**    | **Budget**      | **Actual**      | **Variance**   |
| Allowance       | $ -             | $ -             | $ -            |
| Assets          | $ -             | $ -             | $ -            |
| Cable           | $ -             | $ -             | $ -            |
| Clothing        | $ -             | $ -             | $ -            |
| Men             | $ -             | $ -             | $ -            |
| Women           | $ -             | $ -             | $ -            |
| Children        | $ -             | $ -             | $ -            |
| Communications  | $ -             | $ -             | $ -            |
| Land line       | $ -             | $ -             | $ -            |
| Cell            | $ -             | $ -             | $ -            |
| Internet        | $ -             | $ -             | $ -            |
| Other           | $ -             | $ -             | $ -            |
| Day care/babysitting | $ -             | $ -             | $ -            |
| Debt            | $ -             | $ -             | $ -            |
| CC principle    | $ -             | $ -             | $ -            |
| Loans principle | $ -             | $ -             | $ -            |
| Interest        | $ -             | $ -             | $ -            |
| Other           | $ -             | $ -             | $ -            |
| Donations       | $ -             | $ -             | $ -            |
| Education       | $ -             | $ -             | $ -            |
| Entertainment   | $ -             | $ -             | $ -            |
| Gifts           | $ -             | $ -             | $ -            |
| Groceries       | $ -             | $ -             | $ -            |
| Home maintenance| $ -             | $ -             | $ -            |
| Insurance       | $ -             | $ -             | $ -            |
| Life            | $ -             | $ -             | $ -            |
| Health          | $ -             | $ -             | $ -            |
| Home            | $ -             | $ -             | $ -            |
| Disability      | $ -             | $ -             | $ -            |
| Malpractice     | $ -             | $ -             | $ -            |
| Other           | $ -             | $ -             | $ -            |
| Investment-future | $ -             | $ -             | $ -            |
| Incidentally    | $ -             | $ -             | $ -            |
| Medical         | $ -             | $ -             | $ -            |
| Memberships     | $ -             | $ -             | $ -            |
| Mortgage/rent   | $ -             | $ -             | $ -            |
| Principle       | $ -             | $ -             | $ -            |
| Subscriptions/library | $ -             | $ -             | $ -            |
| Taxes           | $ -             | $ -             | $ -            |
| Utilities       | $ -             | $ -             | $ -            |
| Electrical      | $ -             | $ -             | $ -            |
| Gas             | $ -             | $ -             | $ -            |
| Water           | $ -             | $ -             | $ -            |
| Garbage         | $ -             | $ -             | $ -            |
| Sewer           | $ -             | $ -             | $ -            |
| Other           | $ -             | $ -             | $ -            |
| Vacation        | $ -             | $ -             | $ -            |
| Vehicles        | $ -             | $ -             | $ -            |
| Gas             | $ -             | $ -             | $ -            |
| Repair          | $ -             | $ -             | $ -            |
| Insurance       | $ -             | $ -             | $ -            |
| License         | $ -             | $ -             | $ -            |
| **Total Expenses** | $ -             | $ -             | $ -            |
| **Left over**   | $ -             | $ -             | $ -            |
Budget for your business

• Now you know how much money you need to take home to meet your expenses.
• You must structure your business to make enough money to pay your personal expenses.
• Hopefully you are already doing know this number. If not, this is where you start.
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<th>Actual</th>
<th>Variance</th>
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<td><strong>Total</strong></td>
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<tr>
<td><strong>Left Over (take home for personal)</strong></td>
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## ECONOMIC REALITY

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<th>Months</th>
<th>Revenue</th>
<th>days revenue</th>
<th>hours</th>
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<table>
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<th>revenue</th>
<th>days revenue</th>
<th>hours</th>
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<td>$1,562.50</td>
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<th>days per week</th>
<th>hours</th>
<th>billable</th>
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<td>$1,000,000.00</td>
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<td>$20,000.00</td>
<td>$5,000.00</td>
<td>6</td>
<td>$ 833.33</td>
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</table>
How much do you make in a day, week, month, year if you own your own business?

• Lets assume $200.00 per hour (you fill in the blank)
• 5-6 billable hours for 4 days a week
• So with a full schedule, $1000 - $1200/ day, $4000 - 5000/ week
• potentially 48 weeks, x 4000-5000 = $192,000 - $240,000/ year
• assume 50% for overhead, before taxes, $96,000 - $120,000
• 30% taxes, $28,000 - $36,000
• take home $68,000 - $84,000/ year or
• $5,666 - $7000/ month
• so does this amount allow you to meet your monthly take home budget

• And remember you must plan on this EVERY month
How much do you make in a day, week, month, year if you are an associate, employee?

• Use your budget as the determining factor
• Unlike a business owner you do not have unlimited ability to increase your income
• You also have very little ability to write off any business expenses as an employee
• As an associate you have a little more ability for business expense BUT you must be an independent contractor. Be VERY careful of any contract you sign. Many associates do not sign a win-win contract and they get very bitter in time
Income......

So either way, it is likely you could use additional sources of income to meet your monthly budget requirement.
You must create your **NICHE** with **Deliverables** with QQM results that fit the market want.
Deliverables - You need all 5

SPECIALITY
- women’s health
- men’s health

CONDITIONS
- pick 1-2 common ones

GENERAL
- everything

THERAPIES
- eg - IV department

INDUSTRY
- eg - real estate industry
Income......

Let’s look at the current market situation
Understand the Market want:

Those who already know us

Those who make up the vast unknown
Market Share

For most, this is the present market share

River Of Health program

These are the potential people in your market share

Treatment - underlying cause
Prevention - wellness 4 programs

Treat conditions - maintenance (supplements) - continuation
Market Share

90%

10%

For most, this is the present market share

These are the potential people in your market share

Treatment - Underlying cause
Prevention - Wellness
4 programs

- co-operative
- education

River Of Health program

Treat conditions - Maintenance (supplements) - Continuation

- dictatorial
- want solutions
- common issues are wt loss, anti-aging, sex/ fertility
What do we ALL want when we interact with other Humans?
What do we ALL want when we interact with other Humans?

• Acknowledgment
• Understanding
• Respect
• Trust
We are a SOLUTION for all Humans, not for diseases.
What are the Top 4 areas that Boomers are/ will be spending money on
Top 4 areas that Boomers are/will be spending money on

1. Entertainment
2. Health
3. Technology
4. Spirituality (search for)
So Your Markets are:

Primary market
Women over 40
Men over 50

Secondary Market
Women over 30

Tertiary market
Everyone else
So we know there is a NEED. Thus the role of marketing is to...

Create the DEMAND
FEED the WANT to GROW the NEED.
PROVIDE the SOLUTION to GROW the DEMAND.
Options for Employees

- Classes - group; online webinars
- Writing - articles, self-published newsletter (free or subscription), e-books, printed books (self-publish and outside publish)
- Public speaking - professional CE (self-organized or contract), motivational/public, corporate,
- Design and sell supplements
- Private Consulting/ Expert Contracted Work
- Teaching/Administration in Education
- Radio/TV show
- Research

Of course this means you have to work over and above your regular employee hours, mostly weekends and evenings
Options for Associates

• Classes - group; online webinars
• Writing - articles, self-published newsletter (free or subscription), e-books, printed books (self-publish and outside publish)
• Public speaking - professional CE (self-organized or contract), motivational/public, corporate,
• Design and sell supplements
• Private Consulting/ Expert Contracted Work
• Teaching/Administration in Education
• Radio/TV show
• Research

You will have more flexibility in your hours so can schedule these during the day Vs evenings and weekends (although that will be necessary)
Options for Entrepreneurs

- Classes - group; online webinars
- Writing - articles, self-published newsletter (free or subscription), e-books, printed books (self-publish and outside publish)
- Public speaking - professional CE (self-organized or contract), motivational/public, corporate,
- Design and sell supplements
- Private Consulting/ Expert Contracted Work
- Teaching/Administration in Education
- Radio/TV show
- Research

All of these but many other in office options
Options for Entrepreneurs

- Have an in-office medicinary
- Hire a lead hand (receptionist)
- Hire an ND employee using a win-win contract
- Hire an MA who is trained to do a variety of therapies that do NOT require your direct 1-on-1 supervision
- Contract with a colon hydrotherapist, lymph masseuse, chiropractor, physical therapist etc.
Managing and Controlling Inventory
Having Inventory

Pros

Cons
Having Inventory

In Your Office

On-Line store for your patients

Distributor Drop ship?

http://www.ignite.com
Managing & Controlling Inventory

Product management

Move in 35 days
Green – GO
Yellow – Slow
Red - No

4 Seasons
Industry cycles

Testing
Self use
Sale

Pricing for Profit

Purchase

Cost + Admin + Other = Cost + Admin + Profit

Overhead
Purchase price

Shipping

Sale

Purchase Another product

Operating expenses
Pricing

Admin

Profit

Operating expenses

Retirement
Re-investment
Credit Card Pricing Strategy

1. Know payment date
2. Know your market (4 Seasons)
3. Sell before payment date
4. Use 2nd bank account for your profits
Credit Card Pricing Strategy

1. Assume November 1 is CC due date.
2. Statement closing date (~October 10th)
3. Ideal day to purchase inventory is .....
4. Day NOT to purchase inventory is ...
5. Purchase from as few companies as possible.
6. Use 1-2 day shipping policies
7. Pay your CC on time so there are no CC fees
Credit Card Strategy

- Item bought here not due until December 1
- Statement date: Oct 10
- CC due date: November 1
- Item bought here also due until December 1
- Statement date: November 10
- CC due date: December 1
Healthy Swinger
Lymphatic Support

This device is available at Amazon.com and is recommended as an effective at home lymphatic stimulation therapy.
Relax Far Infrared SAUNA

- Detoxification
- Circulation
- Muscle relaxation
- Joint pain, stiffness
- Speeds injury recovery
- Improves skin texture
- Boost metabolism
- Improve clarity of mind

This can be purchased for at home therapy
Add in office assessment tools to **improve** your diagnostic abilities and also your bottom line
Bio-Impedance Analysis

- An internal snapshot of cellular health that gauges how quickly or slowly a body is aging.
- Accurately assesses the weight of body-cell mass, the weight of muscle and organ tissue, plus red cells and tissue cells.
Body Composition

Carbohydrates
Proteins
Vitamins
Minerals
Fat
Water

© Wadsworth, Thomson Learning
How Much of Your Body is Water?

- The average adult human body is 50-65% water, averaging around **57-60%**.
- The percentage of water in infants is much higher, typically around **75-78%** water, dropping to 65% by one year of age.

- Body composition varies according to gender and fitness level, because fatty tissue contains less water than lean tissue.
- The average adult male is about 60% water.
- The average adult woman is about 55% water because women naturally have more fatty tissue than men.
- Overweight men and women have more water, as a percent, than their leaner counterparts.

The percent of water depends on your hydration level. People feel **thirsty** when they have already lost around **2-3%** of their body's water.

- **Mental performance** and **physical coordination** start to become impaired before thirst kicks in, typically around **1% dehydration**.
Your body weight is **147.5lbs.**, the sum of your body fat, **56.7lbs.**, and your lean body mass (LBM), **90.8lbs.**. LBM consists of the lean mass, **24.3lbs.**, and total body water, **66.5lbs.**. Total Body Water is divided into water inside the cells (intracellular water) and water outside the cells (extracellular water). Thus, the total Body Water is the sum of intracellular water, **46.7lbs.**, and extracellular water, **25.8lbs.**. Keeping these components appropriately balanced is the key to staying fit and healthy. Compositional imbalance in the body is closely related to obesity, malnutrition, edema, and osteoporosis.

**Body Composition Analysis**

<table>
<thead>
<tr>
<th></th>
<th>Under</th>
<th>Normal</th>
<th>Over</th>
</tr>
</thead>
<tbody>
<tr>
<td>Weight</td>
<td>40</td>
<td>55</td>
<td>70</td>
</tr>
<tr>
<td>Lean Body Mass</td>
<td>55</td>
<td>70</td>
<td>85</td>
</tr>
<tr>
<td>Body Fat Mass</td>
<td>20</td>
<td>40</td>
<td>60</td>
</tr>
</tbody>
</table>

**Body Water Balance**

<table>
<thead>
<tr>
<th></th>
<th>Under</th>
<th>Normal</th>
<th>Over</th>
</tr>
</thead>
<tbody>
<tr>
<td>Intracellular Water</td>
<td>40.7lbs.</td>
<td>55</td>
<td>70</td>
</tr>
<tr>
<td>Extracellular Water</td>
<td>25.8lbs.</td>
<td>40</td>
<td>55</td>
</tr>
<tr>
<td>Total Body Water</td>
<td>66.5lbs.</td>
<td>60</td>
<td>70</td>
</tr>
</tbody>
</table>

**Obesity Diagnosis**

<table>
<thead>
<tr>
<th></th>
<th>Value</th>
<th>Normal Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>BMI (Body Mass Index)</td>
<td>24.6</td>
<td>18.5 - 27.0</td>
</tr>
<tr>
<td>PBF (Percent Body Fat)</td>
<td>38.4</td>
<td>18.0 - 28.0</td>
</tr>
</tbody>
</table>

**Segmental Lean Development**

<table>
<thead>
<tr>
<th></th>
<th>Under</th>
<th>Normal</th>
<th>Over</th>
</tr>
</thead>
<tbody>
<tr>
<td>Right Arm</td>
<td>65.3%</td>
<td>73.4%</td>
<td>80.5%</td>
</tr>
<tr>
<td>Left Arm</td>
<td>66.6%</td>
<td>74.9%</td>
<td>82.2%</td>
</tr>
<tr>
<td>Trunk</td>
<td>74.9%</td>
<td>83.2%</td>
<td>91.5%</td>
</tr>
<tr>
<td>Right Leg</td>
<td>56.2%</td>
<td>64.5%</td>
<td>72.8%</td>
</tr>
<tr>
<td>Left Leg</td>
<td>55.4%</td>
<td>63.7%</td>
<td>72.0%</td>
</tr>
</tbody>
</table>

**Muscle-Fat Control**

Considering your current body composition, you need to lose **27.1lbs.** of body fat and increase your muscle mass by **8.6lbs.** (Your Basal Metabolic Rate is 1260kcal)

Basal Metabolic Rate is the number of calories you burn per day at rest. As this number increases, it will be much easier to manage your weight. It can be increased by regularly exercising.

**ECW/TBW**

Healthy individuals maintain a balanced ratio between Extracellular Water (ECW) and Total Body Water (TBW), of about 0.38. In your case, your body water ratio is **0.38**. The normal range of ECW/TBW for healthy people ranges from 0.360-0.390. In some cases malnutrition, aging, and obesity, may cause this ratio to exceed 0.390. Please consult with your physician when the ratio exceeds 0.400. Athletes, or those with an excess of muscle mass, tend to have a ratio of ECW/TBW of less than 0.360. Therefore, the ECW/TBW ratio could be a good indication of your health condition. So, this ratio needs to be consistently monitored.

**BMI & Percent Body Fat**

If your BMI is over the normal range, you are considered to be at risk for obesity or obesity related diseases. Percent body fat uses a percentage to show how much of your weight is body fat. Percent body fat is able to differentiate between muscle mass and fat mass, while BMI does not. BMI is helpful for “normal” individuals to assess their obesity risk, but percent body fat is based on the composition of the individual rather than solely on their weight.

**Segmental Lean Development**

The longer the bar graphs in this section, the better. When analyzing the results it is helpful to compare the right and left side of the body and the upper to the lower extremities. By comparison you can assess whether your body is balanced or unbalanced.

The first bar graph represents your measured LBM. The second bar graph represents the ratio of actual lean mass to the amount of lean mass you should have in terms of your body weight. If the second bar graph is 100% or over, you have enough muscle for your weight. But if not, you need to build more muscle to reach 100%. Refer to the back. 

**Impedance**

<table>
<thead>
<tr>
<th></th>
<th>RA</th>
<th>LA</th>
<th>TR</th>
<th>RL</th>
<th>LL</th>
</tr>
</thead>
<tbody>
<tr>
<td>5 kHz</td>
<td>430.7</td>
<td>429.3</td>
<td>31.1</td>
<td>263.6</td>
<td>260.7</td>
</tr>
<tr>
<td>50 kHz</td>
<td>421.6</td>
<td>394.8</td>
<td>27.3</td>
<td>237.4</td>
<td>236.9</td>
</tr>
<tr>
<td>500 kHz</td>
<td>357.6</td>
<td>348.5</td>
<td>22.8</td>
<td>207.8</td>
<td>213.6</td>
</tr>
</tbody>
</table>
HRV—How Stressed is your Nervous System
The Heart Rate Variability (HRV)

- A quick electrophysiology study of the stress on your autonomic nervous system (ANS).
- Evaluates heart rate variability at rest and gives an assessment of the adaptability of the sympathetic and parasympathetic branches of the ANS.
- To achieve health and balance, the body needs to maintain a proper balance between the sympathetic, “fight or flight” and parasympathetic nerves “rest & digest” which is increasingly difficult due to the daily demands of the world.
The HRV report

- Standard deviation normal to normal beat is the most common index of HRV.
- Histogram of heart beats shows heart variability distribution.
- Power frequencies show vitality across all frequencies.
- Autonomic balance diagram indicates status of autonomic nervous system indicative of stress levels or health state.
- Low frequency/high frequency balance.
- Distribution of each heart beat.
- Frequency spectrum graph.
- Sympathetic/parasympathetic nervous system balance shows “fight or flight” response.
DPA - How Stressed is your Cardiovascular System
Digital Pulse-wave Analysis

• Assess arteriosclerosis and evaluates oxygen profusion to tissues.

• Picks up the earliest signs of cardiovascular disease and reduced blood circulation.

• Gives an accurate measure of the elasticity of the arteries and determines the biological age of arteries.

• DPA’s testing goes beyond CV health and gives us more insight into tissue health, with implications in prevention of chronic disease, enhanced performance and greatly supports anti-aging programs.
The DPA-PTG Report

- signs of missed beats, arrhythmias, fibrillations; similar to an electrocardiogram
- strength of heart valve, similar to ejection fraction in an echocardiogram
- pulse rate, or beats per minute
- hydration levels of the blood
- assigns a biological age to the arteries
- degree of plaque build-up in the arteries, also known as atherosclerosis
- plethysmograph waveform shows degree of arterial elasticity also known as arteriosclerosis
- accelerated plethysmograph aids in indication of endothelium health

*The Digital Pulse Analyzer is an information tool only. Final medical diagnosis is the sole responsibility of a licensed health care practitioner.*
Additional In Office options

• Contact Regulation Thermography
• Zyto scan
• Bioresonance
• Mora
• Magnetic Resonance Therapy
• Neurofeedback
Add some Additional in Office THERAPIES
The body is a large **Electromagnet** that produces electric fields.

- According to Nobel prize winner Otto Warburg, we have cell voltages. A **NORMAL** healthy cell has an electrical potential of -70 to -90 millivolts, an **AGED** cell at -50 mV to -35 mV, and a **CANCER** or **ILL** cell is +15 mV
Electron Footbath

• Supports immune, endocrine and nervous system dysfunction.
• Improves cellular function, cellular communication and energy.
• Use conduction to drive and shift electrons through the body.
• This is **NOT** a detox footbath
Valkion - Singlet Oxygen Therapy

• Singlet O$_2$ is formed in nature on plants through a process called photosensitization using oxygen, sunlight and the plant’s chlorophyll.

• Valkion converts normal air oxygen into singlet O$_2$.

• Singlet O$_2$ has a VERY short lifetime (2 millionths of a second) and emits energy as it degrades to the ground state oxygen level. The body uses the energy emitted and not the actual singlet oxygen.
Valkion - Singlet Oxygen Therapy

**Common results include:**
- Powerful reduction of free radicals
- Detoxification
- High energy production, more ATP
- Reduction of cholesterol, uric acid, Triglycerides

The unit has a humidifier to create 85% humidity which increases the energy that is released. (This is why we “feel better” when we walk in the forest.)
PEMF MagnaPulse

- Simple... Cellular Battery Charger
- Technology about 100 years old
- Pumps Energy to Cells
- Reduces Inflammation
- Improved Function
PEMF MagnaPulse

• Pulsed electromagnetic fields increase healing, decrease inflammation and stimulate cellular regeneration, which is important in chronic disease and healthy performance.

• Also benefits chronic musculoskeletal issues, broken bones, chronic fatigue, fibromyalgia, and digestive disorders.
Microcurrent
Tennant BioModulator

Voltage of Healing

- Adequate Voltage to Heal

- Run out of Voltage Before Healing Occurs

Pain and Healing Voltage: -50 mV
Normal Voltage: -20 mV
Pain and Degeneration Voltage: < -20 mV
Deta-Elis
EWOT (Exercise with Oxygen Therapy) Whole Body

• Live oxygen therapy significantly increases
  – plasma oxygen levels,
  – aids in detoxification,
  – decreases tissue hypoxia,
  – flushes lactic acid,
  – improves circulation.

• Normal mild hyperbaric delivers about 1.6 PO$_2$ while Extreme Oxygen delivers over 20x PO$_2$. 
Magnetic Resonance Therapy

- Flushes system of harmful toxins
- MRT therapy works by combining 3 forms of treatment into one procedure.
  - DC (Direct Current) - Draws off excess charge from diseased tissue using a weak current through a roller electrode.
  - Petechial Suction Massage which works like cupping - draws toxins to the surface.
  - SIT (Systems Information Therapy) - the system then records the released toxin information. Pathological frequency patterns are then transformed by the VEGA MRT into therapeutic signals which initiate the healing process.
Low Level Laser Therapy

- Completely safe, noninvasive and non-thermal therapy
- Stimulates natural healing in the body
- Cells are exposed to photon energy, which...
  - Reduces pain
  - Reduces inflammation
  - Increases circulation
  - Increases cellular ATP production
  - Releases tight muscles (both smooth and striated)
  - Speeds bone repair
Q 1000 - Low Level Laser Therapy
Bio-Mat

FDA-registered medical device

Combines state-of-the-art far infrared (FIR) light and negative ion technology with the healing power of Amethyst.

• Improves Circulation and Cardiovascular Function
• Improves Immune System Function
• Relieves Pain
• Burns Calories and Controls Weight
• Eases Joint Pain and Stiffness
• Reduces Stress and Fatigue
• Improves Skin
• Removes Bodily Toxins and Assists in Detoxification
Vibroacoustics- Sound Bed therapy an Ultimate for the Nervous System
Vibroacoustics

- Melt Away Your Stress
- Achieve Deep Relaxation
- Soothe Body, Mind and Spirit
- Feel Balanced, Peaceful and Rejuvenated
- Lower Blood Pressure
- Manage Pain - and MORE -
- Without Meds ...
Whole-Body Low Level Hyperthermia

- Can increase
  - immune cells
  - circulation
  - detoxification
  - metabolic & endocrine function
- Can decrease
  - lactic acid
  - circulating CO2
  - blood pressure
- Shifts metabolism to positively decrease body mass
IV Therapy

- Quick way to deliver vitamins, minerals and anti-oxidants.
- It is a “supportive” treatment that helps stimulate energy, healing & recovery.
- IV therapy is a supportive treatment for everyone who
  - Has chronic illness
  - Wants to slow the aging process
  - Desires to increase stamina, energy, and performance
The ST8 is the world's first Oxygen-fed Scalar Transmitter Tissue Detoxification System.

- Helps detoxify tissue by assisting the body in dissolving lymph blockages and restoring normal lymph flow.

- It significantly reduces the potential for healing crisis by placing the super-oxygenated oxygen molecule directly at the lymph stasis target site without the risk of creating damaging free radicals in the body.
Contract workers
Lymphstar

• Therapeutic, vibrational, massage instrument with a unique combination of energetic modalities. They are:
  1) physical vibration with sonic, or acoustic, waves
  2) an electro-static field
  3) electro-pressure created by the use of multiple treatment points.
Whole Body Cryotherapy

- Improves
  - slow metabolism
  - low energy
  - immune deficiencies
  - chronic fatigue
  - Fibromyalgia
  - mood disorders
  - hormonal imbalances
- The treatment is beneficial for
  - athletes who over-train
  - fatigued mothers
  - chronically ill individuals.
- Helps people with
  - acute or chronic inflammation
  - auto-immune disorders
Colon Hydrotherapy

- Vital for removing wastes and toxins from the body
- Colon needs proper cleansing & significant attention in any health program
Financially successful doctors and clinics help MANY more patients and have a much greater influence on the future of our medicine.
Believe anything is possible!

“The only reason the bumble bee can fly is because no one told her that she can’t!”

YOUR FINANCIAL FUTURE IS WITHIN YOUR GRASP
- Grab on and you can make it happen