Thank you for joining us for

Mind the Metabolism: Weight Loss with Adrenal Hormone Balancing

We will start promptly at 12 noon EST. Please note that until that time, the line will be silent.

Thank you!
1. All attendees are muted. If you have a technical question, please send a message to the host.

2. Questions: If you have a question for Dr Kalish, please message that to the host.

Questions will be answered at the end of the webinar as time allows.
Mind the Metabolism: Weight Loss with Adrenal Hormone Balancing

August 21, 2013

Proudly Hosted by Emerson Ecologics
Our Presenter:

Dr. Daniel Kalish, DC

• Founder of the Kalish Method: A Functional Medicine Training Program based on his 20 years of clinical experience
• Learn more by visiting: www.emersonecologics.com/kalish
MIND THE METABOLISM: PROMOTE WEIGHT LOSS WITH ADRENAL HORMONE BALANCING

Presented by Dr. Daniel Kalish
PROBLEM

• Frustration:
  • Patients are overweight, but can’t figure out why
  • Even with calorie restricted diets and lots of cardio, weight gain persists
SOLUTION

• Stop chasing around the symptoms

• Instead, you need:
  • A systemized approach to treating the ROOT CAUSES of chronic conditions
  • A lab-based model that you can rely on, and that will help you communicate with your patients
  • Proven supplement protocols that work, produce predictable patient results, and lead to more referrals
WHAT YOU WILL TAKE AWAY FROM THIS TALK

- Understanding of adrenal hormone imbalances and their true relationship to weight gain
- Insight into why many diets and exercise programs fail
- Simple methods to repair metabolism and reignite fat burning
6 WEIGHT LOSS “AHA’S”

1. Attempting to lose weight by eating less and/or exercising more only works well if your metabolism is healthy and you have healthy adrenal function.

2. If you have a damaged metabolism then calorie restriction and excessive cardiovascular exercise can lead to weight loss resistance.

3. High cortisol leads to problems with burning fat, and low cortisol compounds the problem.

4. Missing even a few hours of sleep for a few nights can cause you to gain weight – lack of sleep changes the biology of fat cells.

5. Women who crave sweets, chocolate and carbs just before their period are usually in adrenal exhaustion.

6. High cortisol levels lowers serotonin and leads to over eating of carbs which can be reversed with amino acids or adrenal programs.
The most important aspect of adrenal repair is getting people into normal sleep cycles. Hormones, like cortisol, have their production synced up with our exposure to light and dark. Cortisol peaks when we wake up in the early morning and drops throughout the day.
ADRENALS AND SLEEP

Losing just a few hours of sleep a few nights in a row can lead to almost immediate weight gain:

• Sleep researchers from the University of Colorado recruited 16 healthy men and women for a two-week experiment tracking sleep, metabolism and eating habits

• The goal was to determine how inadequate sleep over just one week affects a person’s weight, behavior and physiology

• During the first week of the study, half the people were allowed to sleep nine hours a night while the other half stayed up until about midnight and then could sleep up to five hours - everyone was given unlimited access to food

• In the second week, the nine-hour sleepers were then restricted to five hours of sleep a night, while the sleep-deprived participants were allowed an extra four hours

THE WELL COLUMN MARCH 18, 2013
Lost Sleep Can Lead to Weight Gain
By TARA PARKER-POPE
ADRENALS AND SLEEP

• Notably, the researchers found that staying up late and getting just five hours of sleep increased a person’s metabolism - sleep-deprived participants actually burned an extra 111 calories a day, according to the findings published in The Proceedings of the National Academy of Sciences.

• But even though more calories were burned, the light sleepers ended up eating far more than those who got nine hours of sleep, and by the end of the first week the sleep-deprived subjects had gained an average of about two pounds.

• During the second week, members of the group that had originally slept nine hours also gained weight when they were restricted to just five hours.

• Kenneth Wright, director of the university’s sleep and chronobiology laboratory, said part of the change was behavioral - “We found that when people weren’t getting enough sleep they overate carbohydrates,” he said. “They ate more food, and when they ate food also changed. They ate a smaller breakfast and they ate a lot more after dinner.”

• Sleep-deprived eaters ended up eating more calories during after-dinner snacking than in any other meal during the day (overall, people consumed 6 percent more calories).
The researchers found that insufficient sleep changed the timing of a person’s internal clock, and that in turn appeared to influence the changes in eating habits.

“They were awake three hours before their internal nighttime had ended,” Dr. Wright said. “Being awakened during their biological night is probably why they ate smaller breakfasts.”

Last fall, The Annals of Internal Medicine reported on a study by University of Chicago researchers, who found that lack of sleep alters the biology of fat cells – after four nights of 4.5 hours of sleep each night the volunteers’ fat cells were less sensitive to insulin.

“Metabolically, lack of sleep aged fat cells about 20 years,” said Matthew Brady, an associate professor of medicine at the University of Chicago and the senior author on the study. Both Drs. Wright and Brady noted that because their studies lasted only days, it was not clear how long-term sleep deprivation affects weight, and whether the body adjusts to less sleep.
ADRENALS AND SLEEP

Consider the effects of lack of sleep with your patients who:

• Work graveyard shifts
• Work shifts that require them to wake up before their internal nighttime ends
• Stay up late and wake up early for work or school
• Are new parents
ADRENAL FATIGUE AND SLEEP

• With adrenal fatigue cortisol can be high at night, causing insomnia

• Cortisol controls metabolism – when metabolism is damaged the body cannot burn fat properly regardless of how much exercise a person gets or how much they reduce their caloric intake
GLUTEN INTOLERANCE AND WEIGHT GAIN

- Intolerance leads to inability to absorb nutrients
- Gluten is in wheat, rye, barley
- Gluten intolerance causes digestive problems
SPECTRUM OF GLUTEN INTOLERANCE

- Clinical to sub-clinical
- Gluten sensitivity is a risk factor for:
  - Diabetes
  - Infertility
  - Osteoporosis
  - Obesity
  - Autoimmune conditions
Definition of Food Addiction
Lynn Elliott-Harding explains the definition of food addiction as a chemical dependency disease, not as a behavioral problem or lack of self-control

The chemical properties of certain foods can cause:
• irrational behavior and depression experienced during recovery
• a prolonging of the disease of chemical addiction
Sugar and addiction:

- **Sugar is:**
  - a drug: the poor man’s heroine
  - as powerful as Valium, alcohol, or marijuana

- **Food addiction is:**
  - a chemical addiction, not just a behavioral problem
  - a chronic disease that will not go away

- **Compulsive eating:**
  - runs in families
  - food is the most readily available drug

- Obesity is a symptom, but is not the disease

- The level of humiliation around this addiction is stronger than with alcohol
Candida yeast infection in your digestive system causes uncontrolled eating.

Sugar takes nutrients out of your body.

When adrenal glands are assaulted by sugar, the immune system is compromised and the craving cycle continues.
WHAT TO DO?

- Eliminate sugar, white flour, and caffeine
- Investigate food allergies and Candida
- Eat whole foods, not processed foods
- Watch time between meals – eat 3 meals a day, 2 snacks

Eat this > instead of this >
WHAT TO DO?

• Address anger and grief
• Take supplements for vitamins and minerals including 2,000 milligrams of C or Buffered C
• Take B vitamins
• Don’t eat fruit (sugar) without protein
• Go to OA for support
• Work with therapist
THREE LEVELS OF FUNCTIONAL MEDICINE

LEVEL 1
Root Causes

LEVEL 2
Body Systems

LEVEL 3
Symptoms
Jenny’s Story

**LEVEL 1**
Root Causes

- Eating disorder

**LEVEL 2**
Body Systems

- Adrenal burnout

**LEVEL 3**
Symptoms

- Weight gain
- Fatigue
- Depression
Stress hormone increase

Usually precipitated by one of the following events:
- death
- divorce
- childbirth (usually 2nd or 3rd)
- overwork

Decreased immune response

GI pathogen acquired, food intolerances, leaky gut

TOXINS

Detox system overwhelmed

Jenny’s Map
### Functional Adrenal Stress Profile: Stage I

<table>
<thead>
<tr>
<th>Time</th>
<th>Normal</th>
<th>Abnormal</th>
<th>Units</th>
<th>Normal Range</th>
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<tr>
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<td>33.6</td>
<td>nM</td>
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<td>Noon (12:00 - 1:00 PM)</td>
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</tr>
<tr>
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<td>nM</td>
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<tr>
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<tr>
<td>DHEA-S Average</td>
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<td>ng/ml</td>
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<tr>
<td>Cortisol/DHEA-S Ratio</td>
<td>23.0</td>
<td>RATIO</td>
<td>5.0   - 6.0</td>
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</tbody>
</table>

![Adrenal Stress Profile Graph]

### Adrenal Stress Profile Graph

- **low**
- **high**
- **patient**

<table>
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<tr>
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<th>Noon</th>
<th>Afternoon</th>
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<td>4</td>
<td>1</td>
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<tr>
<td>High</td>
<td>24</td>
<td>8</td>
<td>7</td>
<td>3</td>
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<tr>
<td>Patient</td>
<td>33.6</td>
<td>6.5</td>
<td>4.9</td>
<td>37.9</td>
</tr>
</tbody>
</table>
Amanda’s Story

LEVEL 1
Root Causes

Gluten issue and constant weight gain, weight loss

LEVEL 2
Body Systems

- GI infection
- Adrenal burnout

LEVEL 3
Symptoms

- Obesity, fatigue, and depression
FUNCTIONAL ADRENAL STRESS PROFILE: STAGE II

*** FUNCTIONAL ADRENAL STRESS PROFILE ***

<table>
<thead>
<tr>
<th>Time</th>
<th>Value</th>
<th>Units</th>
<th>Normal Range</th>
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<td>MORNING (6:00 - 8:00 AM)</td>
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<td>nM</td>
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<tr>
<td>NOON (12:00 - 1:00 PM)</td>
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<td>nM</td>
<td>1.0 - 3.0</td>
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<tr>
<td>CORTISOL SUM</td>
<td>28.0</td>
<td>nM</td>
<td>23.0 - 42.0</td>
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<tr>
<td>DHEA-S AVERAGE</td>
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<td>ng/ml</td>
<td>2.0 - 10.0</td>
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<tr>
<td>CORTISOL/DHEA-S RATIO</td>
<td>140.0</td>
<td>RATIO</td>
<td>5.0 - 6.0</td>
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</tbody>
</table>
Dan’s Story

**LEVEL 1**
Root Causes

Parasite

**LEVEL 2**
Body Systems

- GI / yeast overgrowth
- GI breakdown
- Adrenal burnout

**LEVEL 3**
Symptoms

- Food cravings
- Weight gain
FUNCTIONAL ADRENAL STRESS PROFILE: STAGE III

<table>
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<tr>
<th>Time</th>
<th>Normal</th>
<th>Abnormal</th>
<th>Units</th>
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<td>nM</td>
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<td>AFTERNOON (4:00 - 5:00 PM)</td>
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<td>NIGHTTIME (10:00 PM - 12:00 AM)</td>
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<td>DHEA-S AVERAGE</td>
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<td>ng/ml</td>
<td>2.0 - 10.0</td>
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</tr>
<tr>
<td>CORTISOL/DHEA-S RATIO</td>
<td>13.2</td>
<td>RATIO</td>
<td>5.0 - 6.0</td>
<td></td>
</tr>
</tbody>
</table>
GETTING CLEAR

- A preset system:
  1. Adrenal/female hormone balancing
  2. GI healing
  3. Detoxification
- All get put on a healing diet
HOW TO LEARN THESE TECHNIQUES...

The Kalish Method Mentorship
Program begins Wednesday, September 11th

TO BECOME A PRO, YOU NEED:

• Repetition
• Guidance
• Resources

MENTORSHIP INCLUDES:

• TWO MAJOR COMPONENTS TO THE LEARNING:
  • Substantive, recorded content
    • 24 weekly lectures detailing all aspects of the Three Body Systems:
      • Adrenal and Female Hormones, GI, and Detoxification
      • You can do as much learning as you want: 2-5 hours per week, more?
  • Live, practical application
    • 24 live, weekly, small-group practical Q&A calls
      • Send in all of your lab results and practice questions
      • You’ll have 4 possible times to choose from for your Q&A call
      • All Q&A calls are recorded and available to listen to for up to a year
The Kalish Method Mentorship
Program begins Wednesday, September 11th

ADITIONAL BENEFITS:
• Access to over 50 hours of recorded Q&A calls
• Practice set-up, marketing, and business coaching
• An introduction to our advanced Amino Acid therapies
• Certification of completion for The Kalish Method Mentorship
• The ability to become part of The Kalish Community
  • Become listed in our Practitioner directory
  • Attend weekly Clinical Rounds calls
  • Attend monthly Advanced Case Study lectures
  • Continued access to forums and journal pieces produced by Kalish Method graduates

“Enrolling in the Mentorship Program was the best professional investment that I have ever made. I'm now helping my patients dramatically improve their lives. I'm enjoying a substantial increase in revenue. And, I've found an enthusiasm for my practice that I thought I'd never feel again.”

– Dr. Glenn D. Hyman, DC
True or False?

Most adrenal issues present as fatigue.
CAUSES OF HORMONAL IMBALANCE

- Emotional stress
- Dietary stress
- Pain & hidden inflammation
PROGRESSION OF STAGES IN ADRENAL EXHAUSTION
HPA AXIS

HPA axis
negative feedback loop

Hypothalamus

CRH

Pituitary

ACTH

Adrenal
cortex

SNS

medulla

glucocorticoids
(cortisol)
catecholamines
(epinephrine,
norepinephrine),
aldosterone

glucocorticoids
(cortisol)
catecholamines
(epinephrine,
norepinephrine),
aldosterone

Hypo

Hyper
PREGNENOLONE

- Most undervalued player
- Cornerstone of every adrenal program
- Safe
Cortisol

Pregnenolone

Androstenedione

19-Hydroxy-androstenedione

Testosterone

5α-Dihydrotestosterone

19-Hydroxy-testosterone

Androstenedione

Estradiol - 17α

Estradiol - 17β

Estrone

Progesterone

17α-Hydroxyprogesterone

11-Deoxycortisol

Cortisol

Cortisone

Acetyl CoA

Cholesterol

B₅

Dehydroepiandrosterone

PREGNENOLONE STEAL
DHEA

- Not a solo act
- Flying too high
- Sex and fat
ESSENTIAL ADRENAL PRACTICES

- Pay enough attention to role of blood sugar
- Coaching on right amount and type of exercise
- Importance of sleep
RESTORING BALANCE

Low dosages:
• No need for pills
• Go liquid: hormone drops

Dynamic Duo:
• Pregnenolone & DHEA

Reset:
• Brain
• Adrenal production
• HPA axis
WRAP UP

• HERE’S WHAT WE COVERED…

• HERE’S WHAT ELSE THERE IS…
Once you’ve gone through our training program you’ll…

- Have a clear message about what differentiates your practice
- Start with confident communication with every new patient
- Order the right lab tests & source proven, clinically effective supplements
- Design impactful supplement protocols, leading to consistent outcomes
- Learn coaching for essential diet and lifestyle changes
- Have an efficient practice management system that will save money
- Gain trust, and as a result, years of valuable referral business
Special Offer for Emerson Ecologics customers…

- Regular Price:
  - 12 Monthly Payments of $499 ($5988), or one payment of $5500

- Special Price for Emerson customers:
  - 12 Monthly Payments of $450 ($5400), or one payment of $5000

- ENROLL NOW: www.KalishInstitute.com/EMERSONSPECIAL
KALISH METHOD

Please ask your questions!

• **Enroll now and save $500** at KalishInstitute.com/EmersonSpecial

• **See how others are succeeding with The Kalish Method** at KalishInstitute.com/Testimonials

• **Spend more time with Dr. Kalish**… Join our Weekend Workshop, Saturday, August 24th. Register at KalishInstitute.com/LiveEvents

“Before I met Dr. Kalish, I was unable to develop a comprehensive approach to Functional Medicine that was easy to understand, and implement. But since I chose The Kalish Method for my own clinic in 2007, we have been enormously impressed with patient results. Now you can use this system to grow your own practice.”

- Dr. Joseph Mercola
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