

NUTRI-SPEC



THROUGH
SPECIFIC NUTRITION

89 Swamp Road
Mifflintown, PA 17059

800-736-4320

717-436-8988

Fax: 717-436-8551

nutrispec@embarqmail.com

www.nutri-spec.net

THE NUTRI-SPEC LETTER

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From:

Guy R. Schenker, D.C.

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Dear Doctor,

KNOWLEDGE IS POWER.

SIMPLICITY IS ELEGANCE.

TO SERVE IS TO BE RICH.

NUTRI-SPEC gives you the means to live your professional life expressing these 3 truths. ----- So, ask yourself (challenge yourself) to what extent ...

- do you feel at power as you address each patient's needs?

- do you move through you office with elegant ease, self-assured in your clinical technique?

- are you as rich as you could be --- savoring the wealth that can only be earned by enriching others?

If you do not feel you are punching with enough power --- then you are probably not putting the full weight of KNOWLEDGE into your punches. NUTRI-SPEC gives you that knowledge. And we have made the point in the past several Letters that ...

**NUTRI-SPEC GIVES YOU KNOWLEDGE
YOU DON'T EVEN KNOW YOU HAVE.**

--- The foundation of knowledge you stand on with NUTRI-SPEC is ...

BUILT IN ...

to your various NUTRI-SPEC protocols.

Do you need to “know” the biochemical differences between an Anaerobic Imbalance and a Dysaerobic Imbalance? --- The differences in energy production between the two Imbalances? The differences in membrane permeability? The mineral nutrients that are excessively either retained or lost? The symptoms typical of each Imbalance, and the intricacies of how those symptoms derive from that Imbalance? --- You absolutely do not need to “know” all that patho-physiology --- nor do you need to be able to explain it to your patients.

--- All you need to explain to your patients is that, “Our test procedures have identified a very clear Imbalance in your body chemistry --- a way in which your metabolism is not working as efficiently as it could. The possible health consequences of this Imbalance are far reaching. This Imbalance is one cause of the symptoms you currently experience, and would inevitably lead to many other symptoms down the road --- but we have the means to restore balance ...

“We call your Imbalance a Dysaerobic Imbalance. That Balance System is a critical aspect of many essential body functions --- including ...

- how efficiently you produce energy
- how efficiently you rebuild and repair tissues to preserve youth
- the nutrients that your body cannot absorb and retain
- the movement of nutrients and toxins into and out of your cells

With some very specific combinations of supplements and a few dietary guidelines, we can bring you back into balance, and improve all those essential functions that right now are not working as well as they should.”

The knowledge is there --- just as if you had your PhD in biochemistry, your PhD in physiology, and your PhD in nutrition. With NUTRI-SPEC, the knowledge is built in to your test system, and built in to your supplement recommendations. That knowledge is yours --- and knowledge truly is power.

SIMPLICITY: If you are not gliding with elegant ease as you move from patient to patient, then ...

WHAT ARE YOU TRIPPING OVER?

What clutter keeps getting in the way of you and your staff? What complexity is cluttering your mind? ----- I receive subscriptions (free --- I wouldn't pay a nickel for such garbage) to what are probably the two leading trade journals for

Alternative Medical Practitioners. I give them zero attention --- other than to laugh and shake my head in wonder at these atrocious allopathic abominations as I toss them in the trash. You want complexity? --- Every ridiculous article hypes some exotic (and expensive) test procedure, which allows the doctor to make a truly “alternative” (bizarre) diagnosis --- which then leads to prescribing esoteric (expensive) treatment. There is just enough truth (science) underlying these cumbersome procedures to lead well-meaning Alternative Physicians into the Land of Oz. --- So much for the complexities of Alternative Medicine ...

And now about Chiropractors? --- I cannot imagine how so many in our glorious profession are stumbling in the dark --- tripping over physiotherapy modalities, and complicating their adjusting procedures with disjointed fragments gleaned from superficial exposure to countless technique peddlers. ---

SIMPLIFY! --- LIGHTEN YOUR LOAD!!!

Instead of frantically trying any trick to give patients temporary symptomatic relief --- understand and draw strength from the simplicity of your chiropractic philosophy. Chiropractic increases Adaptative Capacity by analyzing and correcting functional neurological Imbalances (--- just as NUTRI-SPEC increases Adaptative Capacity by analyzing and correcting Metabolic Imbalances). Don't look at either Chiropractic or NUTRI-SPEC as “treatments” --- but rather as a means to empower your patients.

Are you truly RICH? Satisfying and uplifting material and emotional wealth come only by adding real objective value to the lives of others. --- Off-label use of drugs will not make you a rich Alternative Medical Practitioner. Neither will blasting patients with a shotgun of physiotherapy, Chiropractic “pop and pray” manipulation, nor flavor-of-the-month nutrition supplements make you a rich Chiropractor. You have got to deliver the goods --- real objective value ---

GENUINE PERMANENT ENRICHMENT OF YOU PATIENTS' LIVES.

The power of knowledge and the elegance of simplicity were highlighted quite effectively in last month's Letter. You read the story of Soviet and East European nations coming out of nowhere to trounce the United States in Olympic competition. In their quest for athletic dominance Soviet scientists and athletic trainers fabricated all manner of complexity --- every imaginable high-tech training apparatus. But despite all that paraphernalia, what was the true secret to their Gold Medal winning success? --- Monitoring body temperature.

How utterly SIMPLE. To their credit, they did not let themselves trip over their complexity --- astutely observing that a high or low body temperature was

a sure sign of overtraining --- causing ImmunoNeuroEndocrine stress. They let knowledge be their power; they used simplicity in gliding to victory.

But now pause to scrutinize the knowledge these scientists and coaches adopted as ...

THEIR MOST POWERFUL PUNCH ...

in maximizing athletic training. Did they understand exactly what metabolic pathways were overwhelmed when an athlete's body temperature was high enough to indicate some degree of ImmunoNeuroEndocrine Stress? What Adaptative processes were revved up into high gear, and had not yet completed their work of restoration from the last workout? Or, when an athlete's body temperature was slightly subnormal --- did the scientists know exactly what enzymes had yet to be replenished? What endocrine and exocrine hormones had not finished their rebuilding task? What Prostaglandins and associated cytokines had been activated by the last strenuous workout, and had not yet been brought under control?

Clearly you see the parallels between their brilliant minds building athletic excellence and your building a rich NUTRI-SPEC practice. They did not "know" all of the zillion or more mechanisms by which body temperature remained too high or low, any more than you "know" all the mechanisms of patho-physiology that maintain your patients in a state of either Anaerobic or Dysaerobic Imbalance. But such "knowing", even if it were attainable, adds zero punching power.

The power was simply in the knowledge that training progress has impeded when an athlete trains with a body temperature above or below normal. And just as simply, just as elegantly, just as richly --- your power is in the knowledge built in to NUTRI-SPEC --- with no need to fret about enzymes, cytokines, and so on.

YOUR PhD IS IN THE EXERCISE OF CLINICAL POWER.

Clear parallels:

- A) Just as Soviet scientists had coaching power that guided athletes to Olympic Gold, you have clinical power to lead your patients in victory over disease.
- B) Just as Soviet coaches knew that a simple, objective, dualistic analysis of body temperature reflected all they needed to "know" about the ImmunoNeuroEndocrine Stress depressing an athlete's Adaptative Capacity, you know that your simple objective NUTRI-SPEC analysis of dualistic Metabolic Balance systems reflects all you need to "know" about the INE Stress pushing your patients into INFLAM-AGING.

C) Did his coach explain to a Soviet athlete, “Today we find that your Prostaglandin E2 and Corticotrophin Releasing Hormone are elevated, so you need at least one more day of rest before your next workout.” ??? No. after seeing the body temperature slightly above normal, he simply said, “Ivan, your body chemistry is out of balance --- take the day off --- I’ll see you tomorrow.” ----- Just as you say to your patients, “Our tests have zeroed in on the Major Imbalance that is stressing your immune system and nervous system and hormonal system. You can reverse that Imbalance with just a few specific supplements and revisions to your eating plan.”

You probably noticed a few months ago when we first gave you your Sympathetic/Parasympathetic Support System analysis that we just labeled the Imbalances A through Q, and did not give you the cause of each Imbalance. More recently we gave you the underlying cause of each Imbalance, but our point was that you do not need to “know” whether your patient has too much Prostaglandin D2, too much Prostaglandin E2, too much Histamine, too much Beta 3 Adrenergic Stress, or whatever. Since all that is built in to the analysis. Carrying the details around with you is just a burden --- more clutter for you to trip over.

Now, consider ...

HOW MUCH SMARTER YOU ARE THAN THOSE OLYMPIC GOLD MEDAL-PRODUCING SCIENTISTS.

Their effective knowledge consisted of nothing more than one clinical test, body temperature, as an indication of ImmunoNeuroEndocrine stress. Having found that indicator for ImmunoNeuroEndocrine stress, all they could do about it was tell the athlete to do nothing until the stress somehow (mysteriously) went away.

Ha! --- Contrast their rudimentary understanding with the knowledge (power) you possess with your Sympathetic/Parasympathetic Support System. You have the power to identify by what mechanism the body temperature is high or low --- and then, instead of merely waiting and hoping the problem will go away by itself (--- In your patients, unlike Olympic athletes, it will not) you can accurately focus on the underlying cause of the INE stress with specific supplementation and dietary recommendation.

Yes, every mechanism by which body temperature can either be “stuck” a little too high or a little too low, is built in to your S/PSS. --- And --- (think of it!) the only analysis you need do to identify that mechanism is simply stroking the arm, stroking the leg, pinching the leg, and checking the heart rate for 15 seconds twice. Do you see how you can feel at power as you address each patient’s needs? Do you see how you can move through you office with elegant

ease, self-assured in your clinical technique? Compared to you, the gold medal coaches as are kindergarten babies to your PhD.

Do you appreciate how such a quick and simple S/PSS analysis can yield so much information --- with your focus on PRIORITIZING? Using body temperature to explain your power to prioritize ...

Many of your 6 NUTRI-SPEC Fundamental Imbalances and your 17 Sympathetic/Parasympathetic Support System Imbalances can lower body temperature and do so by a multitude of mechanisms. There are fewer that elevate body temperature. So, when we see a patient (who is not obviously fighting a viral or bacterial infection) with an even slightly elevated body temperature, it eliminates from consideration all the many Imbalances that drop body temperature down. It is not that the patient might not have any of the Imbalances that lower body temperature, but clearly he is being beaten up by some temperature-elevating Imbalance that is strong enough to dominate over any of the temperature-lowering Imbalances. --- PRIORITIZE.

But of course, you do not need to waste time taking your patients' body temperature --- since the mechanisms that push it up and down are built in to your S/PSS. More critical to your clinical power to prioritize each patient's needs is understanding such truths as ...

- A heart rate that drops 6 or more from sitting to recumbent eliminates from consideration many Imbalances. It is not that the patient may not have any of those Imbalances, but the Imbalances driving that heart rate change are of much higher priority, and almost certainly represent a mechanism by which the patient is suffering symptoms.

- A wide White Dermographics response allows you eliminate from consideration a huge number of Imbalances --- Imbalances that may be present, but are of minimal clinical significance.

The point we are making is --- the few simple tests that make up your S/PSS are constant, unwavering indicators of patho-physiological mechanisms --- unequivocal and undeniable when they are present ...

Using them is not only astonishingly quick and easy --- but gives you the power of knowledge, the elegance of simplicity, and the opportunity to become truly rich.