

NUTRI-SPEC



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THE NUTRI-SPEC LETTER

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**YOUR PATIENTS WILL BOAST ---
about their uniquely special Doctor.**

Dear Doctor -----

----- AND --- they will refer family and friends --- because ...

“No one does what MY Doctor does!”

Why do they feel that way? What impresses them is your Nutri-Spec ---

ORTHOSTATIC CHALLENGE.

Picture yourself with a patient immediately after your staff has completed the Nutri-Spec test procedures --- as you are just completing your analysis of the patient's Metabolic Imbalances. Your test results reveal a quite obvious Sympathetic/ Parasympathetic Imbalance. Now, see yourself giving the following explanation to your patient --- and --- imagine how impressed your patient is ...

“Mrs. Jones, as I think you understand, the Metabolic Imbalance Testing we do tells us the ways your body chemistry is off balance, and your metabolism isn’t as strong and healthy as it could be. We think you get the big idea here that the only way to maximize your strength in overcoming any health challenges you face depends on a high-vitality metabolism that is well-balanced.

“Our tests today show your major Metabolic Imbalance. You will need nutrition supplements and eating plan recommendations to restore full function to your Autonomic Nervous System. Your Autonomic Nervous System controls all your automatic functions, such as your heart, circulation, breathing, and digestion. There are two parts to that Nervous System, the Sympathetic Nerves and the Parasympathetic Nerves, and those two are designed to balance each other out to keep you strong and balanced in all your automatic processes.

“Another important consideration is that the balance between the Sympathetic & Parasympathetic systems is essential to maintain the strength of your Immune System, and you know how important that is.

“What it comes down to is that anything that the Sympathetic System activates, the Parasympathetic System inhibits; everything the Parasympathetic System activates the Sympathetic System helps keep under control. The Sympathetic and Parasympathetic Systems balance each other out in perfect health from moment to moment throughout every day and every night.

“How do we know that your Sympathetic/Parasympathetic Balance needs help?

“You noticed we took your Pulse Rate 4 different times --- sitting, after you had been lying down for exactly one minute, while you were standing up, and then after you had been standing very still for several minutes. When there is perfect Sympathetic/Parasympathetic balance, those 4 Pulse Rates follow a very specific pattern.

“Your normal, relaxed Pulse Rate is counted sitting. As soon as a healthy person lies down, the Parasympathetic System activates and the Sympathetic System is inhibited somewhat. That causes the Pulse Rate to slow down noticeably after about 1 minute. In some patients, it slows down too much, and in some patients it does not slow down at all, or can even actually increase. When

that happens, we are immediately on alert that there is a Sympathetic/Parasympathetic Imbalance.

“As soon as you begin to stand up, the balance reverses, with the Parasympathetic System deactivating, and the Sympathetic System grabbing control, and the purpose of that is to boost your Pulse Rate to be sure you get enough blood up to your brain. Finally, after you stand relaxed for a few minutes, the Pulse Rate should settle back to something close to what it was when you were sitting at rest.

“In some people, the initial burst in Sympathetic activity while standing causes the Pulse Rate to race almost uncontrollably, and in some people it does not increase enough (and they can even get a little woozy in the head when they stand up quickly). After standing for a few minutes, in some people, the Pulse Rate never settles down and just continues to rise, failing in the fight against gravity.

“You noticed we also checked your Blood Pressure twice --- while you were lying, and then within the first minute or so after you stood up. Again, there should be a very definite response in healthy individuals to defend against the force of gravity --- pushing the Blood Pressure up a bit (--- but not too much as happens in some people), yet enough to maintain good, healthy circulation. In some individuals with a Sympathetic/Parasympathetic Imbalance, the Blood Pressure spikes way too high, and in some people the Blood Pressure does not increase and actually fails to increase at all, because of a weak Sympathetic or an over-stressed Parasympathetic System, and they also can feel a little dizzy if they stand up too quickly.

“Putting these four Pulse Rates and two Blood Pressures together is what we call our ---

ORTHOSTATIC CHALLENGE ---

showing how efficiently your Sympathetic/Parasympathetic system responds to changes in position from sitting to lying to rising to standing. The results of those 6 tests tell us far more about your health and your strength than any Pulse Rate or Blood Pressure taken by itself.

“Most doctors just check your Blood Pressure and Pulse Rate, and unless the Blood Pressure is high enough that they might consider recommending Blood

Pressure drugs, or the Pulse Rate is extremely rapid or extremely slow enough that they might consider prescribing medication --- they just ignore the tests altogether, and do not relate them at all to your overall health.

“But with Nutri-Spec testing our Orthostatic Challenge tells us not just about Blood Pressure and Pulse Rate, but tells us about the strength or weakness of your heart, the strength or weakness of your circulation, and the balance of the Sympathetic & Parasympathetic System that controls so many of your daily activities, such as many aspects of your daily sleep/wake cycle, the amount of energy/vitality you feel every day, and how well your Immune System responds.

“Truly, this Orthostatic Challenge is one of our most important indicators of Metabolic Balance, and really is a test that all doctors should do. But I seriously doubt if any doctor has ever done anything like this for you before. Am I right?”

Doctor, it is unequivocally true ---

NO ONE ELSE DOES WHAT YOU DO.

And, with your explanation highlighting the scope of your Orthostatic Challenge, that truth will be indelibly impressed upon your patients.

Do you fully appreciate the huge health implications of Sympathetic/Parasympathetic Imbalances? The Autonomic Nervous System is ---

THE ULTIMATE FIRST RESPONDER ---

in the adaptive response to any stressor --- involving either the immune system, or physical strength and adaptive capacity, or emotional strength and control.

Your Nutri-Spec Sympathetic/Parasympathetic Imbalance Analysis guides you toward ultra-specific recommendations for each patient's individualized needs. The 6 types of Autonomic Imbalance include:

- Parasympathetic Stress
- Sympathetic Noradrenergic Insufficiency
- Parasympathetic Insufficiency
- Sympathetic Adrenergic Stress
- Sympathetic Nor-Adrenergic Stress
- Sympathetic Nor-Adrenergic Stress Failure

Identifying which of these Imbalances applies to your patient allows you to consider expanding your nutrition recommendations beyond supplementing with Complex S or Complex P. The Table below gives you a nice summary of the most common clinical findings in each of the 6 autonomic nerve disturbances.

Parasympathetic Stress	Sympathetic Noradrenergic Insufficiency	Parasympathetic Insufficiency	Sympathetic Adrenergic Stress	Sympathetic Noradrenergic Stress	Sympathetic Noradrenergic Stress Failure
Pulse Rate - -	Orthostatic Pulse Pressure failure	Pulse Rate + Orthostatic Pulse Rate +	Pulse Rate +	Pulse Rate +	Orthostatic Pulse Pressure Failure
	Pulse Rate – Orthostatic Pulse Rate +		Breath Rate +	Systolic BP + Orthostatic BP +	Orthostatic Pulse Rate +
Pupils small, light reactivity –	Pupils small, light reactivity –	Pupils large, light reactivity +	Pupils large, light reactivity +	Pupils large, light reactivity +	
Saliva + Saliva pH +		Dry Mouth & Eyes		Saliva thick Saliva pH – Dry Mouth	Vertigo Nocturnal Diuresis
	Fatigue		Cutaneous Vasoconstriction; Muscle Vasodilation	Vasoconstriction Hands Cold Pallor	Fatigue
Rapid GI Transit, Diarrhea	Post-prandial hypotension	Atonic Constipation	Slow GI Transit, Constipation	Pilomotor +	
Bronchoconstriction	(Hypothyroid?)		Fine Hand Tremor	Fine Hand Tremor	
			Hyperglycemia	Perspiration +	

You need to begin Orthostatic Testing for Sympathetic/Parasympathetic Imbalances with a sense of urgency. Your patients need it --- and they cannot get it from anyone else.

The complete analysis that you and your staff will need to master to determine your patient's need for Complex S, Complex P, and all the other supplements required as adjuncts to those (depending on which of the 6 S/P Imbalances each patient shows) can be learned in Chapter 6 of An Analytical System of Clinical Nutrition --- as found on your website under the Doctor Resources Tab, [Chapter 6](#).

The instructions for performing the tests can be found in [Chapter 5](#).

Your Sympathetic/Parasympathetic Analysis of Autonomic Nerve Balance can be performed as a stand-alone procedure. In other words, it does not need to be integrated with the complete Nutri-Spec Metabolic Imbalance Analysis.

After just a bit of practice, testing, and analyzing each other, you and your staff will be ready within days to begin serving patients as no other doctor can.

Then, you will begin to have patients ask you ---

“Why don’t all doctors do these tests?”

I can promise you with 100% certainty that immediately upon impressing patients with the scope of your Autonomic Nerve Testing, patients will begin referring friends and family.

Special for the month of November:
Complex S & Complex P one **FREE** for every five you purchase.