

# NUTRI-SPEC



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## THE NUTRI-SPEC LETTER

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From:

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Dear Doctor,

### **“IT’S NOW OR NEVER” ...**

is a statement you must begin making to your patients over and over again.

You know that a little pot belly is often the first sign of INFLAM-AGING in your 23-year-old patients. --- So, when a just matured young adult already complains about fatigue, or mental fog, or anxiety/depression, you say --- “Jamie, you are 23 years old, and you are no longer in the same good shape you were in at age 17. In fact, the shape of your body has already changed from when you were 17, and changed in ways you’re not happy with. But what is important for you to understand is that we are not simply talking about appearance here. --- Those changes in body shape are indications of systemic health problems, problems that are the cause of your (symptom). You’re feeling the effects of a stressed out immune system, stresses in your nervous system, and imbalances in your hormone systems.

### **“IT’S NOW OR NEVER” ...**

We call what we are seeing in you ‘ImmunoNeuroEndocrine Stress’ or INE Stress. At age 23 all those stresses in your immune system, your nervous system and your hormone system are reversible. But it truly is ...

### **NOW OR NEVER.**

You have taken a few giant steps down the road that leads to premature aging --- a road that leads, by age 33, to a tubby tummy, chronic fatigue, mental fog, a little depression, and aches and pains that seem to come out of nowhere ...

“In the years between age 23 and 33 do you want to celebrate the prime of life, look your best and feel your best, and make a rich life for yourself --- or will you let yourself sink further into poor conditioning, physical fatigue and mental fog --- such that you severely under-perform your potential?”

“ (Reply) .”

“I can show you the road to enjoying your full potential physically and mentally. It will take significant commitment on my part, and an even greater commitment on your part. But it truly is now or never, while your INE Stress is completely reversible. Are you up for it?”

Yes, that little pot belly is your flashing red light --- the alarm signal that tells you your 23-year-old patient is haplessly lost, and helplessly ...

### **DOOMED --- WITHOUT YOUR INTERVENTION.**

----- Many of your 23-33 year old patients are already making a commitment, but they are terribly misguided, and thus still helpless in the face of Dis-Ease. They own memberships in health clubs where they tediously grind out mile after mile on treadmills --- thus creating an unrelenting stressor that slows their metabolism, increases their weight gain, increases their cravings for carbs, and increases their physical and mental fatigue. They also drink “protein shakes” for breakfast comprised of such disastrous anti-metabolites as soy and whey (and of course, gobs of sugar).

With Eat Well – Be Well and ACTIVATOR, and supplementation with your NUTRI-SPEC **Adaptogens** (ADAPTO MAX, OXY MAX, TAURINE, IMMUNO-SYMBIOTIC, plus some combination of OXY TONIC and/or ELECTRO TONIC and/or OXY D+) --- you will ...

### **WITHIN 10 WEEKS ...**

have your 23-year-old looking more like a 17-year-old than a 33-year-old. (--- Of course for those who are intent on exercising, you will need to get them off their low intensity, long duration, metabolism-destroying exercise routine, and on to high intensity, short duration exercise such as Grizzly Bear Intervals, and either Grunt & Growl Strength Training, or Explosive Strength Training.)

Yes, you must REACH OUT to all your 23-year-olds who are already showing a little pot belly as their first sign of INFLAM-AGING. ----- Just as critical, you must RESCUE all your 33-year-olds whose INFLAM-AGING is already advanced from Dis-Ease to disease. These patients are already coming to you under the burden of INE Stress --- with complaints of “aching joints” (actually early Fibromyalgia), “tiredness” (Chronic Fatigue in its early stage), “stress”, “digestive issues”, and of course ---

## THE TUBBY TUMMY.

“It’s now or never”, you tell these patients. “Your (symptom) is bigger than you think. It is not an isolated symptom, but a reflection of a systemic stress reaction in your immune system, your nervous system, and your hormonal system. --- We call this ImmunoNeuroEndocrine Stress, or INE Stress. You have taken some giant steps down a road you really do not want to travel. The (symptom) you are experiencing now is a predictor of some major health problems not too far down that road --- unless you make a commitment to get things turned around. It is truly now or never.”

At that point, you pull out your ...

### **Dis-Ease = INFLAM-AGING Associated With ImmunoNeuroEndocrine Stress Flow Chart ...**

circling where the patient is, and the arrows that lead from the causative factors that led to where the patient currently is, as well as the all-important arrows from where the patient is, to the Crypt of Creepy Critters, or to Davey Jones’ Locker, or to Autoimmunity. Follow through with the same closing to your offering that you use with your 23-year-old patients. ----- “Do you want ...? Or, do you want ...? It’s now or never ... commitment ... commitment. --- Are you up for it?”

But if you really want to be a sharp clinician --- and --- if you want to make an amazing impression on your patient, then say, “We are going to spend some extra time with you today, and do a couple of tests that will give me a much clearer idea of just where the major stresses are in your immune system, your nervous system, and your hormonal system.” --- Then --- have your staff run the **Dermographics Arm and Leg and Edema** testing along with the **Sitting Heart Rate, Supine Respiratory Rate and Supine Heart Rate**. --- When you come back in the room, the patient will be wide-eyed --- staring at his right arm and asking, “What does that tell you, Doc?!”

You reply, “See the persistent wide red line on your arm along with the thin white line on your leg? I put that together with the change in your heart rate from sitting to lying, and it tells me a couple things. First of all, your immune system is overwhelmed with inflammatory chemicals called Prostaglandins and Nitric Oxide. Second, it shows me that the Parasympathetic part of your nervous system is driving a major stress response, and your Sympathetic system is not strong enough to compensate. Putting all that together allows me to be very specific in recommendations on what you should and should not eat, and what supplements will specifically help you (as well as what health food store supplements would hurt you.)”

Along with your comment, “It’s now or never” ----- you must always say, “Your (symptom) is not your problem, it is the result of your problem. Your real problem is ImmunoNeuroEndocrine Stress, and if you look at this Flow Chart I can show you exactly where you stand, how you got there, and where you would go if we do not intervene to bring your INE Stress under control.”

Yes, you must REACH OUT to your 23-year-old patients who already show signs of Inflamm-Aging, and you must RESCUE all your 33-year-old patients who are already showing signs of Dis-Ease. But just as critical --- the success of your practice (---, and by “success” I mean the financial reward that comes from adding a dollar’s worth of value to every patient’s life, for which you are paid a well-earned dollar in return), depends upon effectively dealing with ...

### **THE PIG THROUGH THE PYTHON.**

The Baby Boomer Generation has moved through American demographics, totally distorting the shape of the population distribution. Baby Boomers are now age 53 through 72, and they are ...

### **TOTALLY HELPLESS ...**

without your NUTRI-SPEC Metabolic Therapy. 10,000 of these Baby Boomers reach age 65 every day. On the average, those age 65+ who take prescription drugs are on 5 of the nasty things. Almost all those drugs are unnecessary --- and many of them are damaging beyond any (imagined) symptomatic relief they afford.

Out of every 9 of your age 53+ patients one of them has been so thoroughly trapped in Davey Jones’ Locker that he is going to develop Alzheimer’s. Many more are doomed to suffer for the rest of their lives through the effects of autoimmune diseases such as Hashimoto’s Autoimmune Thyroiditis, Rheumatoid Arthritis, Autoimmune Alopecia, Autoimmune Spondyloarthropathies, and Type 1 Diabetes (--- far more common than is understood, since many, many of your Type 2 Diabetics actually have both Type 2 and Type 1 Diabetes). Your patients are not only helpless against their INE Stress, but are helpless against the assault of the Witch Doctors who intervene --- with no concept of the progression:

**INE Stress → Dis-Ease → Inflamm-Aging → Disease.**

So, more emphatically than ever, “It’s now or never!” --- for your Baby Boomers. The same explanation you give in REACHING OUT to your 23-year-olds, and RESCUING your 33-year-olds applies to your patients age 53+ --- but --- with greater emphasis on charting for these patients where they stand on your ...

**Dis-Ease = Inflamm-Aging Flow Chart.**

They must be informed that many of the drugs they are taking do not in the least address the causes of their disease --- and some of their drugs are actually exacerbating those causes. You can help them sort through their list of drugs --- keeping those that are essential, if not indefinitely, then short-term --- and instructing your patient how to get off the ones that are counterproductive. [There are many Articles in the Articles section of your NUTRI-SPEC website highlighting the damage of these drugs. Guide your patient to the website, or print out the Articles and personally hand them to your patients.]

Another important way to educate your patients on the difference between Metabolic Therapy and drug therapy is by praising them for their efforts at self-therapy. What I mean by that is many of these patients, in addition to pharmaceutical drugs, are self-medicating with herbal drugs. What we call ---

### **SPICE RACK NUTRITION ---**

is rampant among this age group ...

“I take cinnamon as an anti-inflammatory.” “I take turmeric because it is good for the immune system.” “I take essential oil of \_\_\_\_\_ because it is good for \_\_\_\_\_.”

----- Again, praise these patients for their efforts at self-reliance and their goal to minimize pharmaceuticals. But at the same time tell them that these are herbal drugs (and they are drugs, even though they occur in nature) that studies show have little to no beneficial effects in humans.

But you tell them, “If you want some amazing and all natural nutrients that DO have many, many, many studies in legitimate scientific research showing their benefits to humans, then check out the Article on Lipoic Acid in the Extraordinary Nutrient section of the Articles on your NUTRI-SPEC website. That website is mainly to serve doctors like me who use NUTRI-SPEC Metabolic Therapy, but there is a tremendous amount of good information there for patients as well. Rather than waste your precious money on cinnamon in the hope that it might benefit you, you can get true value for your nutrition dollar spent on Extraordinary Nutrients like Lipoic Acid.”

[There are 14 Articles under the Extraordinary Nutrients section of your NUTRI-SPEC website. Direct your patients to read these online, or print out the Articles and hand them to your patient --- along with the brochure on the Diphasic Nutrition Plan. Lipoic Acid is just one example, but there are also Articles on all the other amazing Adaptogens that your patients can only get in INE Stress correcting, Dis-Ease reversing, INFLAM-AGING slowing, synergistic combinations from you.] --- **Use your FLOW CHART. IT'S NOW OR NEVER.**

**Dis-Ease = INFLAM-AGING**

( --- with the patho-physiology of aging beginning as early as birth)

Associated with ...

**ImmunoNeuroEndocrine Stress**

