


Practitioner Lab Introduction Training



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Total Wellness
Empowerment
Institute

Practitioner Lab Introduction Training

About the Founder



- Nancy Guberti, MS, CN, Functional Medicine Specialist
- IMMH Practitioner (Integrative Medicine Mental Health)
- Practitioner Speaker Educator for Desert Biological
- Speaker for Desbio/Trinity School of Natural Health certified class
- GFCF Diet Counselor
- Author, Healthy Living Everyday, Total Wellness for Mind and Body
- 21+ years private practice in Greenwich CT
- Utilizing functional medicine lab testing, creating customized supplement and food regimes
- Autism Expert Practitioner Training Program
- Total Wellness Empowerment Monthly Mentorship
- Total Wellness Empowerment Mentorship
- Look & Feel Great Method: 9 to Steps Healthy Living based on clinical research
- Total Wellness Empowerment Podcast

Three Test Panel

Specialized labs are indeed a powerful way to grow your practice and increase revenue.

Here's why integrating functional labs can make a significant impact:

Enhanced Client Outcomes: By addressing the root causes of health issues through a personalized, science-based approach, you can achieve better client outcomes. Satisfied clients refer others and become loyal clients.

Holistic Care: Functional labs allow you to treat the whole person, not just individual symptoms. This comprehensive approach can set your practice apart from others that may only offer conventional treatments.

Increased Revenue Streams: Offering specialized lab testing can open up new revenue streams. These tests can be billed separately from regular consultations, providing an additional source of income.

Attracting New Clients: Anyone seeking a more tailored and holistic approach to their health are often willing to invest in specialized services. Functional labs can attract a clientele that values and seeks out comprehensive wellness solutions.

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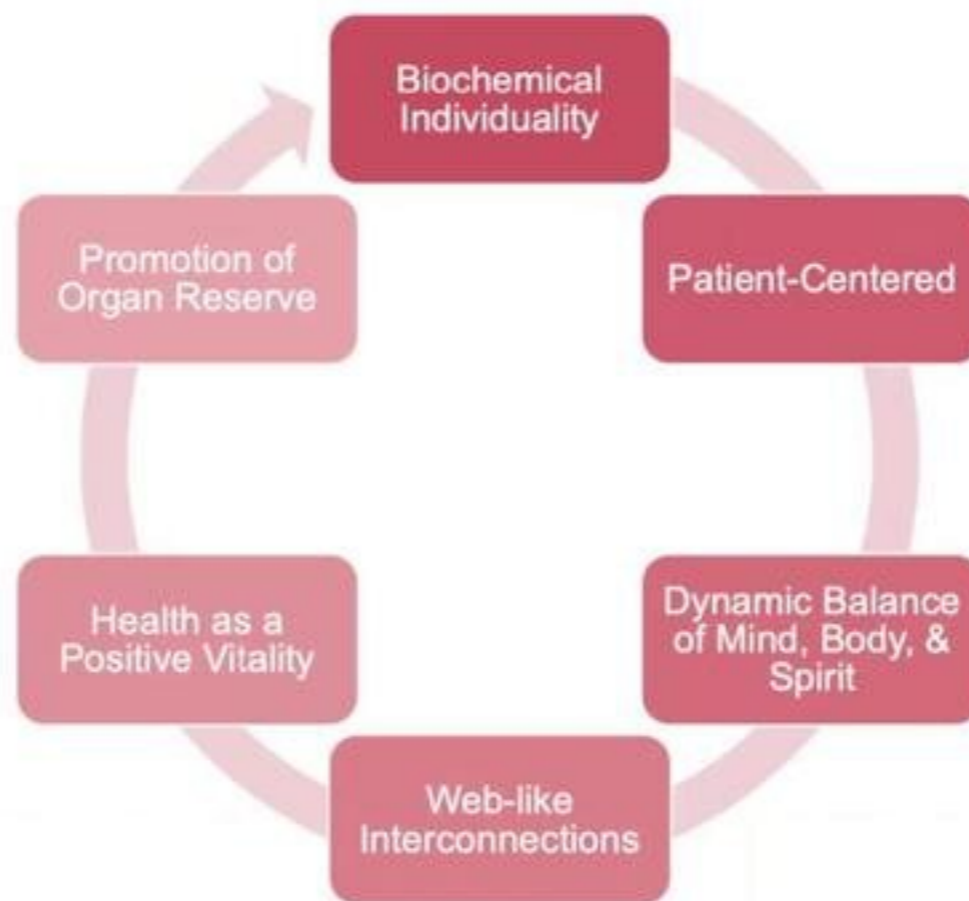
Professional Growth: By continually updating your skills and knowledge with the latest in functional medicine, you position yourself as an expert in the field. This not only enhances your practice's reputation but also justifies premium pricing for your services.

Regulatory Flexibility: By offering access to these labs even in restricted states, you can expand your client base and offer services to those who otherwise might not have access.

Integrating functional labs into your practice is a strategic move that can lead to better client care, increased client satisfaction, and significant financial growth.

Register today for our practitioner monthly mentorship and achieve these goals.

Six Principles of FM





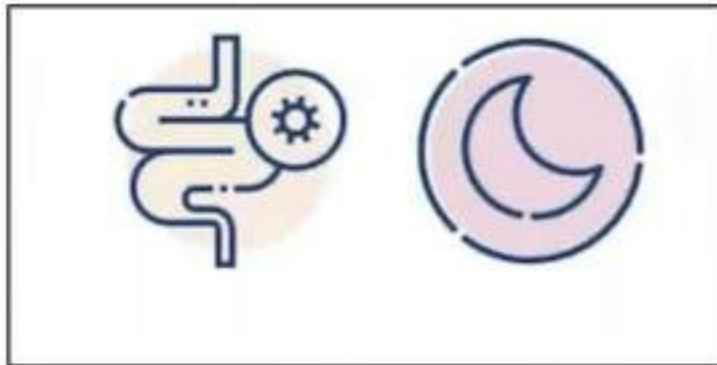
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**Specialized labs are the most effective
way to grow your practice**

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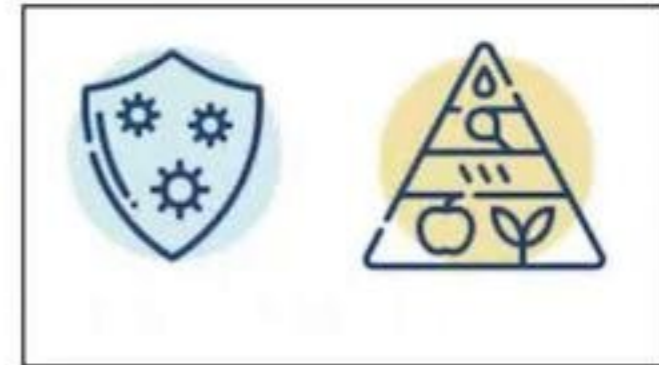
Adrenals, Gut, Detox & Metabolic



Adrenal System



G.I. (Gut) System



Detox & Metabolic System

Three Test Panel

Adrenals, Gut, Detox & Metabolic

Body System One:

- Hormones - adrenals/thyroid/female and male hormones
- Mitochondria
- Brain - serotonin, dopamine, epinephrine, norepinephrine

Body System Two:

- Microbiome
- GI Organs
- GI Pathogens

Body System Three:

- Detoxification
- Oxidative stress and methylation
- Nutrient replacement

Three Systems Intertwined

Testing these three gets the biggest ROI for your client

- Adrenals: Hormones Salivary Test
- Gut: Comprehensive Stool Test
- Detox & Metabolic: Organic Acid Test

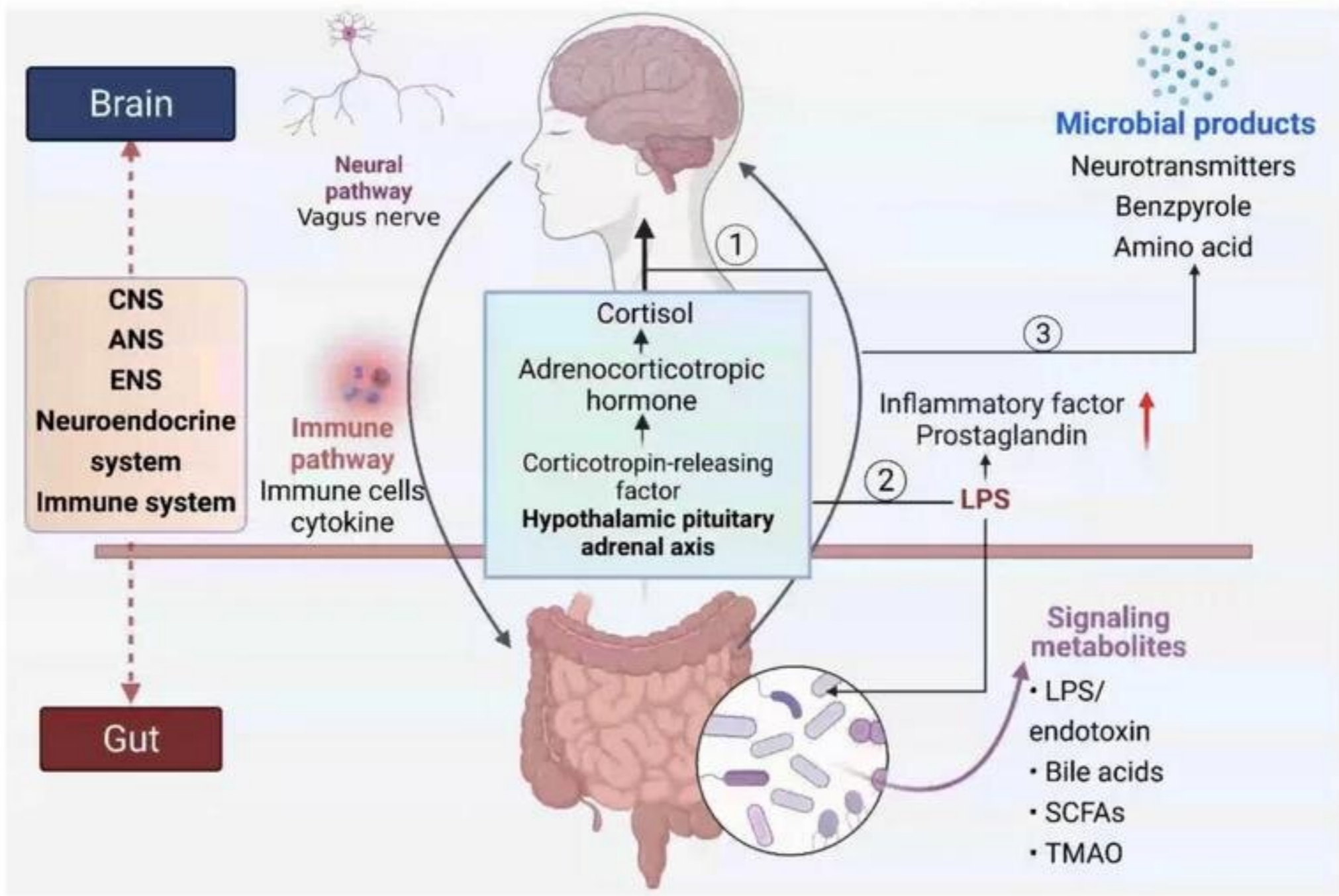
Three Test Panel

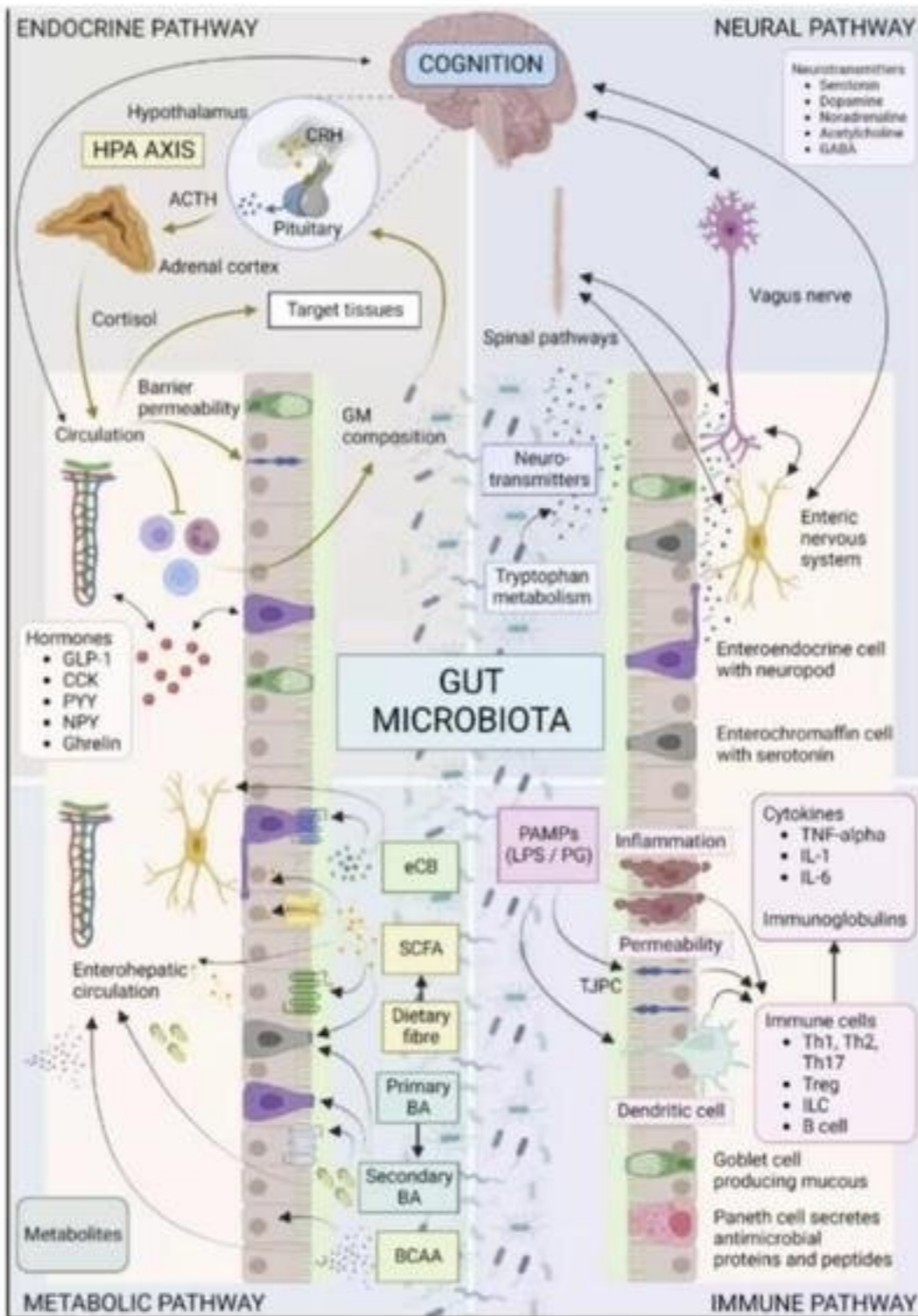
Adrenals, Gut, Detox & Metabolic

Three essential labs: Adrenals/GI/Organic Acids

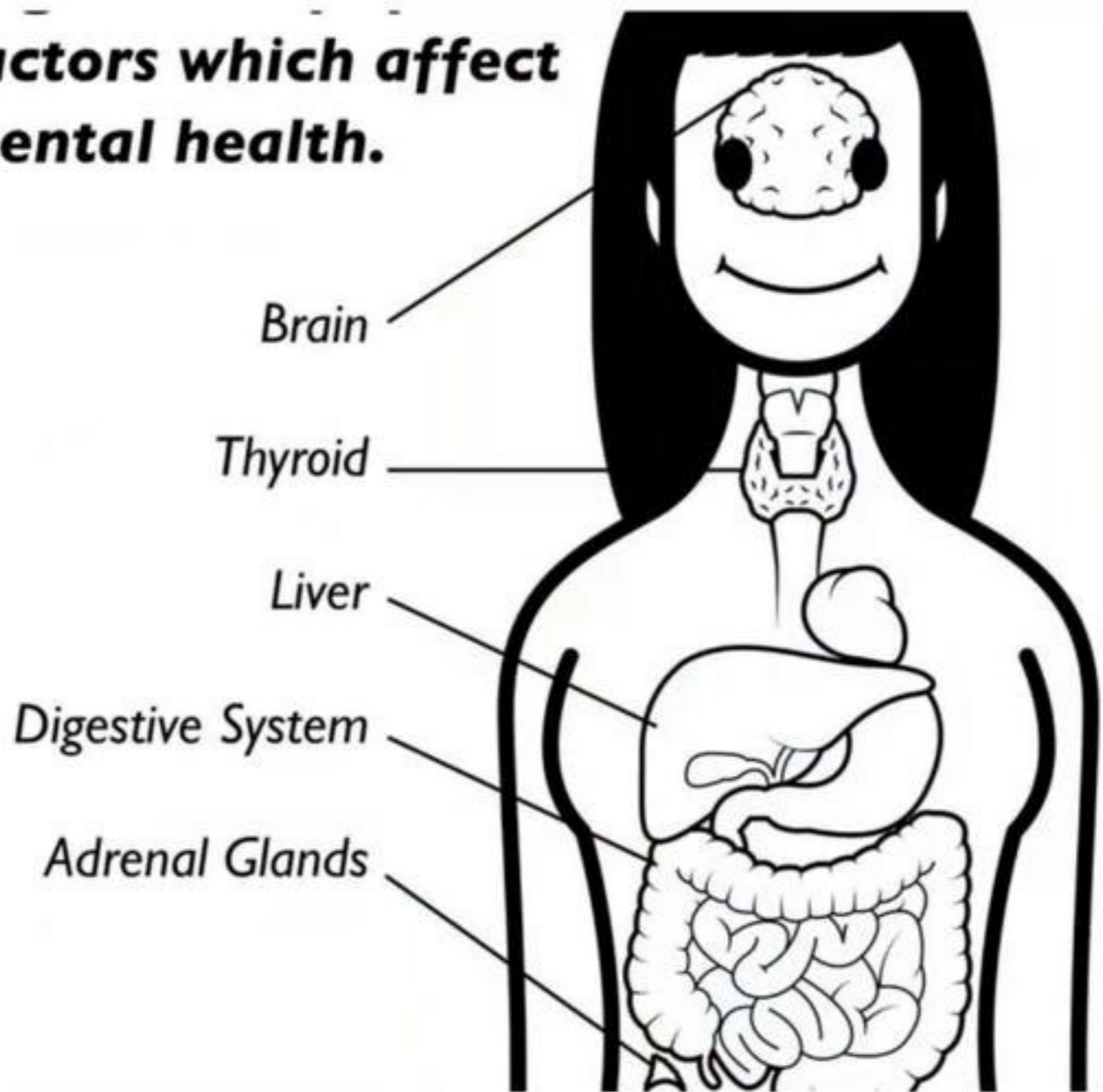
Why?

- (1) HPA axis/stress involved in most health conditions
- (2) GI/microbiome center place in all FM workups
- (3) Detoxification/environmental toxin issues, insulin resistance, brain health and mitochondrial energy production must be evaluated and treated





factors which affect mental health.



- *Poor diet and nutrition*
- *Environmental toxins*
- *Blood sugar imbalance*
- *Hormonal imbalance*
- *Medications*
- *Food allergies*
- *Lifestyle, late nights*
- *Lack of exercise*

Three Test Panel

Adrenals, Gut, Detox & Metabolic

WHERE TO START WITH BOTH LAB TESTING AND LIFESTYLE COACHING?

Adrenal salivary hormone labs are perfect place to start

Promotes coaching/lifestyle changes

Shows high level look at amount of imbalances

Shows how much stress has played a role in development of their health complaints

For the client it provides the “aha” moment as lab results validate level of exhaustion felt especially to the one who has often been told “it's all in your head”.

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Adrenals, Gut, Detox & Metabolic

LIFESTYLE COACHING Packages

Create Monthly Memberships for in-person or remote sessions.

Track progress and provide accountability.

Online webinars to introduce new tests and what health issue it addresses.

Referral coupons.

Marketing Calendar.

Create referral healthcare network.

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Adrenals, Gut, Detox & Metabolic

Nutraceutical Packages

Create nutraceutical packages

Offer food prep services

Food shopping

Lifestyle enhancement group coaching, meditation classes, fitness groups, etc.

Salivary Hormones Markers List

SALIVA STEROIDS HORMONES	SALIVA CORTISOL	SALIVA CORTISONE
Estradiol (E2) Estrone (E1) Estriol (E3) E3/(E1+E2) Ratio Progesterone (Pg) Pg/E2 Ratio Testosterone DHEA-S	Cortisol (Pooled) Cortisol (Morning) Cortisol (Noon) Cortisol (Evening) Cortisol (Night)	Cortisone (Pooled) Cortisone (Morning) Cortisone (Noon) Cortisone (Evening) Cortisone (Night)

Gut Zoomer 3.0

Gut Microbiome

- Over 200 Commensal Bacteria and their clinical associations
- Probiotic Recommendations
- Lifestyle/Nutrition Guidance

Gut Pathogens

- 22 Pathogens
- 24 Parasites
- 11 Viruses
- 5 Yeast
- 5 Worms

Digestive Function

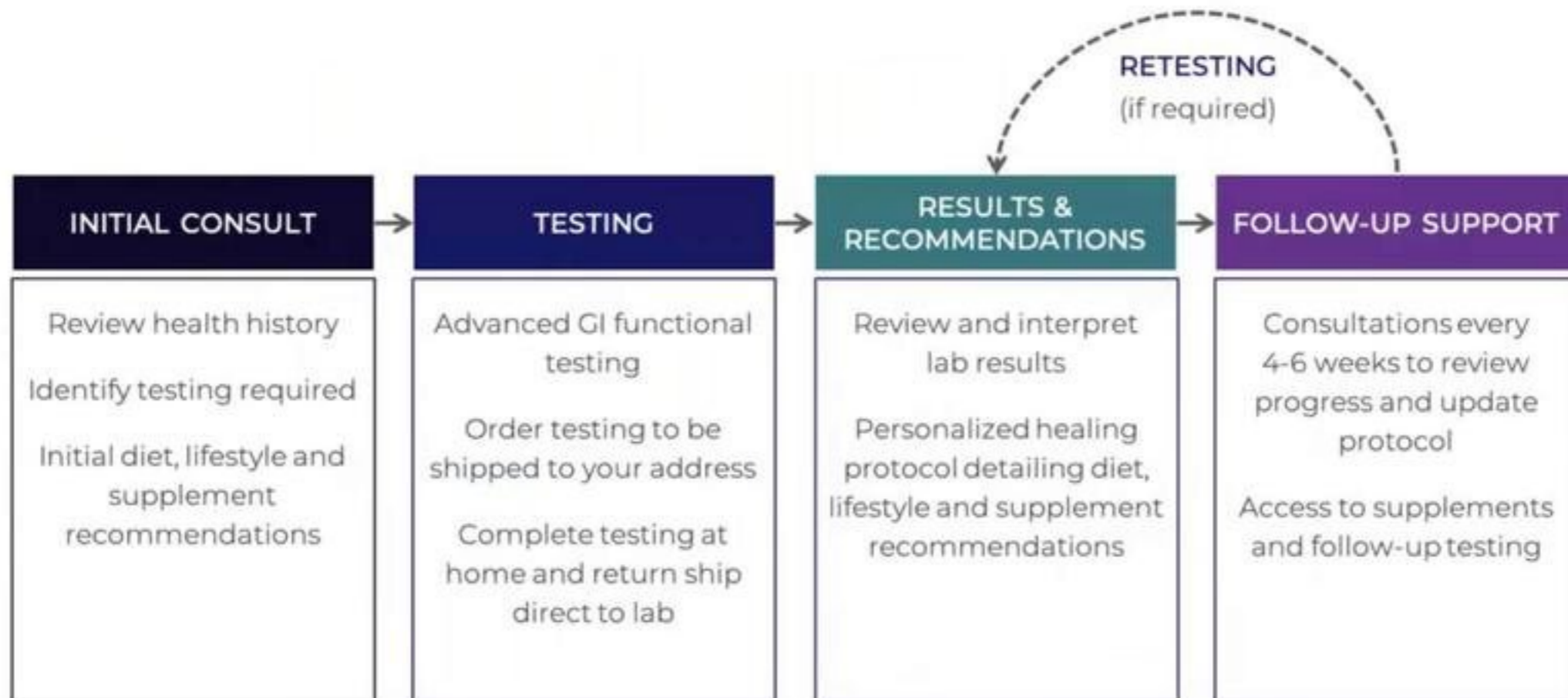
- B-Glucuronidase
- Antibiotic Resistance Genes
- Calprotectin
- Pancreatic Elastase
- Primary and Secondary Bile Acids
- SCFA's
- And More!

Microbial Markers							
Yeast and Fungal Markers		Bacterial Markers		Clostridia Bacterial Markers			
Citramalic Acid 5-Hydroxymethyl-furoic Acid 3-Oxoglutaric Acid Furan-2,5-dicarboxylic Acid Furancarboxylic acid Tartaric Acid Arabinose Carboxycitric Acid Tricarballic Acid		Hippuric Acid 2-Hydroxyphenylacetic Acid 4-Hydroxybenzoic Acid 4-Hydroxyhippuric Acid DHPPA		4-Hydroxyphenylacetic Acid HPHPA 4-Cresol Indoleacetic Acid			
Detoxification & Oxidative Stress Markers							
Glutathione		Ammonia Excess		Toxins			
Pyroglutamic Acid 2-Hydroxybutyric Acid N-acetylcysteine Acid		Orotic Acid		Mandelic Acid			
Energy Metabolism & Mitochondrial Function Markers							
Krebs Cycle Metabolites		Glycolysis Markers		Ketone and Fatty Acid Oxidation		Mitochondrial Markers	
Succinic Acid Fumaric Acid Malic Acid 2-Oxoglutaric Acid Cis-aconitic Acid Citric Acid		Lactic Acid Pyruvic Acid		3-Hydroxybutyric Acid Acetoacetic Acid 4-Hydroxybutyric Acid Adipic Acid Suberic Acid Sebacic Acid Ethylmalonic Acid Methylsuccinic Acid		3-Methylglutaric Acid 3-Methylglutaconic Acid 3-Hydroxyglutaric Acid	
Amino Acid Metabolites				Nutrition & Oxalate Markers			
2-Hydroxyisovaleric Acid 3-Methyl-2-oxovaleric Acid 2-Hydroxyisocaproic Acid 2-Oxoisocaproic Acid 2-Oxo-4-methylbutyric Acid Phenylacetic Acid		Phenylpyruvic Acid Homogentisic Acid 4-Hydroxyphenylacetic Acid N-Acetylaspartic Acid Malonic Acid 2-oxoisovaleric Acid		3-Hydroxybutyric Acid Acetoacetic Acid 4-Hydroxybutyric Acid Adipic Acid Suberic Acid Sebacic Acid Ethylmalonic Acid Methylsuccinic Acid 3-Hydroxy-3-methylglutaric Acid		Pyrimidine Metabolites Uracil Thymine Aspartame, Salicylates, or GI bacteria 2-Hydroxyhippuric Acid Mineral Metabolites Phosphoric Acid	
Neurotransmitters Markers							
Catecholamine Metabolites & Ratios		Serotonin Metabolites & Ratios					
DOPAC	HVA/VMA Ratio	5-HIAA	Quinolinic Acid				
HVA	HVA/DOPAC Ratio	Kynurenic Acid	Quinolinic Acid/ 5-HIAA Ratio				
VMA							

Revised 4/17/2023

Functional Medicine Labs

Blueprint Steps



All consults completed online via telephone or video call.

Additional Testing

- Many clients will want to pursue additional testing because they finally gain insight into how their body is functioning.
- Introduce the new tests with podcasts, email marketing, IG Reel, IG posts, and blog articles.
- Send weekly or at least monthly emails to stay top of mind.
- Create 90 day marketing plans to introduce new tests with the benefits to your clients.
- Work on the 80/20 rule.

Total Tox Burden

VIBRANT
HEAVY
METALS



20 Heavy Metals



VibrantWellness

ENVIRONMENTAL
TOXINS



39 Environmental Toxins

Vibrant
MYCOTOXINS
TEST



31 Mycotoxins

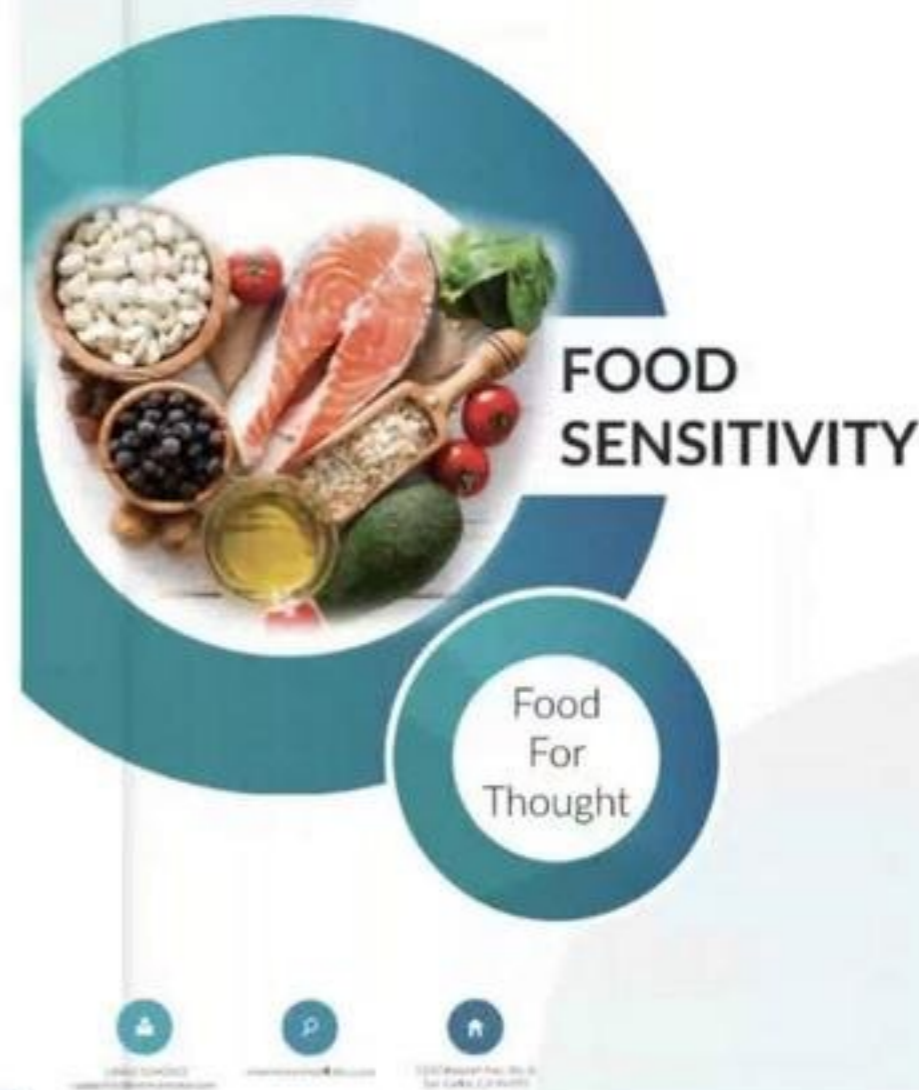
MYCOTOXINS
INTERVENTION
GUIDE



Food Sensitivity *(Protein Level)*

- FDA Approved Raw Organic Antigens
- Complete Profile: 209 foods + 57 Additives
- IgG + IgA
- Supplemental to other gut testing
- Customize and Personalize diet recommendations without elimination
- Multiple Food reactivity may be associated with Intestinal Permeability

 VibrantWellness



DNA Methylation Test

The DNA Methylation Pathway Profile is a tool that enables clinicians to identify single nucleotide polymorphisms (SNPs) that can affect critical biochemical pathways like methionine metabolism, detoxification, hormone balance, and Vitamin D function. SNPs can impact disease risk, and their identification can aid in optimizing health and wellness outcomes for patients. By recommending lifestyle changes and dietary supplements, clinicians can help patients reduce the risk of developing diseases and support metabolic pathways' optimal functioning.

Elevate Your Health & Defy Aging

Measure **500+ advanced biomarkers** in a single, convenient **test for personalized health and aging** insights into your:

- Biological Age
- Metabolic Health
- Heart Health
- Gut Microbiome Health
- And 15+ more health areas

RÉGÉNÈRE

Personalized Skincare

What's inside:

- Genetic Test
- Skin Questionnaire
- Personalized Face Serum
- Eye Serum
- Skincare Supplement to Increase Absorption



No Mycotoxins | No Heavy Metals | No Environmental Toxins | No Parabens

Direct Ship to Patients:

It's like have staff of your own!

NOW
AVAILABLE
AS A DRIED
BLOOD
SPOT!!

SERUM OR DRIED BLOOD SPOT (DBS)

- ✓ All Food Zoomers
- ✓ Food Sensitivity
- ✓ Food Additives
- ✓ Neural Zoomer/Neural Zoomer *Plus*
- ✓ Infections panel
- ✓ IBSSure
- ✓ Total Micronutrient (DBS only)
- ✓ Tickborne Diseases
- ✓ Allergy Components
- ✓ CardiaX
- ✓ Fungal Antibodies
- ✓ Genetics: Celiac, MTHFR, ApoE
- ✓ Intestinal Permeability

URINE

- ✓ Mycotoxins
- ✓ Environmental Toxins
- ✓ Neurotransmitters
- ✓ Heavy Metals
- ✓ Organic Acids
- ✓ Urinary Hormones

STOOL

- ✓ Gut Zoomer

SALIVA

- ✓ Salivary Hormones



Order Tests Business Flow

For Adults

How it works

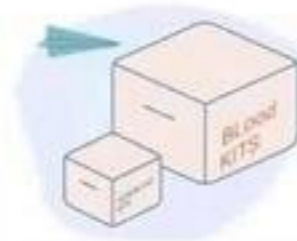
When You Pay

When Your Provider Pays



01 Place Order

Your Provider places an order through our Physician Portal



02 Ship Kit

We ship a kit to you within 24 hours



03 Collect and Ship Sample

You arrange to have your sample collected and shipped back to our lab



04 Release Results

We release the results to you and your Provider

Billing Disclaimer

Vibrant Testing is not covered by any Insurance plan including Medicare. All testing are available as a Cash only option and no Superbill or CPT codes will be provided for reimbursement. Patients can choose from Buy Now Pay Later options through Afterpay or Klarna.

Testing for Children

OAT, Stool, DNA Saliva

Organic Acid Test: first morning urine test checks 77 important markers providing insight into one's cellular metabolic functioning allowing individual tailoring of nutritional interventions as opposed to guessing and taking any supplements and not absorbing one's food. Provides insight into intestinal health, specific dysbiosis markers for candida and microbial, mitochondrial energy production, methylation, detoxification, vitamin nutritional markers such as Vitamin C, B12, B6, B-Complex markers, CoQ10, neurotransmitter breakdown, amino acids (NAC and carnitine), oxidative damage, and fatty acids.

Glyphosate Test urine test checks for the levels of glyphosate. Recent studies have discovered glyphosate exposure to be a cause of many chronic health problems.

DNA Methylation Test

The DNA Methylation Profile identifies 30 SNPs that may influence health and risk for diseases:

- ACAT - 1-02
- AHCY - 19
- AHCY - 1
- AHCY - 2
- BHMT - 1
- BHMT - 2
- BHMT - 4
- BHMT - 8
- CBS - A360A
- CBS - C699T
- CBS - N212N
- COMT - 61
- COMT - H62H
- COMT - V158M
- MAO A - R297R
- MTHFR - 3
- MTHFR - A1298C
- MTHFR - C677T
- MTR - A2756G
- MTRR - 11
- MTRR - A66G
- MTRR - H595Y
- MTRR - K350A
- MTRR - R415T
- MTRR - S257T
- NOS - D298E
- SHMT - C1420T
- SUOX - S370S
- VDR - Fok1
- VDR - Taq1

Seven Core Imbalances

Assimilation:

- digestion, absorption, microbiota/GI, respiration

Defense and repair:

- immune, inflammation, infection/microbiota

Energy:

- energy regulation, mitochondrial function

Biotransformation & elimination:

- toxicity, detoxification

Transport:

- cardiovascular and lymphatic systems

Communication:

- endocrine, neurotransmitters, immune messengers

Structural integrity:

- subcellular membranes to musculoskeletal integrity

5 Causes of Environmental Illness

1. Toxins

- biologic, elemental, synthetic

2. Allergens

- food, mold, dust, animal products, pollens, chemicals

3. Microbes

- bacteria, yeast, viruses, parasites, worms

4. Stress

- physical or psychological

5. Poor diet

- standard American diet, or SAD

Four P's of FM

Personalized

- Genetic and environmental variations drive and define individual treatment

Predictive

- Tailored health strategy based on personalized map of health risks with traditional and novel biomarkers

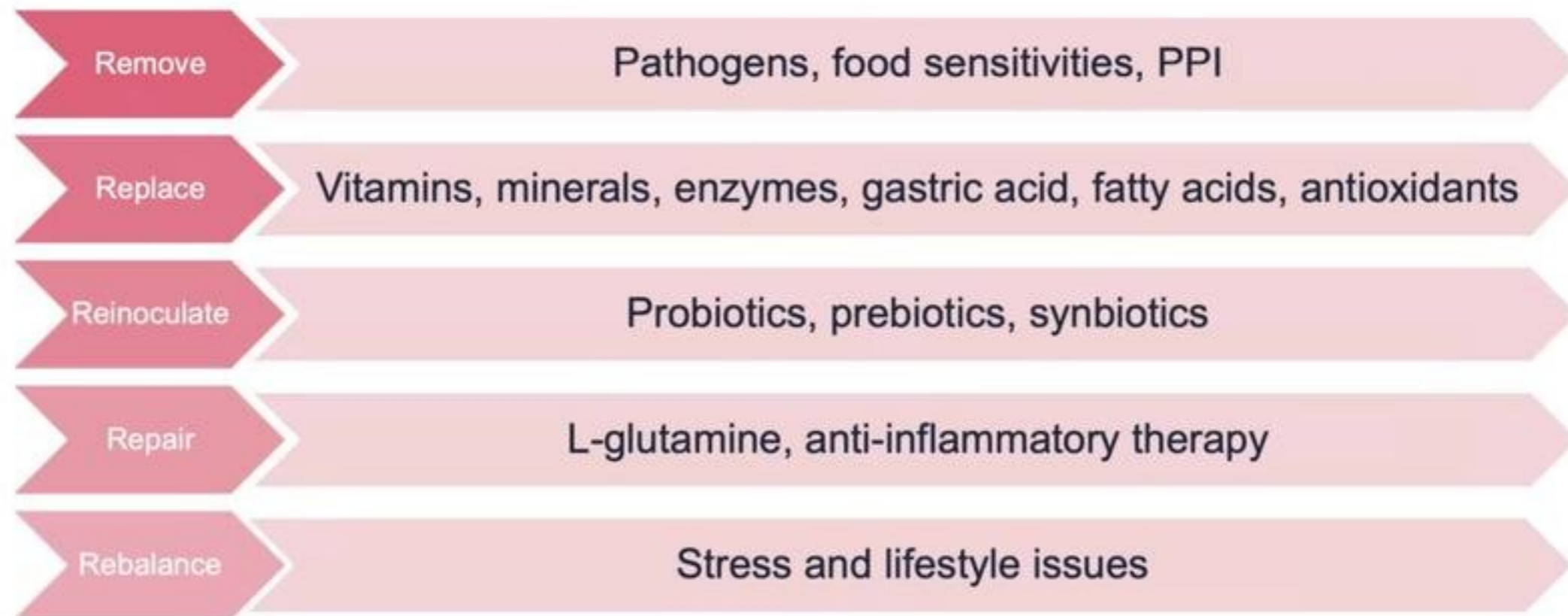
Preventative

- Proactive vs. reactive approaches that shift focus from illness to wellness, from disease treatment to functional enhancement

Participatory

- Empowers and engages the patient

5R/4R Protocol



Two questions



Fill an unmet need?

- Nutrients
- Air
- Water
- Sleep
- Connection

Get rid of something?

- Toxins
- Allergens
- Microbes
- Poor diet
- Stress

An effective approach to functional medicine

Your cells are the smallest unit of life in your body. Cells have incredibly complex functions to carry out. Cells in the body are constantly dying and replacing themselves. This provides an incredible opportunity to heal and repair. All diseases result from compromised cell function.

A collection of cells makes up an organ or a gland (liver, pancreas, brain, heart, etc). Organs make up systems (nervous system, endocrine system, cardiovascular system, etc). The state of your cellular health is what determines the health of your organs, the health of your organs determines the health of your systems, and the health of your systems determines your state of health.

Approaching your health from a cellular standpoint can only result in systemic improvements. This means that the health of every system in your body improves. Although cells carry out unique functions, they all function essentially the same way. This makes cellular health the most logical approach to your health and wellness.

The Pillars of Health



Mitochondria: Mitochondria are found in virtually every cell in your body. These organelles are responsible for producing ATP. Carbohydrates, fats, and proteins are converted into energy via the mitochondria. Since energy cannot be created or destroyed, it must be converted into a usable form for the cell to use. When your cells have healthy mitochondria, they can carry out their cell function.

Detoxification and Oxidation: Unfortunately, we live in a very, very toxic times. Our liver is meant to detoxify our body, not our environment. The liver is the largest internal organ and serves over 800 different functions in human physiology. It is highly critical to assess for an individual's detoxification capacity and oxidative stress for best outcomes.

Brain Health, Neurotransmitters, and Methylation: A healthy brain makes healthy choices. Inflammation, chronic stress, poor digestive function, sleepless nights, and poor nutrient status lead to brain based imbalances. A good practitioner recognizes the importance and decision making capability of a healthy brain and pays special attention to address it.

Diet and Digestion: Most people are quite aware that what you eat is very important but most people do not realize the importance of healthy digestive function. Even a healthy meal, if undigested, creates a toxic burden on your system. A functional medicine approach will always include a thorough assessment of both diet and digestive function. This type of testing is typically done through stool analysis, urine, or breath testing.

Stress, Hormones, and Inflammation: Today, our society is plagued with chronic stress, inflammation, and hormonal imbalances. This disrupts our bodies communication system and leads to many chronic health issues. It is critical for patients to learn appropriate stress management techniques, minimize inflammatory behaviours, and restore hormonal imbalances through lifestyle, instead pills and potions.

Lifestyle and Environment: Our health is simply a reflection of our lifestyle and our environment. It is often imbalances in lifestyle and environment that lead to chronic health issues. A good functional medicine program will provide patients with the appropriate tools, coaching, and awareness to ensure that lifestyle and environment are working for the patient, not against them.

Why you deserve a clean bill of health and vitality

Health is not for sale, if it were, no one would be able to afford it.

Your health is your wealth, period. Because health is your greatest asset it is important that you make a highly informed and educated decision regarding who you trust.

Step #1: Make a commitment to yourself to prioritize your health. The longer you struggle with your health, the more difficult and expensive your recovery will be. Plus, the longer you wait, the more you and those around you will suffer.

Step #2: List your objectives. Do you just want to feel better? Or do you want to really get to the root causes of your health issue and address them? Do you want to work with an honest, reputable practice - or are you willing to risk working with the company that offers the lowest price?

Step #3: Ask questions. The way you learn more about any company is to ask specific questions and listen carefully to the answers. Here are 5 good questions to ask a functional medicine practitioner before you begin your journey together.

1. What is your definition of health?
2. What type of laboratory testing do you perform?
3. How will you know if my health is improving?
4. What accreditations do you have?
5. How many hours of continuing education per year do you take?

Step #4: Once you are satisfied that you are working with an honest, competent professional, call their office to schedule a no obligation appointment. Do not expect this appointment to be free. The only way a practitioner will ever value your time, is if they value their time first.

By following these four steps, take in all the information you need to make an informed, intelligent decision. If you want a quick, cheap approach to your health, there are many practices in the phone book that you can call or you can try to figure this all out yourself. If you want your health to thrive by getting to the root cause of your health issues and are willing to put in the work that's required - then spend the time to find the right practice.

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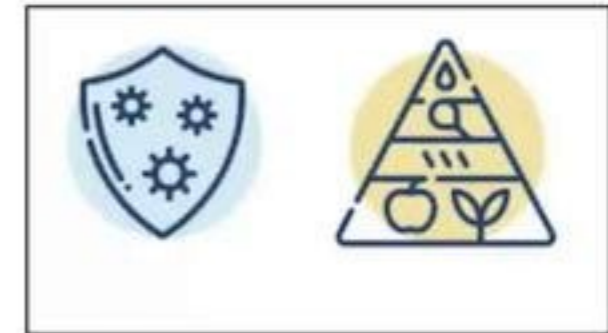
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