

Introducing Patients To Wellness Care

"If you are upfront and clear that your practice is devoted to wellness care and not sickness care, you will discover wellness patients find you."

Having the "talk" with your patients might be the best investment of your time with them. The "talk" is a clear and compassionate approach emphasizing that you are a wellness doctor and that you desire optimal health for them. Optimal health takes time, money and the initiative to make conscious choices. Here's how I have the "talk."

Mrs. Smith, a lot of people are concerned that these new health care laws will limit their care. But in reality our goal here is to help our patients stay off prescription drugs and stay out of hospitals altogether by helping them attain optimal health or what we call true wellness.

Unfortunately, hospitals have hijacked the term wellness and translate it as scheduled immunizations, medications and even profit driven testing procedures. Is it working? Of the industrial nations, we are rated



37th in the world in terms of our health care. We spend far more money for health than any other nation and yet we are still one of the sickest nations.

The term wellness or "true" wellness focuses on raising your level of health, feeling good and having energy to live with passion, not just dragging yourself through life. I'd be happy to introduce you to this kind of practice as a physician and as a coach.

Shifting your lifestyle toward wellness will seem different at first, but millions of people have done it. It's actually inspiring because you explore new tastes and discover new ways to increase your health. Achieving optimal health will cost you time, energy and some money.

Our bodies were made to eat real food and to move. Our society has created convenience foods that will not sustain life and work environments that are not conducive to movement.

We live in an overcommitted world with little free time. Instead we should commit to eat, commit to move and oddly we even need time to recover.

Choosing better foods and how to prepare them so that your taste buds will get excited may take patience. Finding ways to move and exercise that are interesting and yet build muscle may be awkward. But really, what's the alternative? Limited movement, pain, fatigue, drugs that nobody really knows the side effects when taken for a long time or in combinations.

Sickness care is expensive and insurance companies are paying less and less. It costs money to be sick. Drugs, surgery, hospitals, rehab centers, loss of work time, all cost serious money. It's wiser to spend money on being well than on being sick.

We start out with a comprehensive evaluation, assess your overall health and begin to monitor your progress. We aim for your highest level of optimal wellness. For example, we don't want to wait until your blood sugar is out of control. We want to help your body burn your sugars better NOW before it causes enough damage that we can detect it and call it diabetes. We want to improve your cardiovascular health so that your heart, blood vessels and arteries do their job. We'll strengthen your immune system so you can fight off colds and flus as well as disease.

Many people don't feel the difference overnight that's why we adjust and tailor a plan to work for you. Mrs. Smith, you can do this, but remember, just as health can decline over time, it takes time for your body to spring back. But if we work together to rebuild your body, face the problems,

not just cover them up with medications, it's a journey that can change your life.

If at any time you don't want wellness care and you just want me to treat your symptoms, just tell me and we can stop the learning process until you are ready to start again. If you want to walk, I'll walk with you, if you want to run, I'll run. If you want to hold hands while you figure out the next step, I'm with you. We can approach your wellness aggressively or we can make small changes every day. Most importantly, I can coach you but I can't do it for you. You have to do it for YOU.

Mrs. Smith, this is my professional advice and I feel it's the best direction for you. I'm sure you have questions, but would you like to start your wellness journey today?

Of course, this "talk" will develop into your language and conversation style, but I wanted to hit on the main points. You see, if you are upfront and clear that your practice is devoted to wellness care and not sickness care, you will discover wellness patients find you.

Having heart to heart talks with your patients will reaffirm that you care and act in their best interest. Below, I have included two articles that Dr. Vasquez put together called "The Science of Optimizing Health." It's a great education tool to copy and give to your patients. Highlight the sections that you feel are most important and give your patients the wellness protocol. It's a great place to start.

Thanks for reading this week's edition of the Tuesday Minute. I'll see you next Tuesday.