

Douglas Directives Patient Testing & Analysis

A Protocol to Support the Merkle Patient Testing & Analysis Program*

Increasing Productivity, Objectivity And Patient Compliance Using Computerized Laboratory Analysis With Nutritional And Dietary Recommendations.

The last 100 years have produced a tremendous volume of knowledge in the work of the body, disease processes and the treatment of many diseases using alternative natural care, including dietary modification, vitamin and nutrient supplementation. It is not possible for any practitioner to remember all of the analyte levels and the relationships and variables of the different tests that are available with the current technology.

The MBA program is state of the art computerized laboratory analysis providing a highly advanced objective medical analysis, taking into account many factors including medications, patient symptoms, blood testing, hair analysis etc. producing a report that includes vitamin and dietary recommendations that is patient and doctor friendly even those new to laboratory analysis.

Providing superior service through objective will set you above the crowd and help to establish you as the nutritional leader/expert in your community. Standard blood tests done by laboratories in your area are already well accepted. Hair is very helpful first in identifying toxic elements. Utilizing an extensive blood test combined with hair and urine can give vital information concerning the underlying conditions causing or allowing disease to develop and progress.

You have patients with Chronic Fatigue Syndrome, Lupus, Eczema or maybe known anemia. Many doctors, health food stores etc will just use a questionnaire to determine what nutrients this person needs. This is similar to the medical model of a pill or drug for each disease, which does not address the cause of the problem.

The symptoms of chronic fatigue could be associated with one or a combination of the following: mildly low thyroid, liver dysfunction, anemia, low grade infection, mild kidney disease, hypoglycemia, inflammation, low minerals, low cholesterol, toxic elements like aluminum, arsenic, mercury, lead, etc. This could be a much longer list and it is an example of what should be considered in the treatment of this disease. By using proper diet and nutrition to improve each of the problems listed from the blood and hair, then more than likely the patient's symptoms of Chronic Fatigue will also improve. Suppose a doctor would just use the blood for analysis but misses the extreme high levels of arsenic or lead seen in the hair, the doctor may be 80% right in their recommendations but the patient doesn't get better.

By providing a comprehensive report, like the Merkle Blood Analysis program, that explains to the patient what the tests mean, the extent of their condition and nutritional recommendations will make patient management and compliance much easier. With proper reporting the patient will be able to see exactly what each nutrient is for and what to expect. This will save doctor and staff time and reduce questions by the patient.

Retesting determines progress, so that even if the patient states that they are not feeling better but the testing shows improvement, then this doctor is able to objectively show the patient that they are on the right path and if the patient will just keep with it they will start to 'feel' better.

No Selling of Vitamins

With this type of report, the need for each nutrient is very clear. All the doctor or staff person have to do is to go over the report, show the patient what is wrong and tell the patient what they need to do and what vitamins to take. At this point the patient may ask about a certain vitamin they sell or about another brand. Tell the patient that there are other good vitamins and some not so good. There is no way that you, as the doctor can know them all. Recommend that because of their condition that they use what you have experience with and confidence in for the first two months, and then you will retest to determine their progress. After they are better then they are welcome to take whatever they like. Obviously, if what the doctor recommended worked, the patient will more than likely continue.

**Statements within have not been evaluated by the FDA. Products are not intended to diagnose, treat, cure or prevent any disease.*



Patient Testing & Analysis

The MBA computerized analysis is now available that is the most comprehensive and easy to read for the patients. It is designed for those doctors new to nutrition and those doctors not very comfortable yet with reading blood tests. This report incorporates a comprehensive Patient Symptom Survey (PSS), medications the patient is currently on and medications the patient has been on in the prior 12 months. This report includes extensive analysis of laboratory testing of the blood, hair, urine and saliva and correlates the interactions of these findings and with the PSS and medications. It lists dietary recommendations, lifestyle changes and nutrients based on the testing, severity of condition and the patient's age, sex and weight. One of the best features is the blood analysis chart, which clearly shows (by color) the severity of each blood test. Blue (Code Blue) for critical values, Red (Danger) for clinical values and Yellow (Warning) for values that are sub optimal.

Comparison of complete blood tests is a unique feature that allows at a glance to see progress from one blood test to another side by side on the same page. The MBA analysis will also currently list a total of four blood tests from different dates.

For a sample report go to: www.masteringbloodanalysis.com. FYI, the complete analysis and report as seen at the website is just \$25.00. MBA can also help you get testing done at very inexpensive rates. Chiropractors and some other professionals can get laboratory testing done for their patients, even if not allowed by their state law, through Merkle Blood Analysis.

What Does The Doctor Have To Know To Do This Nutritional Work?

- No experience needed.
- No knowledge of blood work, hair testing, vitamins or special diets is needed.
- Everything the patient and doctor need to know is in the report. It is so comprehensive that rarely are there any questions.
- The report markets itself.
- It greatly enhances the image of the doctor as a professional.
- This is a 'learn' as you go program. Doctors learn better when it is their patients.

How Hard Is It To Do?

- Patient fills out the Patient Symptom Survey (PSS) then the doctor goes over it with the patient - (consultation) 20 minutes, staff enters this info online- 10 minutes
- Patient provides urine in cup, staff does UA, 5 minutes, enter results online
- Doctor/staff cut patient's hair, puts it in an envelope and drops it in the mail
- Patient is directed to a lab with a requisition form
- Patient at home- throws a tissue from a kit into the toilet after a bowel movement, to determine occult blood and calls the doctor with the results
- Blood and hair results can come directly to the MBA office
- A report is sent to you by email. Print it out on a color printer and put it in a binder

Report Of Findings:

- The doctor does a 'show and tell' review of the report
- These are the problems you have.
- This is what you need to fix them. (Vitamins, minerals, diet etc.)
- You can buy these at a health food store.
- You can also get the vitamins here; these are the ones we have experience with.
- The main thing is to make sure whatever you take is working through retesting.

Dr. Van D. Merkle, a long time user Douglas Labs products, also teaches Mastering Blood Analysis, an advanced laboratory analysis course. During this course you will learn office and patient management and marketing that really works and other secrets from a 20-year expert. This course is designed for those who have little or no experience with blood analysis or nutrition and for those who have the education but need marketing and management direction.

NOTE: Douglas Laboratories does not recommend or endorse any particular testing service. The data provided is for informational use only and is intended to educate health care practitioners as to the type of services available as well as the benefits of patient testing and analysis.