**Maximize your clinic profits**

**STEP 3: IN-OFFICE LAB TESTING- FUNCTIONAL TERRAIN ANALYSIS**

In this section I will show you how simple in-office lab tests can increase your diagnostic offerings to your patients and increase your bottom line. I will also introduce you to the concept of "gateway testing".

It is common for practitioners of alternative and complementary medicine to have patients with symptoms such as fatigue, low energy, reduced immunity, unexplained weight gain, digestive dysfunction, allergies, anxiety or depression, and hormonal dysfunctions. These are the typical symptoms of a functional disturbance in the body.

Most patients with these symptoms present without clinical findings i.e. their blood tests, pathology reports etc., appear within "normal" range. However, there are a number of in-office tests that can identify the cause of these functional disturbances before severe damage sets in, allowing you to bring the body back into its normal state of equilibrium.

In-Office testing is a series of tests that identify the key biomarkers for health. These tests give us another method of evaluating the systems of the body that are not functioning optimally. In-Office testing, along with the other diagnostic methods covered in this special report, is an extremely powerful way to practice preventative medicine. It allows us to assess whether there is an imbalance in physiological function, identify specific areas of imbalance, address the imbalances by making appropriate therapeutic recommendations, and re-check to see that the body has been brought back to a state of balance after treatment.

**THE MONEY STAYS IN THE PRACTICE**

In-office testing allows you to assess for functional disturbances before true damage sets in. The results are immediate and testing is easily performed in an in-office setting. They provide a reference point to make sure treatment is working, and do not rely on expensive equipment or out-sourced labs. It costs about $350.00 to set your lab up with the right reagents, test tubes, centrifuge etc.

Each bottle of reagent can do hundreds of tests. In-office testing can also be a wonderful additional source of income in a cash-based practice. You are running the tests in your clinic, so the revenue generated from these tests stays in the office and is not passed on to an out-sourced lab. I typically charge $75.00 for my full Functional Urinalysis panel.

**GATEWAY TESTING**

In-Office Tests also act as "gateway" tests to determine the need or more specific laboratory assays (stool analysis, hormonal profiles, detox panels etc.). I use this function all the time. For instance, if a patient's bowel toxicity test is above 7 I will recommend a Digestive Stool Analysis, because there is something deep in the digestive tract that is causing the bowel toxicity test to be so abnormal. If their Urine Adrenal Stress test is grossly abnormal then I feel justified in ordering a salivary adrenal test.
It is important to remember that these tests do not diagnose specific disease states or pathologies. They are prognostic signposts to help in the functional assessment of the patients.

THE IN-OFFICE LAB TESTS

The following is a list of the systems of the body and the in-office tests that can help uncover hidden dysfunctions.

Gastrointestinal functional disturbances can be assessed by the following tests:

- Bowel toxicity test (urine indican)
- Urine sediment test
- Urine calcium test
- Urine specific gravity
- Gastric string test for stomach pH (explained below)

Mineral and electrolyte deficiency can be assessed by the following tests:

- Zinc Taste Test
- Tissue Mineral Assessment test
- Dr. Kane's Mineral Assessment tests

Adrenal functional disturbances can be assessed by the following tests:

- Urinary Adrenal Stress test (Urine chloride)
- Ragland's postural hypotension test
- Paradoxical pupillary reflex test
- Dr. Bieler's salivary pH test

Thyroid functional disturbances can be assessed by the following tests:

- Delayed Achilles return reflex
- Basal body temperature testing
- Iodine patch test

Acid/Base functional disturbances can be assessed by the following tests:

- Breath-holding time
- Respiration rate
- Urine pH
- Salivary pH
- Dr. Bieler's salivary pH test

Oxidative stress can be assessed using the following tests:

- Oxidata free radical test
- Lingual ascorbic acid test
- Urine vitamin C test

Essential Fatty Acid deficiency

- Salivary pH

GASTRO TEST- AN EXAMPLE OF IN-OFFICE TESTING

It is a common misconception that many functional gastrointestinal disturbances are related to hyperacidity or excess stomach acid. The Gastro-test is a method to inexpensively, quickly and accurately measure stomach pH. The Gastro-Test itself is 70cm of a highly absorbent cotton.
string coiled inside a weighted gelatin capsule. The capsule is swallowed and retrieved from the stomach after 10 minutes. The string is rubbed with a pH stick and the color obtained compared to a pH chart provided with each capsule.

One can perform either a static measurement after an 8-10 hour fast or test after a protein rich meal. Further testing after stomach acid stimulation or a bicarbonate challenge can be more diagnostic. The Gastrotest correlates well with functional reflex testing of the digestive organs described in the above section of the course.

**DIRECTIONS**

1. Have patient eat a protein rich meal 2 hours before test.
2. For an ambient pH have patient fast for 8-10 hours.
3. Get patient to swallow a little water to lubricate the throat.
4. Swallow the capsule with a little water while the free end is held firmly outside the mouth.
5. After capsule has been swallowed patient lies on left side or back on the table for 10 minutes.
6. After 10 minutes get the patient to sit up and with chin raised swiftly remove the string.
7. Lay string on paper and while the string is still moist touch the pH stick to the string starting at the distal end.
8. The resultant colors are compared with the pH chart that comes with the test.
9. Discoloration of any segment of the string represents acid pooling.
10. Do not expect the whole string to be a consistent color.
11. Use the following information if patient's have a high pH reading with Gastro-test.

**NOTE:** Be aware that the string is contaminated with stomach juices and can therefore contain Helicobacter pylori bacteria and even parasitic residue.

**RESULTS**

1. Any result of pH3 or lower indicates the stomach is able to secrete acid normally.
2. If stomach pH is above pH3, you may want to dynamically assess the stomach’s ability to secrete stomach acid after a challenge with sodium bicarbonate or stimulation with secretagogues, such as bitter herbs or caffeine.

**CLINICAL IMPLICATIONS**

High stomach pH is correlative of either hypochlorhydria or achlorhydria.

For more information on how to add an In-Office Lab to your clinic please visit the following page on my website:


Tomorrow's installment is called:

"**Doctor, You Say Everything's Normal**
But I don't Feel So Normal"

All the best,

*Dicken Weatherby, ND*
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