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**T**oo much modern disease (dis-ease) is handled on a fractionated basis; there are heart specialists and lung specialists and brain specialists and bone specialists and children's specialists and women's specialists right on down the list. The day of the General Practitioner who knew not only each person in great detail, but also that person's family and *their* history, in other words the "whole individual," has gone the way of the dodo bird. And, I believe, to our detriment. What we have now seems akin to putting a band-aid on a compound leg fracture and saying, "There, you're all better now!"

Nor are we machines. Someone cannot remove our carburetor, fix or exchange it, as in an automobile, and then expect us to "run" right. Rather we are entire, "whole," "one," each part utterly dependent upon another. Carrying this analogy a bit further, if you put lousy gas or kerosene into your car, you know that you are going to have serious problems. If you fail to change your filters, the dirt and debris in them will foul the entire workings of the vehicle.

So why do people not see that the food they put into their bodies has a great deal to do with just how that body is going to "run?" Why can people not see that if their filters (their livers) are not cleansed, the toxins will foul all systems? Why can physicians not see that if one area of the body is "diseased" that means that the *entire body* is diseased as well?

Holistic (whole) thinking tells us the road to health is twofold: that it depends on both diet and toxins. The more our diet is in line with basic, sound and ancient wisdoms, the fewer toxins we'll be ingesting (or breathing or drinking or cleaning with, etc.) and the better off our bodies will be in every regard.

Natural, holistic human care stresses the entire person; not only the physical but also the psychological, emotional and spiritual needs of the individual. In fact, Jim Zamzow, founder and president of *DYNAMITE MARKETING, INC.*, contends that the non-physical is actually 65% of our health. Many holistic physicians agree.

However, we need to begin with the physical since it is there that common sense can more readily be grasped within logic and can thus prevail. And it is there that as *DYNAMITE* Representatives we stand.

Over the years we have developed a series of questions we ask of everyone who comes to us in order to find out what may in truth be going on. In other words, to "Find the Clues" in a thoughtful and viable way which can lead to underlying causation. Any suggestions we make will of course depend somewhat on the answers, but we have never failed to observe improvement in a person's health and outlook by removing as many toxins as possible and by simply following the basic, natural and holistic *DYNAMITE*® *PROGRAM* of a mainly alkaline diet (between 65-80% alkaline depending on the individual) and taking the human basic supplements of **Elixir, Dynamite Regular or Plus, and TriMins**. Then we go from there.

Of course there are some emergency situations which take precedence over longer, slower means, but here are the 10 questions we at least begin with; our considerations, in *italic*, follow each question . . .

- 1) Age . . . *this gives us an idea of how long certain habits may have been maintained and also an idea of the general thinking of society when they were younger in order to be able to make sense to them*
- 2) Ethnic background . . . *a great clue as to what particular diet guidelines may be best to lead them toward for their genetic type and what "comfort foods" to allow with minor modifications initially*
- 3) Occupation . . . *obviously some occupations are far more toxic, either physically or emotionally, than others while some entail far more physical activity (sometimes very lop-sided, in fact) than others*
- 4) Activity level . . . *different needs for marathoners than for someone who strolls around the block once a week!*
- 5) What, if any, are specific issues such as: allergies/cough/wheezing/dandruff/lusterless hair/

dry skin/poor nails; under or over-weight/sugar cravings/lack of energy; digestive/colitis/constipation/heartburn/reflux; cardiac/high or low blood pressure, etc. . . . *gives an opportunity to see what is most important to address quickly and what might simply get better as changes are made to diet, supplements and lifestyle*

- 6) What are your expectations for future health and what do you think it will take to get there? . . . *in other words, how far and fast does someone want to go and what is their commitment level; practically speaking, it is wise to point out that it takes the blood about 3 months to renew every cell fully and that most holistic practitioners believe that it takes one month of healing for every year a condition has existed*
- 7) What sort of medications or supplements are you currently taking? . . . *very important to understand so that there is no conflicting advice; remember only a physician can and should advise on reducing prescription drugs and that DYNAMITE supplements should never mix with other lines because of critical mineral balances*
- 8) What sort of annual vaccines or boosters do you take? . . . *another key to toxicity levels and an opportunity to speak of building immune system health through diet rather than artificially*
- 9) How much water do you drink daily? . . . *most people drink far too little water, pure or not, but depend more on coffee, pop (including "diet"), juice or milk; suggest replacing one cup/bottle/glass of any of those with a glass of water (with **Catalyst Water** and **Elixir** in it!) each day (each week if necessary) until the proper amount of water is being consumed (approximately 1 quart per 50# body weight)*
- 10) What do you generally eat for Breakfast? Lunch? Dinner? Snacks? . . . *most people are very unconscious as to what they actually consume, so sometimes a food diary can help to provide accuracy; make changes manageable by substituting or adding rather than denying*

As toxins are reduced or removed and more appropriate nutrition and supplements replace poor dietary choices, it is wonderfully surprising just how a person's overall health, appearance and even attitude can change; sometimes quite dramatically.

It can begin with a change as simple as suggesting that someone take their own sandwich for lunch instead of eating out or from vending machines. It

can begin with a change as simple as suggesting a sweet potato for breakfast instead of boxed dry cereals. It can begin with a change as simple as substituting water for pop or milk. I have seen this happen over and over and over again.

As an individual begins to feel better from small, non-threatening changes, it makes further, and perhaps more sweeping, changes easier to make from a psychological standpoint. And as food cravings are reduced, it makes further dietary changes easier to accomplish from a physiological standpoint.

Of course some situations and conditions can call for more aggressive treatment such as an immediate detoxification or massive dietary changes. Let the individual's personal commitment be your guide here. Too much too soon can precipitate a healing crisis for which most individuals are totally unprepared and which only licenced, holistic, natural health care practitioners can legally handle.

**DYNAMITE**<sup>®</sup> Distributors are there to suggest and support only; we never make any health claims about getting or feeling better let alone mention possible cures!

Rather we speak of what we ourselves have experienced. Or we show in a testimonial what others have experienced.

We share our opinions and thought processes rather than telling someone what to do.

We educate ourselves enough to be able to understand what people are talking about and we educate ourselves enough to be able to perhaps suggest various options based on what we are actually hearing from that individual.

We fully and non-judgementally respect the right of others to make their own health decisions but we *do* take the responsibility of offering some choices of which they may have been unaware.

And of course we never, ever speak about someone who has confided in us to anyone else without full permission.

We accept with humility our own very real human limitations yet continuously strive for the highest goal we can imagine because we know deep down inside that we are, each and every one of us, truly **DYNAMITE!** ■