



Patient Dry Skin Exam

"If a small amount of friction causes skin to slough off, it is a classic sign of an essential fatty acid need."

Here's a simple approach to help patients with "Dry Skin," but first let's think about "the presentation." Imagine a typical office visit, you have just rubbed the patient's arm and you see the normal blizzard of wintered dry skin. Here's a way to present your findings that may open up a whole range of wellness services for your clients.

"Mrs. Jones, I see a lot of dry skin as I rub your arm. If a small amount of friction causes skin to slough off, it is a classic sign of an essential fatty acid deficiency. How important ARE essential fatty acids? Suppose you are going on vacation and while you are gone your neighbor agrees to watch your home, to go in, turn lights on and off and collect mail. Wouldn't you appreciate it if they noticed a small water leak? We know the effects of water damage, and the mold that can grow if we don't deal with the problem quickly.



Well, to me Mrs. Jones, an essential fatty acid deficiency is just as critical as a water leak. Your body has approximately 100 trillion cells. Each cell is contained by a thin barrier-like membrane. Essential fatty acids help to keep that membrane soft and permeable, meaning healthy nutrients can get into the cells and toxins can leave. A deficiency of good oils can cause your cell membrane to become "sluggish." Not only will nutrients have trouble getting in, many of the everyday toxins we are exposed to

can become trapped in the cell. If your cells are unhealthy, you will be too.

A common symptom you are deficient in essential oils is dry skin. You can buy a \$5.00 container of lotion and apply it topically, which is like blotting up the water in your leaky house with a towel without stopping the leak. Or you can revive cells by feeding them what they need. You may not realize it but beyond cell membranes, EFAs are needed for hormones, immune function, pain and inflammation re-

duction, blood sugar stabilization as well as healthy heart and blood vessel function.

Essential fatty acids and particularly fish oil is the number one class of anti-aging supplements. Mrs. Jones, let's try supplementing essential fatty acids for 90 days and we'll see how you do."

Well, you can take it from here as you articulate the values as they relate directly to each patient's condition. I wanted to make sure you connect the dots for your patients. Sometimes we forget that if patients don't understand, they won't stay on the nutrients long term. It takes time to build cellular reserves. Remember cellular reserves are built when the symptoms have disappeared. When you brush their skin and see the dry skin blizzard, it's a valuable indicator and one we need to communicate clearly.

So how do we treat "dry skin" clinically? Obviously the first thing we want to address is hydration. Is the patient drinking 8 glasses of pure water a day? Next, add essential fatty acids. Some oils on the market are rancid, that's why I always recommend oils by Biotics Research because they test for rancidity before and after production. Take a tablespoon of Biomega-3 Liquid at one meal and add a tablespoon of Mixed EFAs on vegetables, salads or in protein shakes.

My brother Jerold was taking a tablespoon daily; but when the winter temperatures caused him to experience dry and cracked fingers, he added an extra tablespoon of Biomega-3 Liquid on his salads. In 2 weeks the cracks were gone. Once

he reached sufficiency, he cut back to one tablespoon daily.

A friend mentioned how he was addicted to lip balm every single winter as long as he could remember. He started taking Optimal EFAs regularly. Two years later on a wintry day he observed someone applying lip balm. He thought to himself "I don't buy that stuff anymore because my lips are NEVER chapped.

In addition, your patients may also add Mixed EFAs topically. The blend of sesame, walnut, apricot seed and hazelnut oil is virtually odorless and tasteless.

Another interesting therapy is to apply Bio-D-Mulsion topically to heal dry patches, many types of dermatitis, even warts. Several clinicians have shared with me that "Rubbing Bio-D-Mulsion on inflamed or infected areas of the skin can be an effective therapy." Use Bio-D-Mulsion which is 400 IU per drop (not Bio-D-Mulsion Forte which is 2,000 IU per drop).

If dry skin is still an issue consider supplementing orally with iodine, zinc, as well as vitamins D and vitamin A. Make sure you also pay attention to liver and gall bladder function. Obviously it won't do any good to take the oils if they are not being digested and emulsified.

A simple check for dry skin during office visits can be a great opportunity to start a conversation about wellness.

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