

LIVE WEBINAR

Clinical Conversations

How to Confidently Communicate the Value of Gut Microbiome Testing to Patients *with Tammy Guest*



Wednesday 6 November 2024 | 12PM AEDT

CO-BIOME
by MICROBA

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Meet your speakers



Tammy Guest
Naturopath and Business Mentor



Christine Stewart
Nutritionist and Clinical Application Specialist



All participants have been muted



Questions will be answered throughout the webinar



Add your questions in the chat to have them answered live

CO-BIOME
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Disclaimers

- The information provided in this webinar is for the use of qualified healthcare professionals.
- The information contained in this webinar is in no way to be taken as prescriptive or to replace a healthcare professional's duty of care and personalised care practices.
- The clinical opinions shared by presenters are solely those of the individual presenters and do not necessarily represent the view of Co-Biome.

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How to confidently communicate the value of functional testing to patients

Presented by Tammy Guest

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Hello! I'm Tammy!

I'm a naturopath, entrepreneur, speaker, mentor, and business owner - dedicated to guiding you toward doing things differently.

I love any tool that makes life easier and gives us a deeper understanding of ourselves and I firmly believe in the importance of a solid business model, and well-established systems and processes crucial for sustainable practice growth and success.

My mission is to help the health of the planet and its people, beginning with helping the healers.

Drawing from my years of cancer research, laboratory science, clinical work and mentoring thousands of practitioners, I distill invaluable insights into actionable steps for building a resilient business, mindset and clinical practice.

I blend personal anecdotes with strategies gleaned from the most successful modern practitioners who defy conventional norms to redefine business practices.



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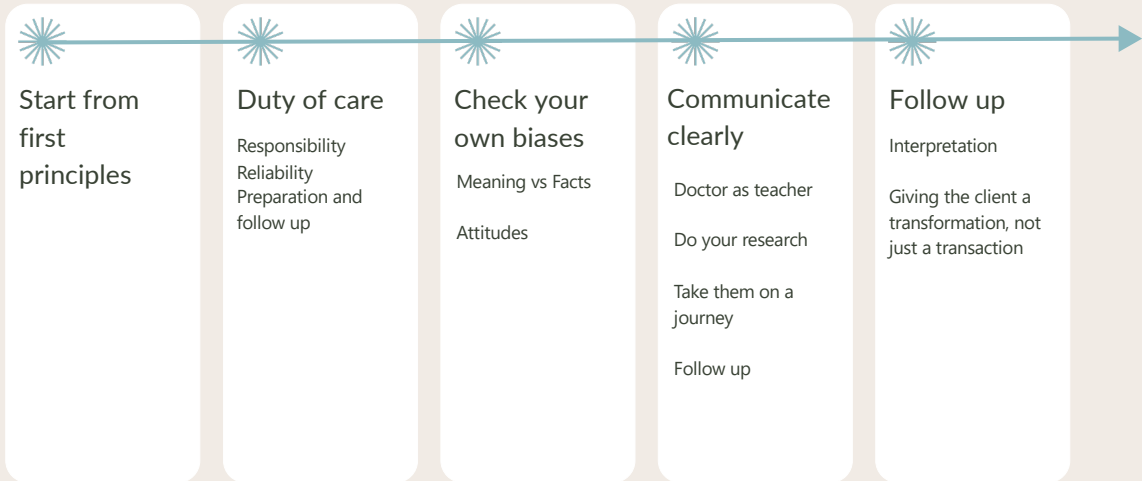
Objectives:

- 1 Steps to set up for success when adding functional testing to patients
- 2 Understand the practitioner's duty of care when prescribing functional testing
- 3 The importance of choosing reliable and reputable testing providers - what to consider
- 4 Learn how to incorporate testing into clinical practice and communicate its value



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Steps for success



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① Start from principles

Vis medicatrix naturae

Primum non nocere

Docere

Tolle causum

Tolle Totum

Wellbeing and health promotion

Duty of care



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2 Duty of care

- Responsible for the safety and wellbeing of your client
- Ensuring the diagnostics in conjunction with quality clinical questioning, self-evaluation tools, data from smart devices
- Reasonable due diligence into quality, reliability
- Accessibility
- Belief systems
- Preparation AND follow up



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3 Reliable quality

How do you really know?

- Laboratory testing type and location – ideally in a NATA accredited Australian Lab.
- Staff, equipment, tests are all certified.
- Quality assurance and controls check for trends and outliers.
- Type of testing needs the right, certified equipment – targeted PCR, sequencers, Immunohistochemistry and ELISA assays, metagenomics
- Sample handling assurances – temperature trackers
- Specificity and sensitivity
- Controls based on 'healthy cohort'



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3 Communicate the value

- Don't trip yourself up with your own attitude
- Meaning vs facts
- Car service, Gym membership, Avg clothes spend per quarter
- Benefits – easier, cheaper and a more profound impact in the long run
- Saving money and the environment on supplements that aren't needed



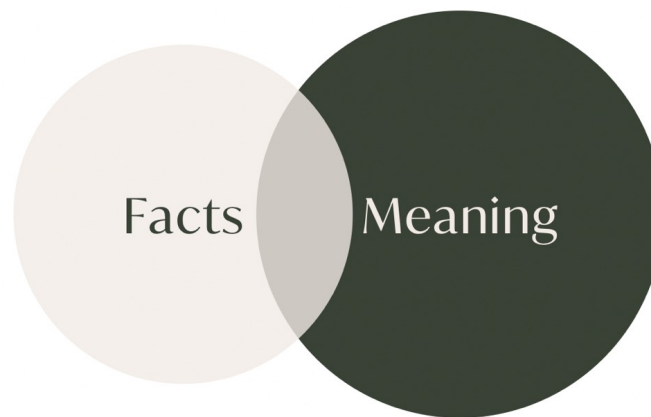
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Attitudes



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Meaning vs Facts



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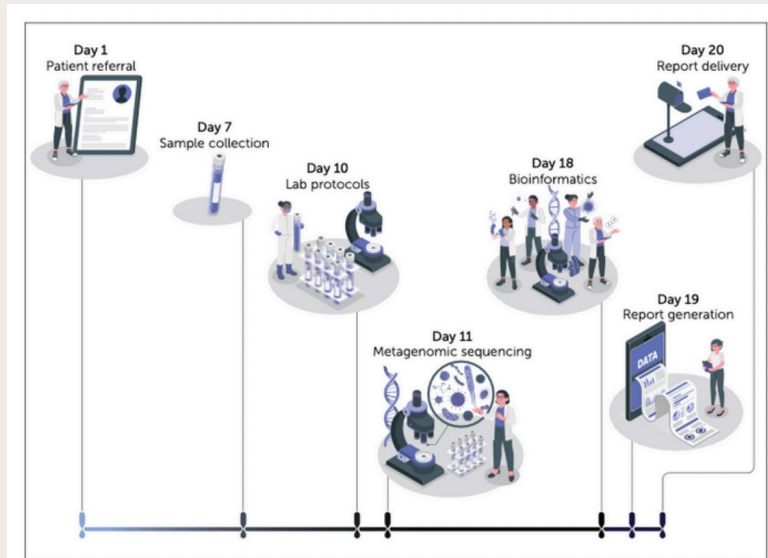
④ Communicate the value

- Confirmation, confidence, exclusion, conclusion
- Provides Baseline
- Personalised Motivation
- Prescribe it rather than suggest it
- 'Empowering tool and masterclass in your own body'
- What's the WHY?
- Clarity is kindness
- Explain the how



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Why does it take so long? The journey.



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Henry Lindlahr (1862-1924)

‘The successful doctor of the future will have to fall in line with the procession and do more teaching than prescribing.’

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5 Interpretation – don't just order it

- Follow up, report of findings or testing consult
- Do your research
- Reach out to the Co-Biome Team
- Utilise the resources on the Co-Biome practitioner portal
- Take the time to explain the results
- Empowering the client with the knowledge of their body is valuable toolkit for life
- Don't skip this bit – sometimes it feels easy to just go into prescription mode, don't
- You are giving them a masterclass in their own particular body



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6 Business models that work

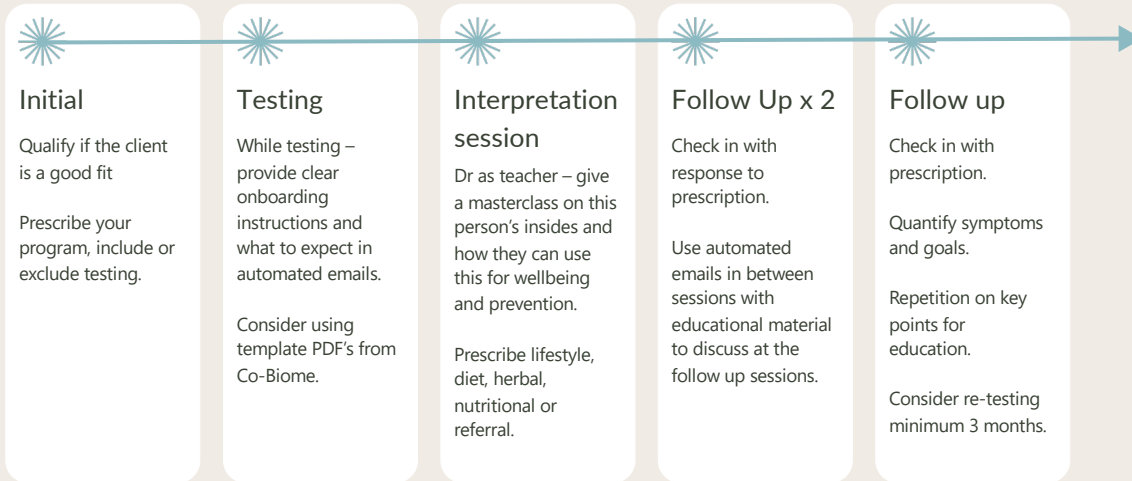
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- Offers after webinars for **existing clients** – Test and interpretation session/ follow up with added education emailed in between
- Programs/packages for **new clients** - Initial, prescribe program (include testing, follow up consults and pre recorded educational emails)
- **Bonus** use of Co-Biome infographics/PDFs/pamphlets during consultations and in automated emails during the client's program



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Example Program



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Thomas Alva Edison (1847-1931)

“The doctor of the future will give no medicine but will interest his patient in the care of the human frame, in proper diet, and in the cause and prevention of disease.”

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Contact Me or the Co-Biome Team

Biz Questions?

hello@tammyquest.com
www.tammyquest.com
 IG & FG: @tammyquests

Testing Questions?

info@co-biome.com
<https://www.co-biome.com/>
 IG: @cobiomehealth

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When to use MetaXplore™



MetaXplore™
 \$369

Clinical indications

| | |
|-------------------------|------------------------|
| Heart disease | Obesity |
| PCOS | Insulin resistance |
| Hormonal imbalance | Chemical sensitivities |
| Recurrent kidney stones | Oxalate processing |



MetaXplore™ GI
 \$489

Clinical indications

| | |
|-----------------------------|----------------------------------|
| Abdominal pain | Metabolic disease |
| IBD | Non-infectious diarrhoea |
| Autoimmune | Intestinal methanogen overgrowth |
| Constipation | Alcoholism |
| Diverticular disease | |
| Foul smelling greasy stools | |
| Weight loss | |
| Blood in stool | |
| Colorectal cancer | |
| Food sensitivity | |



MetaXplore™ GI Plus
 \$529

Clinical indications

Chronic signs and symptoms of a pathogen infection, including loose stools, frequent defecation, weight loss, bloating, abdominal pain, nausea, vomiting
 History of overseas travel or exposure to environments with reduced sanitation
 Suspected or diagnosed post-infective IBS

When in doubt, go for the most comprehensive test



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Why choose MetaXplore™?

Accelerate the management of GI disorders

✓ Get answers on red flags, inflammation, gut terrain and dysbiosis.

Act on personalised gut microbiome data

✓ 18 pathogens, 21 gut health markers and over 28K microbial species.[^]

Tailor your treatment plans

✓ 80+ diet, lifestyle and probiotic, prebiotic, nutrient and polyphenol insights tailored to each patient.

Comprehensive coverage

✓ 60X more sensitive and 16X more specific compared to standard gut tests.*

Stay across cutting - edge science

✓ Leverage one of the markets most extensive science reviews of over 1200 peer-reviewed papers that spanned over 7k hours and 300 research questions.

Fast track microbiome interpretation

✓ Get time back with your patients using the MetaXplore™ Expert summary.



[^]Can report on over 28,000 species although a typical healthy sample will contain between 110 - 244 species. *Microba Community Profiler compared to other metagenomic classifiers. The MetaXplore™ range has been developed for adults 18 years or older and the microbiome results are compared to a cohort of healthy adults, or intended for adults 18 years or older only. Some microbiome outputs are intended for research use only (RUO). The MetaXplore™ range is intended only to be available for purchase through a professional.



Initial consultation: Communicating the value of gut microbiome testing

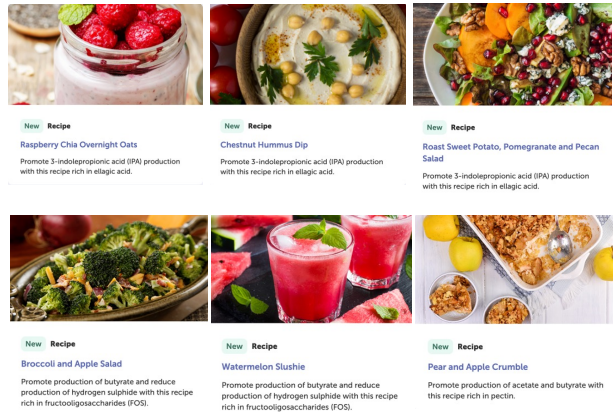
Preparing your patient for testing



<https://www.co-biome.com/testing/>

Follow-up consultation: Delivering the results and patient management plan

Support patient behaviour change with patient handouts and recipes



[Access Education via the Practitioner Portal](#)

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NOW AVAILABLE
MetaXplore™ Expert Summary

Your fast track to microbiome interpretation

- A clear summary of results, right at the top.
- Understand indications quickly and save time.
- Informed by cutting-edge Microba science.



CO-BIOME

Kylie Kingston
Sex: Female
DOB: 28 May 1968

OVERVIEW

- Summary
- Results
- Pathogen Panel

HEALTH CATEGORIES

- Intestinal Motility
- Intestinal Inflammation
- Intestinal Barrier
- Systemic Inflammation
- Detox / Retox
- Digestive Secretions

OTHER TESTING

- Emerging Metabolites
- Diversity

DEEP ANALYSIS

- Species Table
- Insights

Report ID: R124080001261
Sampling: 10:30am, 18 July 2023 (AEST) - Report released: 04:23pm, 28 August 2024 (AEST)

Kylie Kingston

Report Notes
Approved by Prof. Paul Griffin, Microbiologist.

Expert Summary

A clinical analysis of the patient's test results, summarised by our team of specialists.

There is evidence of intestinal permeability and an indication of reduced mucosal immune defence.

Zonulin is high (800µg/mL). Zonulin is a marker of increased intestinal permeability. Elevated zonulin is seen in patients with active coeliac disease, type 1 diabetes mellitus, metabolic syndrome, obesity, autoimmune disease, inflammatory diseases, neoplastic diseases, high faecal histamine, following high intensity exercise, and acute psychological stress.

Secretory IgA levels are low (244.83 µg/g). Secretory IgA plays a role in preventing adherence of microbes to mucosal sites. Reduced secretory IgA may be seen with increased fasting blood glucose in obese patients. Results should be interpreted in the context of the patient's clinical presentation.

Borderline low pancreatic elastase (187.19 µg/mL) should be considered in the context of clinical presentation. Review clinical symptoms and, if warranted, consider further investigation.

This microbiome contains methane-producing archaea at high levels compared to the healthy cohort. Around one-third of microbiomes contain methanogens. High levels of methane-producing archaea may contribute to reduced intestinal motility.

There is a low level of acetate producing microbes compared to the healthy cohort. Acetate will reduce inflammation when the system is in its normal state but will enhance the immune response when the immune system is activated.

The targeted pathogen panel did not detect the presence of pathogenic bacteria or parasites.

* Some clinical microbiome measures are unvalidated and information provided is based on the professional expertise of the author.

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