

# FUNCTIONAL MEDICINE

Welcome! We are so excited to begin this journey of healing with you. Let's start with the basics:

## WHAT IS FUNCTIONAL MEDICINE?

Functional Medicine is a scientifically based approach that focuses on addressing and identifying the root cause of symptoms and/or preventing future disease. Each symptom, diagnosis, genetic makeup, family history, environmental trigger, food, toxin exposure and life event is thought to contribute to an individual's illness.

Therefore, diagnosis is not just one simple answer. A diagnosis can be the result of more than one cause. It is our job to map out these causes and tie them together, just like a puzzle. I string together many triggering events or exposures and discover why you are suffering from a disease. From there, we treat the "why."

## HOW CAN IT HELP ME?

Have you ever been wondering why you don't feel well all the time? Do you have nagging symptoms like fatigue, headaches, weight gain, hormonal dysfunction, mood changes, immune flare ups, etc.? Or do you suffer from any of these:

- Adrenal Dysfunction
- Autoimmunity
- Cardiovascular Disease
- Gastrointestinal Disease
- Leaky gut, SIBO, food intolerances
- Irritable Bowel Syndrome
- Infertility
- Mental Health Conditions
- Men's Health
- Metabolic Conditions
- Neurological Conditions
- Skin Conditions
- Thyroid Conditions
- Women's Health

## HOW WE MAP IT OUT?

Through an extensive medical symptoms questionnaire and lengthy patient history, we compile a list of tests the patient should complete. These can include blood-work, functional tests or further questionnaires. Functional Medicine looks at "optimal" ranges of tests rather than pathological ranges, and ratios and patterns of tests are also evaluated. Even the smallest result can mean the biggest changes.

Blood-work Analysis & Functional Tests including but not limited to:

- Cardiometabolic testing
- Cortisol testing
- Environmental toxicity
- Enzymatic function
- Female/Male Hormones
- Food sensitivity testing
- Genetic testing
- Gut Analysis-assess digestive function, intestinal inflammation, and the microbiome to reveal essential information about the root cause of many common gastrointestinal symptoms such as gas, bloating, indigestion, abdominal pain, diarrhea, and constipation
- Heavy Metal Testing
- Micronutrient testing-Take an at-home urine test and/or blood prick test to evaluate your needs for specific nutrients such as antioxidants, B-vitamins, minerals, essential fatty acids, digestive support, and amino acids. This test allows for precise, targeted, and measurable nutrition therapies.
- Neurotransmitter testing
- SIBO testing

## WHY IS FUNCTIONAL MEDICINE SO IMPORTANT?

Recent research has shown that over 40% of Americans suffer from chronic illness. In Functional Medicine, we believe there is no reason anyone should suffer from illness. Furthermore, even if you do not have an illness, why not optimize your health? It is our job to peel back the layers, find out why this happened and focus on the triggering event(s). It is also our job to prevent you from getting an illness down the road! By treating the why, it is not a band-aid over the problem, but a rooted treatment from the ground up.

## WHAT HAPPENS NEXT?

After investigating the patient history and analyzing the test results, a plan of action is put together. The next step is for the patient to be ready to move forward into a healthy life. The plan can include dietary changes, daily supplements and overall lifestyle changes. In Functional Medicine, no person should wear their symptoms like a Scarlet Letter-it is possible to rid yourself of disease. We set weekly/monthly check ins to re-evaluate symptoms and supplements, and never leave you stranded. Your health is a journey, and we are here for that ever-changing route.



# What else is included in the Functional Medicine journey?

Functional Medicine works hand in hand with Functional Nutrition, Chiropractic and Acupuncture, and here's how!

## Why a dietitian is important for your journey...

**Functional Nutrition** emphasizes the importance of high quality foods and phytonutrient diversity to address clinical imbalances and move individuals toward the highest expression of health. Through advanced nutrition assessment and a thorough Functional Medicine based history, we develop personalized therapeutic interventions that promote optimal health and prevent diet- and lifestyle-related disease.

You are unique! You have your own genetic makeup, health history, and lifestyle. Your nutrition plan should be unique to your individual body, too! Here at Inspired, we use individualized food therapy as a natural medicine to help restore balance, replete nutrient deficiencies, heal the gut, and more. We honor the fact that food is not only fuel for your body, but also an extremely useful tool to help us address the underlying cause of your condition. There are no generic meal plans or handouts, because each individual person is different! Together, we will work to find a nutrition plan that is realistic for your lifestyle, while also reducing unwanted symptoms and restoring balance in the body **so you can feel your very best!**

## What about chiropractic and acupuncture?

With functional medicine, we've got the labwork, internal analysis, supplements, nutrition changes and lifestyle changes under control. But imagine your body as a giant freeway, with on ramps and off ramps all leading in different directions. What if there is a traffic jam, or a disconnect in the roads? That is where chiropractic and acupuncture come in. These incredible practices help to re-wire the nervous system and remove blockages that may be preventing the body from healing. Both chiropractic and acupuncture work with the functional medicine process because they work to realign the nervous system and support a parasympathetic (calm) state that promotes your ultimate, greatest healing.

**Chiropractic** involves manual manipulation, breath work, muscle releases and movement analysis in order to help your body return to its most mobile, strong self. **Acupuncture** involves the use of needles on meridians (think body freeways) and removes blockages on these freeways and promotes a nervous system reset.

**Conditions treated with chiropractic and acupuncture:** Addiction Behaviors, Anxiety, Arthritis, Asthma, Depression, Digestive ailments, Menstrual Cycle Issues, Fatigue, Migraines, Back Pain, Sinusitis, Neurological Conditions, Strains/Sprains, Tight Muscles, Disc Conditions and a number of other general musculoskeletal conditions



# Expectations vs. Agreements:

We are so proud of you for taking action steps towards healing. We are honored to be on this journey with you. One of the most important things we need to discuss is expectations vs agreements. Agreements are such a powerful way to know we are on the same page and moving in the same direction, with the freedom to express our needs along the way. We *urge* patients to understand that health is a journey. Functional Medicine is not a quick fix, this is a healing process and journey. We want you to understand the following expectations vs agreements of care. With these, we can provide you the best possible care all while helping you to understand what this journey will bring you.

## EXPECTATIONS:

1. Functional Medicine is a journey, which will entail lifestyle changes including:

- dietary changes
- toxin reduction
- physical activity changes
- cleaning/body product switches
- supplement usage
- emotional counseling
- and so much more!

2. Timeline for healing can be anywhere from 3 months to 2 years. It takes time to undo a lifetime of health patterns.

3. You are ultimately responsible for your health and the changes you choose to make. You will receive guidance from the doctor, but the changes are up to you. You've got this!

4. We expect all patients to follow a protocol for minimum 3 months in order to see lasting changes. For 6 weeks, we like to see you weekly. This holds you accountable to embark on this journey together and dedicate the time to yourself. Remember, Rome wasn't built in a day!

## AGREEMENTS:

1. We agree to share our thoughts and opinions on your care plan. We value each other's input, but we agree that as the doctor, I have the confidence to do the research for us and come up with the final decision, all things being considered.

2. We agree that we are both open to communication at all hours of the day and night, with the understanding that we will reply to each other within 48 hours. If we need more time, we will communicate this. If the questions or concerns require an appointment, this will be communicated and arranged. Appointments requiring a case review may be scheduled at a later date due to the doctors' planning schedule.

3. We agree that products recommended will be purchased through Fullscript unless otherwise communicated, as this is a trusted source for purchasing supplements and allows proper record-keeping for us. This is also a way we keep our in-office costs lower. More to come on this in a few pages.

4. We agree that all recommendations given are for the most profound healing effect on your mind and body. Therefore, we agree they will be carried out as discussed to the best of your ability. If there are questions or if something just doesn't vibe with you right now, that's ok! This is about YOU, so let's also agree vulnerability and radical honesty is part of this journey. I will agree to completely respect where you are physically and mentally, and I will use all of my best resources and knowledge to guide you in any way I can.



# Appointment Timeline

## **Visit 1**

Medical History taken, Complete new patient visit checklist, Order test kits and bloodwork, Financial discussion, Expectations/agreements for future appointments set, Plan visit to see dietitian, Discuss any immediate lifestyle suggestions, Order supplements from Fullscript, Bloodwork script given, Test kit explained/ordered

## **Visit 2** (1 day -2 weeks later)

Meet with dietitian, Food & mood journal completed/reviewed on Practice Better, Order/Review Fullscript supplements, Progress questionnaire given, Mindset and prepping for your healing journey, Website review (where to order/message/find results)

## **Visit 3** (1-4 weeks later)

Meet with dietitian, Symptom review, Bloodwork or test kit results reviewed, More tailored supplements given, Review progress on dietary changes or give nutrition protocol, Assess goals, Mindset discussion, Exercise plan discussed, Refer for chiropractic, massage, acupuncture

## **Visits 4** (About 1-4 week later or when test results are in)-

Symptom check in, Supplement check in, Review food log, Review goals, Kit review if applicable, Mindset visit to help with changes, Exercise check in, Prioritize healing timeline (i.e. First gut healing, then hormones, followed by immune check in)

## **Visits 5-Beyond** (weekly/monthly check ins)

Symptom check in, supplement update, review need for further testing, musculoskeletal treatment, acupuncture treatments, toxin burden. Review kit results. Discuss any of the following: pantry clean out, individualized goals, mindset shift, exercise, emotional support, supplements/treatment questions. Visits vary depending on the patients needs.

We would like all patients to set weekly appointments for six weeks, but we schedule results review appointments in the order the results are received. A case review is completed by the doctor before your appointment, and your appointment is scheduled on the next available date after your results have been reviewed. Completing your test kit ASAP allows for us to review your results in a timely manner. Weekly check-ins with various providers/services are what makes it possible for you to see the greatest change and to dedicate the time to heal yourself! You may see one of our doctors for functional medicine, chiropractic, acupuncture or massage as well as our dietitian for nutrition and lifestyle support several times before we review your results. These visits are all a very important part of your progress and provide community and accountability.





# Frequently Asked Questions

Congratulations on wanting to learn more about living well. I am honored that you're taking the time to investigate us on your journey towards becoming healthy, staying pain free and living your best life!

## WHAT DOES TREATMENT CONSIST OF?

Supplement changes, dietary advice, physical activity changes, stress reduction techniques, cleaner/beauty care switches, and so much more.

## HOW MANY VISITS DOES IT TAKE?

Expect a minimum of 6 visits, and monthly check ins are strongly recommended after the first 5. See timeline for more details. The purpose of your first six visits are to get you started, after that you will need regular check-ins and updates, this process usually takes a year or more to truly make a lasting change.

Please note: Only one test kit or bloodwork result will be reviewed per visit due to time

## HOW MUCH DO SUPPLEMENTS COST?

Typically, Between \$100-\$300/month depending on your care.

## DOES EVERYONE NEED BLOODWORK?

Yes. It is key for the doctors to review recent bloodwork/metabolic functions of the body in order to guide care.

## DOES EVERYONE NEED A FUNCTIONAL KIT?

Not necessarily. The need for kits will be discussed in your first visit.

## WHAT IS THE COST OF FUNCTIONAL KIT TESTING?

Functional kits can range from \$250-\$800 depending on the kit. Some of these can utilize insurance, however it is the patient responsibility to verify kit insurance coverage. We cannot verify this in the office.

### Do you have a payment plan?

We offer a package of 10 visits plus two interpretation fees for 10% off **if paid in full**. This saves you \$120! The second interpretation fee can also be used for an office visit. **Ask about our Care Credit option for financing!**

## WHY DO I NEED SUPPLEMENTS?

Today's food supply unfortunately does not contain enough nutrients to satisfy the needs of our body. Almost every patient will receive a supplement plan via our online dispensary Fullscript.

According to the Federal Food, Drug, and Cosmetic Act, as amended, Section 201(g)(1), the term drug is defined as an 'article intended for use in the diagnosis, cure, mitigation, treatment, or prevention of disease.' Technically, supplements are not classified as drugs. However, these substances can have significant effects on physiology and chemistry of the body. In this office, we make individualized recommendations regarding use of supplements and nutritional counseling in order to supply nutrition to support the physiological and biomechanical processes of the human body. The goal of these supplements are to support metabolic function and have a specific goal for each patient. Use of supplements may be safely used with medications (drugs), however interactions can occur. It is key that you keep all health care providers fully informed about each medication and supplements, herbs or hormones you are taking.

As a service to you, we make nutritional supplements available through our online dispensary called Fullscript. We love it because we have access to a variety the top evidence-based brands proven to have therapeutic effect on a multitude of conditions...all on ONE website! By utilizing a Fullscript account, you have access to the full catalog of products available through this site, along with your doctor's personalized script for you. We require you to purchase through this site, because these products are from a trusted source. Natural herbs and supplements are not regulated by the FDA, so it is important to know where you are getting your product and that they will have the therapeutic benefits we desire.

## WILL YOU GIVE ME A MEAL PLAN?

Not necessarily. Instead, the doctors provide guidance with food lists to include/exclude. We educate on food choices, but allow patients to utilize cookbooks, the internet, etc. for specific meals. Our dietitian may give you a meal plan. They tailor their guidance to your specific needs.

## WHAT IS THE KIT INTERPRETATION FEE?

We do not upcharge for kit testing within our office, however we do spend time outside of your patient visit to review your lab work. This is where the fee for our time outside of patient appointments is applicable.



# Frequently Asked Questions

## DO YOU TAKE INSURANCE?

Functional medicine office visits are not covered by insurance.

## CAN BLOODWORK BE RUN THROUGH INSURANCE?

Absolutely. We typically verify this before your first patient visit and will review your coverage with you. If you do not have lab coverage, we offer a cash lab option with ranges from \$100-\$300 for cash labs. Your insurance allowed amounts can total up to \$2000.

## HOW OFTEN DO YOU RE TEST LABS?

Depending on the case, bloodwork can be retested within 3 months or 1 year of initial testing. This is case by case. Functional kit testing is rarely re-done, but rather based off symptom changes.

## CAN I BRING OLD LABS?

Yes. We are happy to review old labs. Bloodwork can be used for current supplement treatment if it is within 3 months old, however additional testing may be necessary.

## What if I have questions/concerns about appointments?

Brief questions can be sent via Practice Better, but please call the office if an appt. is necessary. We are not available for emergencies- call 911 if suspected.

## WILL I RECEIVE A SUMMARY OF CARE?

Yes. After each visit, your Practice Better chart will be made visible with you describing what we talked about that day. \*\*\*It is STRONGLY urged to take notes during patient appointments so that you can review what we discussed.

## CAN YOU BE MY PRIMARY CARE PHYSICIAN?

We urge patients to keep their PCP especially if the need for a referral out for conventional medicine is necessary. We love to co-manage your care!

## CAN YOU PRESCRIBE ANTIBIOTICS?

In the state of Ohio, chiropractors are not able to provide prescriptions. We have a relationship with someone who can prescribe for you if necessary. You must be seen by them as a new patient and have an exam performed.

## WHAT IF I LIVE OUT OF STATE?

Drs. Melissa Manilla and Sara Perry are licensed practitioners in the state of Ohio. Outside of the state of Ohio, their services are educational only. They will not diagnose or treat medical conditions. They will educate and empower each person they work with and offer lifestyle, dietary and supplement advice only.

## ARE YOU A MEDICAL DOCTOR?

No, Drs. Melissa Manilla and Sara Perry are Doctors of Chiropractic (DC) and Dr. Melissa Manilla holds a Masters Degree in Clinical Nutrition and Functional Medicine. They received additional training from the Institute of Functional Medicine and Functional Medicine University. Therefore, we do not diagnose or treat diseases or medical conditions outside of our scope of practice. We focus our practice on promoting health and optimal function. If a diagnosis is necessary and outside of our scope, a referral will be made, and we will continue to monitor health promotion and optimal function. Our services are not meant to substitute or replace those of a medical doctor, but our programs are meant to work in conjunction with them.

**Inspired Chiropractic & Wellness is not responsible for any bills from your insurance company regarding blood work. As a service in our office, we offer insurance verification to check bloodwork coverage, but it is ultimately up to the patient to verify this coverage. We have no responsibility for any outstanding lab bills that run through your insurance.**

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Patient Signature



# What To Expect

During patient visits, please write down any information that the doctor is talking about that you would like to take forward with you. It is very important to take notes so you remember details of your visits.

Keep track of symptoms, diet, food changes, supplement reaction, and exercise changes on Practice Better. \*Patient results made visible prior to appointment by request only.\*

The doctor will review each of these at your next appointment. Journal/record however you would like to, but **please** keep track so you have something to report.

## If I have a reaction to supplements, what should I do?

Supplement reactions can occur and are somewhat normal. Try your best to decrease the dosage but remain on the supplements. If you cannot continue your regimen, discontinue and advise doctors at your next visit. You can message your doctor or dietitian on Practice Better.

If allergic responses occur (hives, breathing difficulty, etc.), contact 911 immediately.

## If I am not feeling well or have questions, what should I do?

Please contact your primary care provider or call 911 if you feel it is an emergency. Otherwise, record all symptoms and bring any questions/concerns to your next appointment. You can send a message through Practice Better, and the doctor or dietitian will get back to you within 48 business hours.










# FUNCTIONAL MEDICINE WEBSITES & PLATFORMS

THIS IS A GUIDE TO HELP YOU UNDERSTAND WHAT

EACH WEBSITE IS FOR.

LET'S GET ORGANIZED!

|                        |   |   |
|------------------------|---|---|
| <p>JANE</p>            | <ul style="list-style-type: none"> <li>• Virtual Visits (check your e-mail to log in)</li> <li>• Scheduling, &amp; appointment reminders</li> <li>• New patient forms, in addition to FMLogics</li> <li>• Insurance info &amp; payments</li> <li>• Online scheduling available</li> </ul>   |    |
| <p>PRACTICE BETTER</p> | <ul style="list-style-type: none"> <li>• Our online interactive wellness software</li> <li>• Message your provider (All providers will have access to all messages)</li> <li>• Food tracking &amp; mood journal</li> <li>• Protocols and Results are uploaded here</li> <li>• Progress Questionnaires between visits</li> </ul>   |    |
| <p>FULLSCRIPT</p>      | <ul style="list-style-type: none"> <li>• Our trusted online supplement dispensary</li> <li>• Supplement recommendations from providers with instructions for taking</li> <li>• Ordered &amp; shipped directly to your home</li> <li>• Can re-order &amp; see previous orders here</li> </ul>  |  |
| <p>FM LOGICS</p>       | <ul style="list-style-type: none"> <li>• Our online functional medicine analysis software</li> <li>• Extensive new patient history</li> <li>• Results are found in Practice Better</li> <li>• Messaging is also through Practice Better</li> </ul>  |  |
| <p>RUPA</p>            | <ul style="list-style-type: none"> <li>• Where you order your testing kits and check test status</li> <li>• Financing available through Rupa</li> <li>• You will pay Rupa directly for test kits</li> <li>• Interpretation fee paid through Jane</li> <li>• All test kit questions go through Rupa</li> <li>• <b>Case reviews and results appts are scheduled as they come in, first come, first served. Please order &amp; complete your test kit asap for timely care!</b></li> </ul> |  |



# Packages & Financing

These packages are for new patients interested in optimizing their greatest healing potential!

## Get Inspired Package:

*\*This package is the best value and the premium option for our patients\**

- For chronic and complex cases. Most patients fit into this category when they first visit us.
- Priority pre-scheduling, 1-4 weeks between appointments. We see you more frequently for better results.
- Answers in 24-48 hours on Practice Better
- 1:1 time with provider and a complementary introduction to all of our services
- Priority Case Review scheduling (We review your results first!) This saves you weeks of waiting and wondering!
- Will definitely see other providers for support- Chiropractic, Acupuncture, Nutrition, Massage
- This option is for you if you are happy to make the upfront investment for your health.
- Results timeline: 6 months- 1 year

*Includes:*

12 functional medicine visits including Plan & Prepare Day, Results Review, Mindset (\$1900 Value)

3 included visits: Chiropractic, Acupuncture & 30 Min Massage (\$350 Value)

Interpretation Fee Included (\$600 Value)

Test Kits Included (Up to \$1250)

12 dietitian visits OR 5 dietitian/5 acupuncture visits OR 9 acupuncture visits (\$925 Value)

**Total \$4175**

**Purchase In Full and Save \$417.50! Total \$3757.50**

**3 Monthly Payments \$1391.67**

## Get Started Package:

*\*Our middle tier option\**

- For less complex cases
- Priority pre-scheduling, 2-6 weeks between appointments
- Quicker Answers in 72 hours on Practice Better
- 1:1 time with provider
- Priority Case Review scheduling (We review your results faster)
- Will likely see other providers for support- Chiropractic, Acupuncture, Nutrition, Massage
- Less upfront investment in your healing
- Results timeline: 1-2 years

*Includes:*

6 functional medicine visits including Plan & Prepare Day, Results Review, Mindset (\$750 Value)

Interpretation fee (\$200 Value)

Test Kits Included (\$700 Value)

6 dietitian visits OR 4 acupuncture visits (\$475 Value)

**Total \$2375**

**Purchase in Full and Save \$237.50! Total \$2137.50**

**3 Monthly Payments \$791.67**

\*Membership portal with self-guided program, explanation videos, FAQ and monthly live Zoom calls coming soon!\*



# Packages & Financing

These packages are for current patients interested in optimizing their greatest healing potential!

## Stay Inspired Package:

*\*For Continuing Care\**

6 Follow Up Functional Medicine Visits (\$900 Value)

1 Interpretation fee- For Future Test/Bloodwork Analysis (\$200 Value)

6 dietitian visits(\$475 value)

**Total \$1575**

**Purchase in Full and Save \$157.50! Total \$1417.50**

**3 Monthly Payments \$525**

*\*Additional Testing/Bloodwork Not Included In Plan\**

## Pay as you Go:

No priority scheduling, 6-8 weeks between appts

Interpretation fee priced per test kit

Answers in 1 week on Practice Better

Case review not prioritized (We review your results as soon as we can)

Can still see other providers for support

Minimal upfront investment in your healing

Results timeline: 2-4 years

**\$150 Per Visit**

**Interpretation Fee \$100-\$200 Per Test**

**Test Kits Fees Vary**

