



What's Your Gut Telling You

David J Foreman
Herbal Pharmacist®
July 20, 2019



© Copyright 2019, Cardinal Health. All rights reserved. CARDINAL HEALTH, the Cardinal Health LOGO and ESSENTIAL TO CARE are trademarks or registered trademarks of Cardinal Health. Internal use only. All other marks are the property of their respective owners.



Disclosure

David Foreman is the President of Herbal Pharmacist Media, LLC and is receiving an honorarium for this presentation. The conflict of interest was resolved by peer review of the slide content.




© Copyright 2019, Cardinal Health. All rights reserved. CARDINAL HEALTH, the Cardinal Health LOGO and ESSENTIAL TO CARE are trademarks or registered trademarks of Cardinal Health. Internal use only. All other marks are the property of their respective owners.

Pharmacist Learning Objectives

- Discuss the importance of having a healthy gut micro biome.
- Identify other bodily functions or disease states that can be impacted by an individual's gut health.
- Recognize considerations to be made when recommending a probiotic.

Pharmacy Technician Learning Objectives

- Discuss the importance of having a healthy gut micro biome.
- List other bodily functions or disease states that can be impacted by an individual's gut health.
- Recognize situations where a pharmacists may recommend a probiotic.


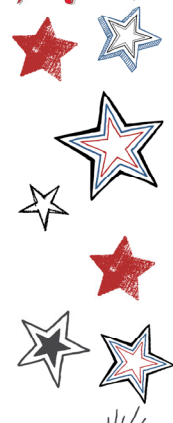


© Copyright 2019, Cardinal Health. All rights reserved. CARDINAL HEALTH, the Cardinal Health LOGO and ESSENTIAL TO CARE are trademarks or registered trademarks of Cardinal Health. Internal use only. All other marks are the property of their respective owners.

Agenda



1. **Importance of Gut Microbiome**
2. **What is impacted?**
3. **What and When to Recommend**



© Copyright 2019, Cardinal Health. All rights reserved. CARDINAL HEALTH, the Cardinal Health LOGO and ESSENTIAL TO CARE are trademarks or registered trademarks of Cardinal Health. Internal use only. All other marks are the property of their respective owners.

Inside the Numbers

- 32 Million- # of Physician office visits per year (CDC)
- 8.6 Million- # of Emergency room visits per year (CDC)
- 63 Million- # of People with Constipation*
- 135 Million- # of People with nonfoodborne Gastroenteritis*
- 76 Million- # of People with foodborne Gastroenteritis*
- 1.9 Million- # of People with IBD*
- 15.3 Million- # of People with IBS*

*National Institute of Diabetes and Digestive and Kidney Diseases



© Copyright 2019, Cardinal Health. All rights reserved. CARDINAL HEALTH, the Cardinal Health LOGO and ESSENTIAL TO CARE are trademarks or registered trademarks of Cardinal Health. Internal use only. All other marks are the property of their respective owners.

Importance of a Healthy Gut Microbiome

What is the Microbiome?



What negatively impacts the Microbiome?



Probiotics 101



© Copyright 2019, Cardinal Health. All rights reserved. CARDINAL HEALTH, the Cardinal Health LOGO and ESSENTIAL TO CARE are trademarks or registered trademarks of Cardinal Health. Internal use only. All other marks are the property of their respective owners.

What is the Microbiome?



The human microbiota consists of the 10-100 trillion symbiotic microbial cells harbored by each person. These include not only bacteria but fungi, parasites, and viruses.



There is a reported gene catalog of 3.3 million non-redundant genes in the human gut microbiome (compared to the ~22,000 genes present in the entire human genome).



20-minutes after birth, the microbiota of vaginally delivered infants resembles the microbiota of their mother's vagina while infants delivered via Cesarean section harbor microbial communities typically found on human skin.

© Copyright 2019, Cardinal Health. All rights reserved. CARDINAL HEALTH, the Cardinal Health LOGO and ESSENTIAL TO CARE are trademarks or registered trademarks of Cardinal Health. Internal use only. All other marks are the property of their respective owners.

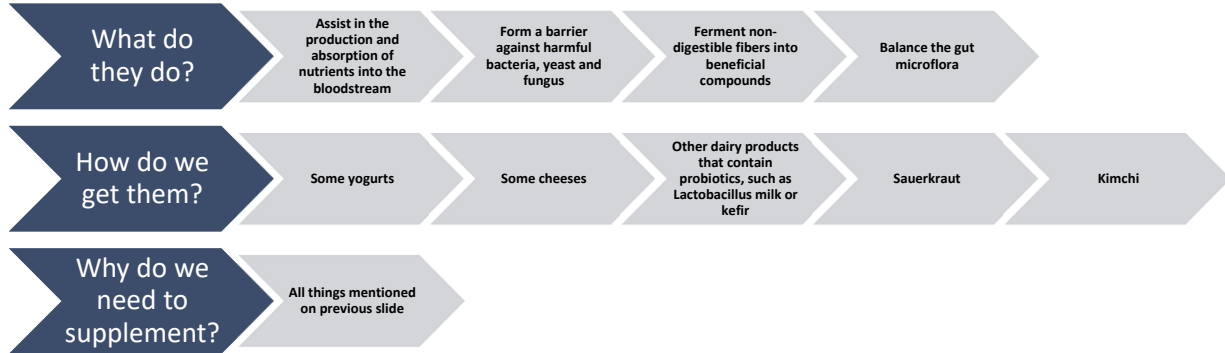
What Negatively Impacts the Microbiome?

- Age
- Medications
- Chlorinated Water
- Radiation or Chemotherapy
- Diet (High fat and/or Low Fiber)
- Travel

- Smoking
- Alcohol
- Contaminated Foods/Beverages
- Consuming Non-Organic F/B
- High Intensity Sweeteners
- Constipation

© Copyright 2019, Cardinal Health. All rights reserved. CARDINAL HEALTH, the Cardinal Health LOGO and ESSENTIAL TO CARE are trademarks or registered trademarks of Cardinal Health. Internal use only. All other marks are the property of their respective owners.

Probiotics 101



© Copyright 2019, Cardinal Health. All rights reserved. CARDINAL HEALTH, the Cardinal Health LOGO and ESSENTIAL TO CARE are trademarks or registered trademarks of Cardinal Health. Internal use only. All other marks are the property of their respective owners.

Action Question #1



Where can you impact patient gut health in your practice setting?

© Copyright 2019, Cardinal Health. All rights reserved. CARDINAL HEALTH, the Cardinal Health LOGO and ESSENTIAL TO CARE are trademarks or registered trademarks of Cardinal Health. Internal use only. All other marks are the property of their respective owners.

Action Question #2




What areas of health in your own life have been impacted by having poor gut health?



© Copyright 2019, Cardinal Health. All rights reserved. CARDINAL HEALTH, the Cardinal Health LOGO and ESSENTIAL TO CARE are trademarks or registered trademarks of Cardinal Health. Internal use only. All other marks are the property of their respective owners.

What is Impacted by the Microbiome



<input type="checkbox"/> Immune Health	<input type="checkbox"/> Blood Sugar
<input type="checkbox"/> Cardiovascular Health	<input type="checkbox"/> Metabolic Syndrome
<input type="checkbox"/> Digestive Health	<input type="checkbox"/> Allergies
<input type="checkbox"/> Obesity	<input type="checkbox"/> Inflammation
<input type="checkbox"/> Nervous System Health	<input type="checkbox"/> Nutrient Digestion, Absorption, etc.
<input type="checkbox"/> Skin Health	<input checked="" type="checkbox"/> Any Body System 



© Copyright 2019, Cardinal Health. All rights reserved. CARDINAL HEALTH, the Cardinal Health LOGO and ESSENTIAL TO CARE are trademarks or registered trademarks of Cardinal Health. Internal use only. All other marks are the property of their respective owners.

Immune Health



Support overall immune function



Inhibition of Cancer



Prevention/Elimination of Yeast Infections



Protect against HPV



Protect against pathogenic bacteria, yeast or fungi overgrowth



Break down harmful Toxins



© Copyright 2019, Cardinal Health. All rights reserved. CARDINAL HEALTH, the Cardinal Health LOGO and ESSENTIAL TO CARE are trademarks or registered trademarks of Cardinal Health. Internal use only. All other marks are the property of their respective owners.

Cardiovascular Health



Decreased Cholesterol

Decreased Blood Pressure

Decreased Obesity

Decreased Metabolic Syndrome

Decreased Arterial Stiffness



© Copyright 2019, Cardinal Health. All rights reserved. CARDINAL HEALTH, the Cardinal Health LOGO and ESSENTIAL TO CARE are trademarks or registered trademarks of Cardinal Health. Internal use only. All other marks are the property of their respective owners.

Digestive Health



Constipation

Canker sores

Diarrhea

IBS

Crohn's disease

Cholic

Lactose intolerance

GERD/Acid Reflux

Ulcerative Colitis

Inhibit H. pylori

© Copyright 2019, Cardinal Health. All rights reserved. CARDINAL HEALTH, the Cardinal Health LOGO and ESSENTIAL TO CARE are trademarks or registered trademarks of Cardinal Health. Internal use only. All other marks are the property of their respective owners.

Nervous System & Gut/Brain Connection



Overall Mood

Sleep

Depression

Alzheimer's

Neurotransmitter imbalances

ADD/ADHD

© Copyright 2019, Cardinal Health. All rights reserved. CARDINAL HEALTH, the Cardinal Health LOGO and ESSENTIAL TO CARE are trademarks or registered trademarks of Cardinal Health. Internal use only. All other marks are the property of their respective owners.

Skin Health



Acne

Eczema

Psoriasis

© Copyright 2019, Cardinal Health. All rights reserved. CARDINAL HEALTH, the Cardinal Health LOGO and ESSENTIAL TO CARE are trademarks or registered trademarks of Cardinal Health. Internal use only. All other marks are the property of their respective owners.

Blood Sugar



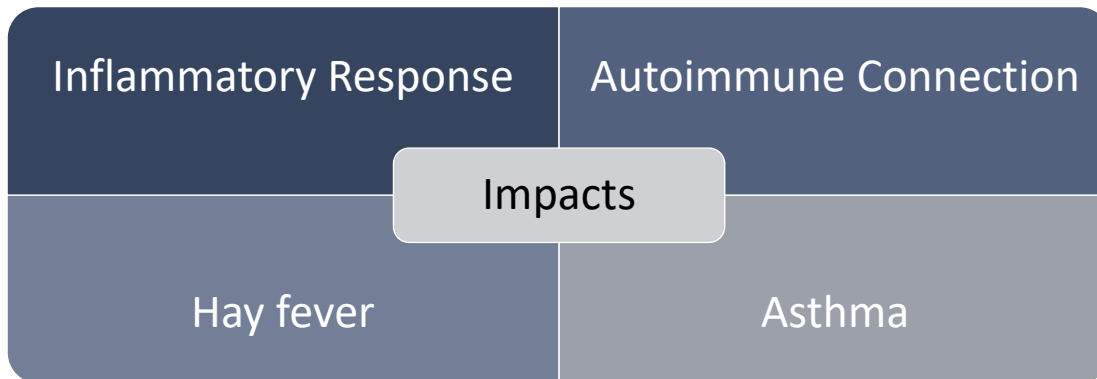
Diabetes: Both Type 1 and 2

Impact on Obesity

Metabolic Syndrome

© Copyright 2019, Cardinal Health. All rights reserved. CARDINAL HEALTH, the Cardinal Health LOGO and ESSENTIAL TO CARE are trademarks or registered trademarks of Cardinal Health. Internal use only. All other marks are the property of their respective owners.

Food Allergies/Sensitivities



© Copyright 2019, Cardinal Health. All rights reserved. CARDINAL HEALTH, the Cardinal Health LOGO and ESSENTIAL TO CARE are trademarks or registered trademarks of Cardinal Health. Internal use only. All other marks are the property of their respective owners.

Inflammation



- Decreased allergies and sensitivities
- Impact on the immune system
- Reduce pro-inflammatory markers
- Help produce anti-inflammatory metabolites
- Shown to impact in inflammatory conditions such as:
 - RA, UC, IBS, IBD, Psoriasis, Eczema, etc.

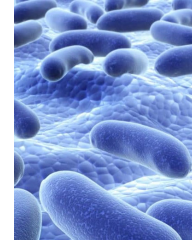


© Copyright 2019, Cardinal Health. All rights reserved. CARDINAL HEALTH, the Cardinal Health LOGO and ESSENTIAL TO CARE are trademarks or registered trademarks of Cardinal Health. Internal use only. All other marks are the property of their respective owners.

What and When to Recommend Probiotics



- Patient Prescriptions or OTC use
- Patient Lifestyle
- Patient Disease State(s)
- Formulation and Miscellaneous considerations



© Copyright 2019, Cardinal Health. All rights reserved. CARDINAL HEALTH, the Cardinal Health LOGO and ESSENTIAL TO CARE are trademarks or registered trademarks of Cardinal Health. Internal use only. All other marks are the property of their respective owners.

Patient Medications

- Antibiotics
- Cancer/Radiation Treatment
- Steroids
- NSAIDS
- Antacids
- Proton Pump Inhibitors
- Hormones



© Copyright 2019, Cardinal Health. All rights reserved. CARDINAL HEALTH, the Cardinal Health LOGO and ESSENTIAL TO CARE are trademarks or registered trademarks of Cardinal Health. Internal use only. All other marks are the property of their respective owners.

Patient Lifestyle



Smoker	
Alcohol use	
Eats Non-organic	
Drinks non-purified water	
Consumes High-Intensity Sweeteners	



© Copyright 2019, Cardinal Health. All rights reserved. CARDINAL HEALTH, the Cardinal Health LOGO and ESSENTIAL TO CARE are trademarks or registered trademarks of Cardinal Health. Internal use only. All other marks are the property of their respective owners.

Patient Disease State(s)



Immune Health	Blood Sugar
Cardiovascular Health	Metabolic Syndrome
Digestive Health	Allergies
Obesity	Inflammation
Nervous System Health	Nutrient Digestion, Absorption, etc.
Skin Health	Any Body System



© Copyright 2019, Cardinal Health. All rights reserved. CARDINAL HEALTH, the Cardinal Health LOGO and ESSENTIAL TO CARE are trademarks or registered trademarks of Cardinal Health. Internal use only. All other marks are the property of their respective owners.

Formulation and Miscellaneous Considerations

- High Potency
- Multiple Strains
- Delivery System Used
 - Shelf Stable, Refrigeration?, ability to bypass stomach acid, etc.
- Non-Dairy
 - Only if patient has dairy issues
- Blended in a fiber base (pre-biotics)
- Non-GMO
- Labeling & Expiration
 - CFUs, Upon Manufacture, Upon Expiration
- Patented/Scientifically Proven bacteria



© Copyright 2019, Cardinal Health. All rights reserved. CARDINAL HEALTH, the Cardinal Health LOGO and ESSENTIAL TO CARE are trademarks or registered trademarks of Cardinal Health. Internal use only. All other marks are the property of their respective owners.

Action Question #3

What actions would you take to engage your family or patients to utilize probiotics?



© Copyright 2019, Cardinal Health. All rights reserved. CARDINAL HEALTH, the Cardinal Health LOGO and ESSENTIAL TO CARE are trademarks or registered trademarks of Cardinal Health. Internal use only. All other marks are the property of their respective owners.



How to Engage your Patient?

- Listen to them
 - Expressed interests or complaints
- Talk to them
- Medication use
 - Evaluate their list of meds or OTC purchases
- General Health and Wellness
- This isn't an upsell, you care about their health and wellbeing!

© Copyright 2019, Cardinal Health. All rights reserved. CARDINAL HEALTH, the Cardinal Health LOGO and ESSENTIAL TO CARE are trademarks or registered trademarks of Cardinal Health. Internal use only. All other marks are the property of their respective owners.



David@herbalpharmacist.com
727-470-8855

© Copyright 2019, Cardinal Health. All rights reserved. CARDINAL HEALTH, the Cardinal Health LOGO and ESSENTIAL TO CARE are trademarks or registered trademarks of Cardinal Health. Internal use only. All other marks are the property of their respective owners.