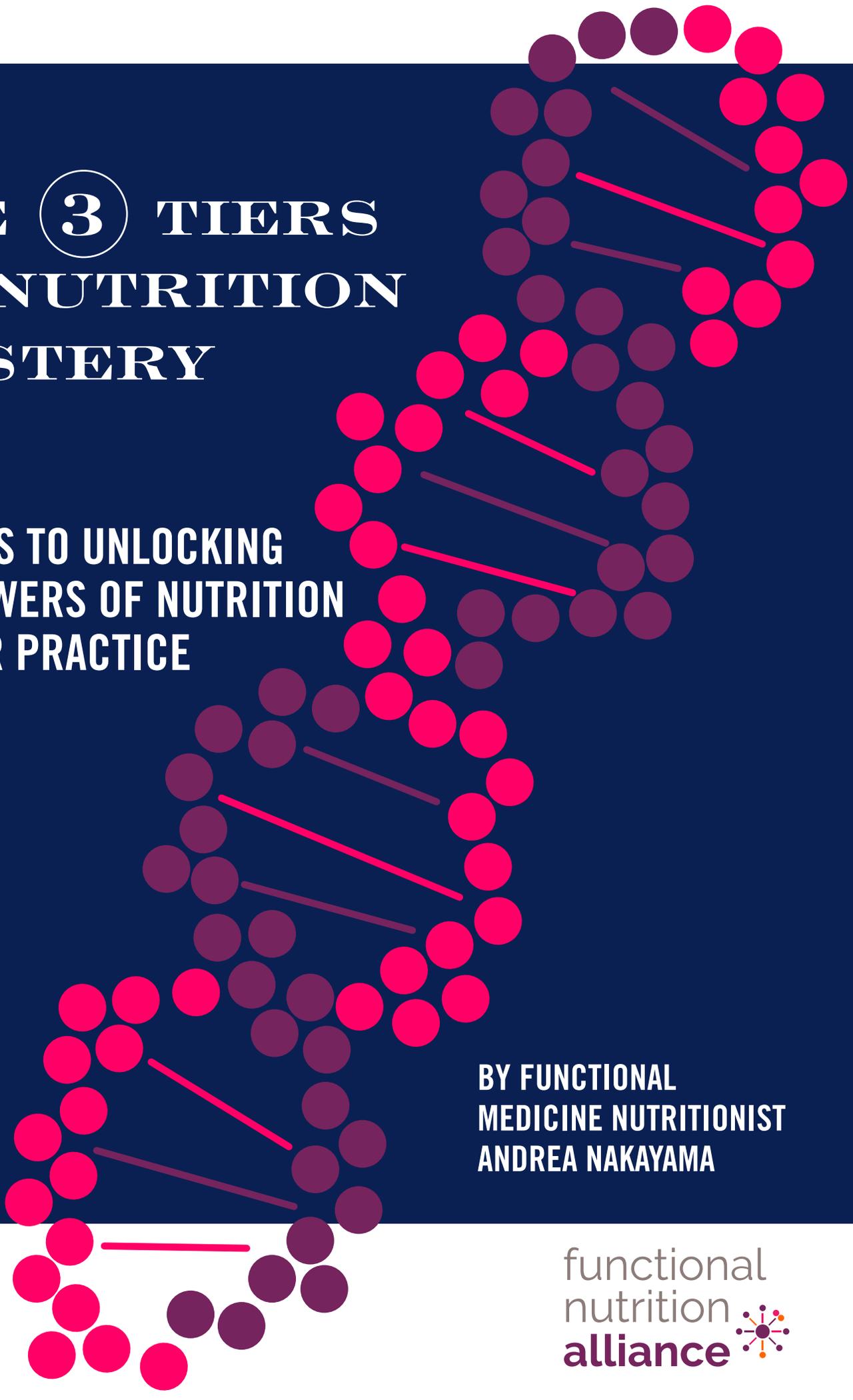


THE **3** TIERS OF NUTRITION MASTERY

SECRETS TO UNLOCKING
THE POWERS OF NUTRITION
IN YOUR PRACTICE

BY FUNCTIONAL
MEDICINE NUTRITIONIST
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nutrition
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I designed this system to support the practitioners in my clinic, as well as those that I teach in Full Body Systems, to unlock the hidden powers of nutrition in health and medicine. This is because, when done properly (ie. functionally!) nutrition can be the key to restoring health to the people seeking your help. It's the principles outlined here that have enabled us to help people who were unable to find relief before, despite their best efforts (and even those of their doctors!). I want to share this system with you so *you* can have the same success in your practice.

These 3 tiers establish a framework and systematic approach that will allow you to work with anyone who walks in your door—to help them to *finally feel better*.

One of the biggest secrets in my successful nutrition clinic is this: We not only address the diagnosis that our clients have, but we also (and primarily!) address the environment in which our client's illness or dysfunction exists.

This is what **nutrition mastery** is all about.

Principle #1 to Nutrition Mastery—Leverage the power of epigenetics

Epi- is a prefix taken from Greek that means “upon, at, by, near, over, on top of, toward, against, among.” Epi-genetics are the factors that bathe your client's genes, literally turning disease and dysfunction ‘on’ or ‘off.’ Every illness is influenced by epigenetics.

Nutrition and lifestyle modification influence signs, symptoms, and disease states by way of epigenetics. With your help and know-how, your clients can make the habit changes that lead to healthier gene expression, which means less of the signs and symptoms that plague them!

Nutrition Mastery = Epigenetic Mastery

Epigenetic Mastery: Having the skills to guide your client in such a way that all controllable health factors are addressed. When you help them take charge of their internal and external environments, you catapult their health, and your success.

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Now I want to share my secrets so that you, too, can be a nutrition master and help the people you're most eager to help.

TIER 1 THE NON-NEGOTIABLES

Tier One is the foundation of any healing protocol. It's based on the principle of "root cause resolution" that states *you must first remove obstacles* to cure.

At the Functional Nutrition Alliance clinic we call this step 'clearing the muddy waters,' and it means that we help to eliminate the biggest inflammatory culprits in one's **diet and lifestyle** before moving on to more complex measures.

There are some items that are Non-Negotiables for anyone who just isn't feeling well. This includes the elimination of refined sugar, gluten, and dairy, to start. There will also be many Non-Negotiables that are **specific to each individual**. These may take time to tease out. (This is where your work truly comes in!)

Personalized Non-Negotiables may include further dietary elimination protocols (more inflammatory foods, high histamine foods, hard to digest proteins—all based on the singular needs of the individual, and not on any one set protocol). Non-Negotiables may also include habits and routines such as a set bedtime, meditation, ample hydration, community connection, and more.

These unique Non-Negotiables are found by using tracking tools that I share inside **Full Body Systems**, in our *Practitioner Mastery Toolkit*.



DEFICIENCY TO SUFFICIENCY

This tier is about creating a solid infrastructure that allows for healing to occur.

The body cannot fully function, let alone heal, in the face of deficiencies. As an example, certain key nutrients are required for the thyroid to create its hormones. If those nutrients are missing from the body—due to insufficiencies in the diet or digestive malabsorption—then the problem will manifest as hypothyroidism. The key to working as a nutrition master is to recognize that the particular dysfunction—in this case, hypothyroidism—and the symptoms it creates, may have their roots in a physiological or nutritional deficiency. Remedy the deficiency, and you’ve taken a giant step towards helping your client feel better.

Deficiencies can be in key nutrients (macro, micro and even phyto), but also in biological factors such as secretions, hormones, neurotransmitters, types of white blood cells, and even barrier functions. Deficiencies may also be in microbial diversity.

It should always be considered that certain restricted diets (even of the healing sort), can lead to deficiencies if adhered to for long periods of time.

This level of care is about **uncovering and addressing the deficiencies** your client may have. Note: You do not necessarily need labs to uncover deficiencies! Using nutrition tracking tools, as well as the Functional Nutrition Matrix, you can bring to light where your client is missing key nutrients that can be addressed through lifestyle, dietary, and possibly even supplemental intervention.

As a nutrition master, Tier 2 is considered either during or after the process of addressing the Non-Negotiables from Tier 1, and , in most cases, before attempting to work into Tier 3.

Note: Tier 1 and Tier 2 are NOT less important or impactful than Tier 3. In fact, it is working in Tiers 1 and 2 that you can make the biggest difference—both for your clients and for healthcare at large. Tier 1 and Tier 2 address the terrain of your client’s physiology—a necessity before moving on to Tier 3. And sometimes working with Tiers 1 and 2 is enough to relieve your client’s suffering altogether!

*This thinking is supported by the analogy of **36 Holes in the Roof** coined by one of the leading Functional Medicine researchers in the realm of Alzheimer’s.*



DISMANTLING DYSFUNCTION

Once we've primed **the environment within** for healing and remedy, deeper diagnoses as well as residual signs and symptoms can be further identified and addressed. This is where we might better be able to both see and attend to those "root causes" that we hear so much about.

Think about the phrase "to take root"...

There are a number of patterns and habits that can "take root" within the body's systems. For example, chronic inflammation can be rooted in myriad factors including:

- an immune response due to gut hyperpermeability
- past instances of an infection such as food poisoning
- a car accident that happened 20 years ago after which the pain never fully resolved

Hormone imbalances can be rooted in:

- an emotional response to the death of a loved one
- blood sugar challenges established from a lifetime of imbalanced eating
- cellular receptivity issues

These root causes—or "triggers" as they are often called—can manifest as a diagnosis such as Hashimoto's or fibromyalgia or diabetes. Yet by now you should be able to see that those roots only exist in an environment that was ripe for those dysfunctions to "take root."

Dysfunctional patterns in the body can be set in motion from any number of events, and usually from more than one—meaning they're **multifactorial** (ie. not due to just one factor, but instead many factors).

The next step is to dismantle the pattern once the terrain is more clear. This may come from using practices or treatments that are familiar to you for addressing those conditions, or by partnering with a practitioner who is better informed in such techniques.

Whatever your role on the healthcare team, your ability to address Tiers 1 and 2 are crucial. Nobody else in healthcare is doing this. You are the missing piece in the healthcare revolution. Tier 3 issues are the **downstream result of many upstream factors**. Your understanding and practice of this will catapult both your clients' health and your success.

The nutrition master can clearly see how the whole impacts the parts.

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The nutrition master will not be fooled.

Clients might come in the door with a Tier 3 dis-ease diagnosis. But you still need to “back it up” as we say in the Functional Nutrition Alliance community, and start with Tier 1. This is what is missing from the current healthcare system, and what will set you apart as a practitioner. Working with epigenetics in this way is what will allow you to become a nutrition master and get results!

All conditions exist in an environment. When you shift the environment, the symptoms shift, the roots get dismantled and the diagnosis may even disappear.

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Interested in learning more about how you can become part of an exciting (and much-needed) new wave of healthcare as a Functional Nutrition Counselor?

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