

# MultiVitamins

“One size does not fit all when it comes to recommending a multivitamin for your patients.”

Sadly, chronic illness is now the norm rather than the exception. Our soil is depleted of nutrients, and our food is over chemicalized and processed. Minerals are needed to make enzymes. Without enzymes, we don't digest our food. We can't detoxify. We can't generate energy. We are stuck in a chronic inflammatory pattern. We can't repair. We can't relax. Without enzymes, there is no life. People know something is wrong and are looking for answers, and one place they are looking is multivitamins.

Industry leaders show the multivitamin category is the fastest growing segment in the supplement industry. Based on current sales, industry leaders are projecting an estimated 1.8 billion dollar increase in multivitamin sales between 2023-2027. In other words, your patients will be buying multivitamin/minerals from someone. As a clinician, I believe it is our role to assess our patients and place them on a multi-vitamin/mineral supplement that is tailored for their individual patient profile.

Since Biotics Research has the most comprehensive multivitamin category in the industry, I thought it would be a good



idea to give a mini overview of some of the 11 different specialized multivitamin products. Please see the webinar by Dr. Arland Hill for a more thorough discussion.

Let's break multi-vitamins into 2 categories: Maintenance multivitamin/minerals and Targeted multivitamin/minerals. The Maintenance Multis are everyday Multis that build foundational reserves. They are Bio-Multi Plus, ProMulti-Plus, Bio-Trophic Plus, and Aqueous Multi-Plus. Biotics Research also has targeted multivitamin/minerals for blood sugar, cardiovascular support, women's health, and immune support. They are GlucoBalance, Gluco-Resolve, and Bio-Glycozyme Forte, Bio-Cardiozyme Forte,

VasculoSirt, Equi-Fem, Pre-Natal Packs and Bio-Immunozyme Forte

Let's start with blood sugar. It's estimated that 11% of Americans have diabetes and another 40% have prediabetes. Biotics makes 3 different products for blood sugar. GlucoBalance, GlucoResolve, and Bio-Glycozyme Forte. GlucoBalance has been the go-to product for 3 decades and was developed by Drs. Jonathon Wright and Alan Gaby to provide the core vitamins and minerals for receptor sites and blood sugar support. This product was their foundational product used to build reserves. GlucoBalance contains high doses of vitamins and minerals targeted for blood

sugar balance. So, for patients with prediabetes or hyperglycemia who have a higher need for nutrients GlucoBalance is the product of choice. Since triglycerides are made from excess glucose, clinicians have consistently reported optimized triglycerides as a side effect of taking GlucoBalance.

GlucoResolve, also for hyperglycemia, contains many of the vitamins and minerals in GlucoBalance. However, this formula was updated to contain nutrients like lipoic acid, berberine, taurine, acetyl carnitine, pomegranate extract as well as others that have been shown to increase the enzyme AMPK. For many people, insulin resistance causes another layer of dysglycemia. For example, excess insulin is now thought to be the underlying cause of PCOS. Insulin resistance also results in unburned sugars which become stored as fat, especially visceral fat. AMPK enzyme activity tells cells to stop storing fat and start using it to create energy as ATP. So, think of GlucoResolve as a separate and targeted product when the clinical picture reveals insulin resistance.

On the other hand, with hypoglycemic type symptoms think Bio-Glycozyme Forte. It has a nice balance of phosphorylated or methylated B vitamins, minerals, and glandulars to balance the stress of functional hypoglycemia. Remember, if people don't burn their sugars effectively, they can't process information, they don't think effectively. Bio-Glycozyme Forte is particularly effective for people who go to sleep and wake up in the middle of the night and can't back to sleep.

When it comes to cardiovascular support, we break that category into preventive vs intensive care. Once someone has a diagnostic heart condition, they move into the intensive care category. For general preventative care or someone with a family history of heart disease, consider Bio-Cardiozyme Forte. It contains the nutrients most needed to support enzymes for optimal heart muscle function. Bio-Cardiozyme Forte also contains targeted glandulars, amino acids, and botanicals that support energy production. But when it comes to intensive care, think VasculoSirt. This product was designed by Dr. Mark Houston to support blood vessel integrity. But in reality, VasculoSirt is really an

intensive mitochondrial product. Mitochondria are our energy factories inside our cells that make energy for our bodies to repair. VasculoSirt contains impressive amounts of Coenzyme Q10, Acetyl L-Carnitine, EGCG, Lipoic Acid, and Polyphenols to support mitochondrial health and vascular elasticity,

Equi-Fem and Pre-Natal Packs are customized multivitamin for women to support overall health, energy, and hormonal balance. Use Equi-Fem for women from the beginning of menstruation until after menopause. Equi-Fem contains vitamins, minerals, glandulars, and botanicals to keep hormones in balance. In general, 3 tablets are used the first 2 weeks of menstruation and 6 tablets a day the second two weeks. Pre-Natal Packs are a balanced formula to provide foundational gestation support for women trying to conceive, during pregnancy, or while nursing.

For day-to-day immune support Bio-Immunozyme Forte is the product of choice. It is the best foundational product on the market for the price. Over 25 years ago, researchers at Biotics looked for every study that supported immune health and put those vitamins, minerals, glandulars, and botanicals in one formula, Bio-Immunozyme Forte. Many physicians will use a multivitamin-mineral like ProMulti-Plus during spring and summer and switch to Bio-Immunozyme Forte when kids go back to school and remain on it till spring. I will never forget how one medical doctor in Michigan told every patient to take 1 Bio-Immunozyme Forte twice a day for the rest of their lives. He recognized that the chemicals in our environment and inadequate nutrients in our food weakened their immune system. He wanted them to have reserve nutrients present in their cells before flu season started. As a side note, he sold 96 bottles a week for years until he retired.

You can see that "one size does not fit all" when it comes to recommending a multi for your patients. Hopefully, you feel comfortable engaging in a conversation to help them build the foundational vitamins and minerals they need for optimal enzyme function.

Thanks for taking time to be with me today. I look forward to being with you again next Tuesday.