



THE PULSE: DAO PRACTITIONER NEWSLETTER

Welcome to THE PULSE, our DAO Practitioner Newsletter that we circulate every two weeks to keep you informed of developments to the program, provide marketing tools and sales tips, and occasional recommendations from our co-founder Dr. Eric Karchmer, PhD, MD (China), LAc. This content is for you to apply, share, and use in your practice.

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A NEW DIGITAL SAMPLING TOOL FROM DAO LABS

CONNECT AND RECONNECT WITH PATIENTS, VIRTUALLY



March is National Sleep Month, and it's time to show your clients how Mental Tranquility and Physical Tranquility can improve their sleep patterns. DAO Labs wants to make it easy for you to help connect your patients with formula samples AND connect them to your affiliate account at the same time.

1. Share the link below with your patient together with your CODE.
2. Your patient can use your CODE to order the samples they need, and experience the formula you recommend
3. Sample shipping cost will be rebated on your patient's first purchase of the full formula

Check it out at the link below.

HOW TO CHOOSE THE RIGHT SLEEP FORMULA

BY DR. ERIC KARCHMER, PHD, L. AC.



Sleep is precious. For those of us who struggle with sleep, there is perhaps no other condition that is so corrosive of our everyday quality of life. Sleep challenges can be incredibly complex. Sleep issues can be a secondary to other diseases, such as asthma, cancer, heartburn, arthritis, etc.

But it is commonly a primary condition, meaning that folks with disturbed sleep are otherwise healthy individuals. Although we think of challenging sleep patterns as a minor ailment, it can plague sufferers for years or decades.

As those who toss and turn throughout the night know all too well, there are few satisfying options to deliver quality, uninterrupted sleep in conventional Western medicine. Ambien, the most popular prescription sleep aid, is quite effective at initiating sleep but has been associated with a host of side-effects, which has led to lawsuits against the manufacturer.

A Profoundly Different (and Natural) Approach

Chinese herbal medicine, by contrast, has the potential to profoundly delivery quality, healthy sleep, without side effects or addiction. The secret to the Chinese herbal medicine approach is disrupted sleep is always considered a condition of the whole body rather than merely the brain. Chinese herbal medicine therapies don't simply "knock you out" or make you drowsy enough to sleep, rather they seek to correct the underlying imbalance that results in sleeplessness. In addressing the "root" of the problem, Chinese medicine therapies produce better, more restorative sleep and improved mood, alertness, and general well-being during the day. There is no "one way" to treat disturbed sleep in Chinese herbal medicine because there is no single underlying cause. The DAO Labs Sleep Series, however, brings you two of the most effective formulas in Chinese herbal medicine: **Mental Tranquility**, which is inspired by *Gui Pi Tang*, and **Physical Tranquility**, inspired by *Tian Wang Bu Xin Dan*. Both formulas support incredibly healthy, quality, long term sleep.

Which Formula is Best for You?

According to Chinese herbal medicine theory, the symptoms surrounding lower quality sleep are due to inability of the “Heart to store the Spirit”. But other organs and pathological mechanisms require healthy support as well. In order to select the correct formula and get optimal results, it is important to think holistically and examine all of one’s additional characteristics, even if you may have imagined them to be unrelated to your sleep disturbances.

When considered in this holistic manner, **Mental Tranquility** and **Physical Tranquility** treat two nearly opposing patterns of insomnia. The descriptions are meant as a guide and indicate general trends. It is not necessary to have every characteristic or even a majority listed below. Rather it is important to focus on the pattern. Most folks will tend to fall in one category or another.

Are You Hot or Are You Cold?

Mental Tranquility delivers better sleep if you find yourself more closely associated with “cold patterns”; **Physical Tranquility**, is the opposite, delivering better sleep if you are more associated with heat:

- **Mental Tranquility**: possible symptoms caused by “cold”: aversion to cold, pale complexion, sluggish digestion, lack of appetite, loose stools, depressed mood, pensiveness, inability to focus, overly active mind at night, pale tongue.
- **Physical Tranquility**: possible symptoms caused by “heat”: aversion to heat, tendency towards constipation, agitation and tossing and turning at night, vivid dreams and nightmares, sense of feeling overheated at night (perhaps kicking off the covers), thirst, canker sores and raw painful tongue, red tongue with little coating or uneven coating (known as geographic tongue).

How is Your Digestion?

- **Mental Tranquility** addresses “Spleen Qi” deficiency and is usually better suited for folks with poor digestion, bloating, abdominal discomfort, and loose stools.
- **Physical Tranquility** addresses “Kidney Yin” deficiency, which is usually associated with a lack of body fluids and dryness, possibly leading towards constipation (but not always) or frequently resulting in sores in the mouth. Because it uses yin nourishing herbs that can sometimes be hard on the stomach, this formula is generally not recommended for folks with stomach problems (unless it is modified).

How Old Are You?

- **Mental Tranquility** is more likely appropriate for individuals in their 30s or 40s. This is time when the everyday wear and tear of work and family life can finally catch up with us, leading to a Qi deficiency.
- **Physical Tranquility** tends to be a better fit for middle age or older individuals. A popular saying in Chinese medicine is that we exhaust our naturally acquired yin essence by the age of forty. A lack of yin will produce the symptoms of heat described above. These symptoms are probably more likely to appear in one’s 40s, 50s, and 60s.

Gynecological Patterns

- **Mental Tranquility**: women who tend to have spotting at the beginning or end of their period on a regular basis are often Qi deficient. **Mental Tranquility** is a commonly used formula for this condition. It coincides with sleep disturbances, it is usually an excellent choice for both.

- **Physical Tranquility:** women who are in menopause and experiencing hot flashes often benefit from this formula. If sleep irregularities are present, as they often are, then this formula is a particularly effective choice.

Using these four guiding issues, you should hopefully be able to determine which formula is best for you. Chinese medicine practitioners often rely on the “tongue exam” as part of their practice, and you might want to exam your own tongue in the mirror. Generally a pale tongue with a white coating of moss indicates **Mental Tranquility**; a bright red tongue with little, patchy, or no moss is a good sign that Physical Tranquility will be the better choice. Good luck. We hope that nighttime rejuvenation is just around the corner for you.

PROFESSIONAL COURSE: AN INTRODUCTION TO BETTER SLEEP - GUI PI TANG & TIAN WANG BU XIN DAN

NCCAOM CONTINUING EDUCATION BY DAO



Deepen your understanding of these essential herbs for sleep and earn CE credits with DAO's new course by Dr. Eric Karchmer. Formulas are the foundation of Chinese herbal medicine, and this course teaches you why *Gui Pi Tang* (Restore the Spleen Decoction) and *Tian Wang Bu Xin Dan* (Heavenly Emperor's Elixir for Supplementing the Heart) are essential formulas for treating insomnia. In this course you'll learn the theoretical principles in Chinese medicine for understanding and treating insomnia. In addition, you'll get:

- An easy-to-grasp breakdown of the herbal composition of *Gui Pi Tang* and *Tian Wang Bu Xin Dan*
- Clear guidelines for determining how to choose between these two formulas in particular clinical situations

- An understanding of the contraindications for *Gui Pi Tang* and *Tian Wang Bu Xin Dan*, and
- Alternative principles for treating the most intractable cases of insomnia

This hour-long course provides NCCAOM PDA/Continuing Education credit and includes a downloadable video, presentation, MP3 audio file, preparation worksheet and quiz. You can find the course available online at mydaolabs.com/collections/courses.

DOWNLOAD YOUR INSTAGRAM-READY CHINESE MEDICINE CLOCK

MARKETING YOUR PRACTICE



If you're looking for ways to engage your audience on social media, why not ask a question that both allows your followers to share their own stories, and gives you an opportunity to educate about the power of Chinese medicine?

We've found that a lot of patients and our customers are intrigued by the Chinese medicine clock. Here are three ways to use the Chinese medicine clock to discuss sleep with your community - and the answers will likely get you several more posts as you continue to educate and explain!

1. Explain the optimal bedtime/wake-up time and why they make sense from a Chinese medicine perspective. Ask what time your community goes to bed at night and what they notice if they go to bed earlier or later than the ideal time.
2. Ask if people are having trouble sleeping, and share that the Chinese medicine clock may have the answer -- and the solution. Are they having trouble falling asleep or do they wake up through the night? Shoot them a DM with ideas of how to sleep better based on the time they wake up.

3. Everyone's "Body Clock" feels a little off post-time change for Daylight Savings. Offer a couple of ideas to gently reset your internal clock and ask people what they struggle with the most when the time changes.

As a bonus in any of these posts, ask your followers to tag someone who has ongoing sleep issues!

A TAO-IST INSPIRED SLEEP MEDITATION

FROM THE COMMUNITY - NICK LOFFREE



Fall soundly asleep with this 10-minute, nature-inspired sleep meditation written by Santa Cruz, California-based Qi Gong master Nick Loffree. Created to help ease your mind before bed, you'll be guided through a relaxing journey that will help you prepare your body for a good night's sleep.

A CALMING BOWL OF OATMEAL FOR DEEP PEACEFUL THINKING AND SLEEP

RECIPE FOR YOUR NEWSLETTERS: SIMPLE HEALTHY OATS



Healthy carbohydrates maximize the presence of tryptophan in the brain, so by default, people who eat a carbohydrate based diet of quality whole foods invariably are calm, rarely depressed and are typically able to sleep soundly.

In our tech-driven age we tend to have mental hyperactivity, where energy from excessive thought and worry races through the head, oftentimes causing our *Qi* energy and spirit to flow upward, an excess of these qualities can cause fever, headaches, irritability and insomnia.

Oats and Supporting Your Spleen (and Your Middle Burner)

Oats are sweet, not in a sugary kind of way but have a healthy sweetness as you eat and chew plain oats you notice the natural sweetness that begins to form. Oats fortify the spleen to help keep "your middle burner" warm (read more about our "Middle Burner" diet [here](#)). As a quick reminder: the spleen and stomach are a "yin-yang" pair. The stomach is the pot of the middle burner and the spleen is the fire under this pot.

Oatmeal packs plenty of calcium magnesium and potassium all of which help you fall asleep more quickly as a deficiency of magnesium may make it more difficult to stay asleep. Great oatmeal starts with plain rolled oats or steel cut oats and topped with wholesome ingredients.

Bananas are sweet and cooling while they clear heat and resolve toxins. They contain tryptophan meaning they'll give you a boost of serotonin and melatonin helping you get to sleep a little bit easier. They also contain 12% of your daily intake of magnesium which can help relax muscles and 10% of your daily intake of potassium which has a similar effect to magnesium and helps your body stay relaxed during sleep.

Don't Forget the Almonds

Almonds are sweet, containing tryptophan as a quarter of a cup will contain almost 50mg which will cause the release of serotonin in your body. They also contain magnesium which helps you sleep longer and more deeply. Additionally almonds contain calcium which helps your production of melatonin and regulates your body clock. Niacin which can regulate anxiety levels and protein which prevents your blood sugar levels from dipping too much. Chia and flax seeds both contain omega-3 fatty acids, these essential fatty acids can contribute to healthy brain function.

Simple Healthy Oats
Ingredients:

- ½ cup Rolled Oats
- 1 cup water
- Dash Salt
- 1 Tablespoon Flax Seed
- 1 Tablespoon Chia Seed
- 1 Tablespoon Sliced Almonds
- 1 Teaspoon Blackstrap Molasses
- Banana to taste
- Blueberry to taste
- Blackberry to taste

Directions:

You are free to flavor your oatmeal as you wish, but please take the time to cook your own oats and never get it out of a package filled with sugar. Make sure you have the right ratio of oats to liquid. A simple 2-to-1 ratio of two parts water or milk in combination with one cup rolled oats is the way to go. Bring liquid to a boil, add your oats, bring back to a simmer stirring frequently until you reach the desired texture and consistency. Remove from heat and stir in the molasses, flax and chia seeds. Top with blueberries, blackberries, banana and sliced almonds.

Blackstrap molasses has a wonderful robust flavor and has the lowest sugar content of any sugar cane product, it is unlike refined sugar which has 0 nutritional value. Blackstrap molasses contains vital vitamins and minerals such as iron, calcium, magnesium, potassium, vitamin B6 and selenium.

Quick-cooking oats have been precooked then dried and rolled. They are sometimes labeled as instant oats, do not use these!

Rolled oats or old fashioned oats have been steamed and then rolled.

Steel cut oats are toasted and cut oat groats-the oat kernel that has been removed from the husk are sometimes labeled Irish oatmeal. These typically require more liquid and a longer cooking time of about 20 to 30 minutes .