

QLaser Solutions

September 2007

Laser Training with Dr. Larry Lytle

Note: the opinions and ideas presented in the "Laser Training with Dr. Larry Lytle" section of this newsletter are those of Dr. Lytle only. No medical treatment claims are made or implied by the manufacturer of this laser equipment, Business Wizards, Inc., nor any distributor associated with this equipment. This equipment is sold and intended for veterinary use.

I have just read *Healing Light*, and found it very clear (for complex subjects), and am intrigued by the possibilities. I am a retired electrical engineer and this LLLT is all new to me. A great friend of mine is a practitioner, and is exposing me to treatment. However, the subject of this letter is my niece Stephanie, a 16 year old talented basketball player. She was the starting point guard at her high school in San Jose, CA as a freshman last year. Over the past two years she has lost all her hair, starting with her eyebrows, from what the doctors call alopecia. But as embarrassing as it is for a pretty young girl (especially when her wig came off during a game, but she went back in) she plays with a bandana now and no wig. My question for you is do you have any info as to whether LLLT has been used for this, and if so what kind of results were achieved.

*Thank you for the nice compliment on my book **Healing Light**. My new book **Energy Transcendence** will be out in Oct. I think you will like it as well. I would suggest the following for Stacie's loss of hair. Hair loss at Stacie's age is more than likely a protein metabolism problem due to a malfunction in the Parasympathic division of the Autonomic Nervous system. I would suggest **Miracle Bite Tabs** and **Inflam-a-Way**. She should wear the MBTs at all times except when eating. They will also help her basketball game. Take 2 or 3 **Inflam-A-Way** with each meal to aid in protein digestion. The apply mode 1 of the Q1000 to the scalp and eye brows for one cycle to each areas the size of the laser head - every other day until hair starts to re-grow - then reduce to two times a week until normal.*

An important note from Dr. Lytle:

Using the QLasers (especially the 808 Enhancer) through synthetic materials seems to in some way magnify the energy being delivered, possibly resulting in excess heat. 2035, Inc. recommends that all QLasers be utilized directly over dry skin, and not through synthetic materials or with any type of lotion or oils covering the skin.

I got a call from a woman in Toms River, who was looking for non-surgical relief for what she called Carpal

Tunnel. She is 82 years old and has a defibrillator - pacemaker combination. She also has arthritis. Her doctors have been recommending surgery, which she would like to avoid. She has heard that Cold Laser Therapy can be very helpful for Carpal Tunnel. Is it contraindicated to use the 808 probe considering that she has a pace maker?

You can use the 808 Enhancer on someone's wrist for carpal tunnel if they have a pace maker - just don't use it on the heart. You can apply mode 2 of the Q1000 to the heart as described in the manual for heart and chances are, the pace maker will last a long, long tome because the heart will function on it's own again and the pace maker will not kick in.

Note: the following was a question to a QLaser distributor - Dr. David Gawain - with answers from both Dr. Gawain and Dr. Lytle.

When using the laser to enhance food - what setting? For how long? How long does the effect last? Any foods it works best on? Shouldn't be used on?

Dr. David's Reply: If you were to take mode 1 and light up filtered water and laser it for one cycle (3 minutes) you might find the taste to be different than using Mode 5 for one cycle. To me the Mode 1 tastes wetter and mode 5 tastes sweeter. Laser Grapefruit Juice for 3 minutes and see how the taste is different. I find that it make sour grapefruit juice actually smoother and more delightful. One of our associates loves demonstrating the Q1000 or Q10 this way. He says that if it makes sour grapefruit sweeter than what will it do to sour blood? He has got a point on this one. I have found that using mode 1 with cheap wine helps it taste more palatable but have found that Lasering does not help great wine taste better.

Dr. Lytle's Reply: I have had some users report that applying mode 3 for one cycle to any food within the aura of the user/consumer will eliminate food intolerances. I do not know about true IGA allergies. In case of true allergies, I suggest the individual apply mode 3 for one cycle, then run what ever test they used to diagnose the allergies before consuming the IGA allergic food. Also one user says he applies mode 3 to water and the frequencies stay in the water indefinitely. He actually is marketing the water under his label. Based upon how frequencies work - that is - they attach to water - then mode 3 of the Q1000 can be induced into anything with water - possibly with similar benefits as lasering the entire body with Mode 3.

Does the light interfere or enhance the effect of warfarin? I left a message on your cell phone. A new customer found his blood counts increased after using the Q1000 more regularly, whilst on warfarin. This man had an aorta valve

replacement, during which procedure they found a blocked coronary artery. He had a by-pass. There was no heart attack or stroke. He is on Warfarin, but when he started using the laser his Int Anti-Coagulant reading went from 3.5 to 4.6. They took him off warfarin temporarily and the reading went down to 2.1. We were just curious as to whether the Q1000 means he needs less warfarin now, or whether if he stays on warfarin he should not use the light. He is starting Curcumin which will also help.

I would expect the Q1000 to normalize any cells if used according to the Low Level Laser User's Manual. Since the Q1000 normalizes cells including blood cells, I would interpret that he needs less Warafin. I can not understand why any one would rather stay on Warafin than use a light. I recommend an enzyme such as Inflam-A-Way to digest the extra cellular debris. Remember the Q1000 does not destroy anything. The extra cellular debris will eventually be cleaned up by the body but enzymes speed the process.

At the seminar in Seattle, I asked about an addition to my laser for dementia, and you replied, "Just use the 3rd setting." Mom also has minor macro degeneration. I need some specific advice here. Her dementia seems to be getting worse and her eyes don't seem to be getting any better. Talk to me.

Blood flow to the brain plays a major role in dementia. Loss of back teeth or even loss of the height of the back teeth reduce blood flow to the brain. How old is your mother? Does she have her own teeth or is she wearing dentures or partial dentures. If she has all her own teeth and they are just worn down she can wear Miracle Bite Tabs and if she has lost just some of her back teeth, she will need Easy Adjust Proprioceptive Guides for her to restore the lost posterior support and increase blood flow to the brain. I also suggest you program the special Alzheimer's frequency into one of the empty modes of your Q1000 and apply it as per the manual. Using the laser for Macular Degeneration is still under investigation. ARMD causes millions of elderly to go blind every year. I think the laser is the best option. I have ARMD and have special frequencies programmed into my Q1000 and apply it once or twice a week. I have arrested the deterioration but have not regained the vision previously lost. I still have hopes though. In my opinion, it is worth your effort to try the ARMD frequencies – there are no other choices.

Upcoming Seminars Featuring Dr. Larry Lytle

Sept 8 Auburn Hills

Sept 15 Charlotte

Sept 28 The famous "Buffalo Roundup"
Seminar in Rapid City, SD

Oct 13 Kansas City

Nov 3 Salt Lake City

Nov 10 Ventura

Dec 1 Columbus

Dec 8 Sarasota

Don't miss your chance to see Dr. Lytle live in your area! Call 605-342-5669 for more details.

Ideas

Life ... & Laser Therapy = Energy.

One of the reasons low level laser therapy works is because it supplies much needed energy to the cells ... energy that allows them to do their jobs better and more efficiently.

In the July issue of Scientific American, there was an interesting tid-bit about the amount of energy an average Tour de France cyclist expends on a typical mountain stage.

The following statistics were compiled by David Gordon Wilson of MIT:

Segment Distance = 100 kilometers ... Energy Expended = 4 million joules. That is the equivalent of climbing 34,400 stairs or walking from the bottom to the top of the Empire State building 18.5 times

Segment Distance = 197 kilometers (the entire distance of 2007's Stage 14 ... Energy expended = the same as needed to climb Mt. Everest one time ... Heat continuously dissipated = 1.2 kilowatts (a 4-slice toaster only puts out 1.1 kilowatts).

So, the next time you've expended precious life-sustaining joules of energy – whether its 4 million cycling in the Tour de France ... or 400 cycling around the block – remember that by simply pressing the "On" button and aiming it at your muscles, the Q1000 delivers 7 joules of restorative energy every three minutes!

It Was An Interesting Place To Visit ... But I'm Glad I Live Where I Do!

I just finished a week long visit to Suriname as part of a federally sponsored South Dakota / Suriname partnership venture.

Suriname lies between Guyana and French Guyana ... and just a couple of degrees North of the equator.

Suriname is about the same geographic size as South Dakota – and a little bit smaller in population (500,000 versus 750,000). The bad news – for me anyway was that ½ the population lives in the city we visited – Paramaribo.

It is a country experiencing similar growing pains as the US 100 years ago – a certain sense of lawlessness; lack of infrastructure; political upheavals; bribes and payoffs a customary means of doing business ... but many, many positive things as well.

You think the US is difficult politically? Try living in a country with 8 (yes EIGHT) political parties and as many nationalities of citizens. It's a wonder they ever get anything done at all.

And going into business for yourself isn't much easier. Consider this – at a business luncheon sponsored by the US Ambassador to Suriname (Lisa Schreiber Hughes – a delightful woman – who sat down after lunch for a Q1000 demonstration behind her knee!) I sat next to Robert Ameerli, Chairman of the Suriname Chamber of Commerce. During the conversations, we asked Robert how difficult it was to start a new business in Suriname.

Among other requirements – every company must register with and be approved by Robert and the Suriname Chamber of Commerce before starting business.

“Depending on who you know ... including the President of Suriname” (Robert's words) the process can take anywhere from 9 months to 8 years! At the end of the lunch, Thomas Genton, Deputy Chief of Mission for the US Embassy in Suriname asked me what I'd learned during the luncheon ... “that it probably pays to know the President if you want to do business here” was my response!

On the positive side, the people were very friendly and giving (even though the average annual income in Suriname is only \$4,000).

They dress up to travel ... and the entire family goes to the airport (a 45 minute trip from Paramaribo) to meet incoming family members.

They are entrepreneurial – restaurants and small shops abound.

They seem to have an interest in self-health. Even with the low income rates, the two different companies I spoke with about our laser products were very, very interested.

Great food ... in more different styles than we could possibly try during the week I was there.

Surprisingly – a great beet – Parbo. Rice beer with excellent flavor that wasn't nearly as filling as our US wheat beers (and yes, that means I helped Suriname's economy by drinking several “jugo's” – 40 oz bottles!)

Horrible ... no, worse than horrible ... roads. I swear I'll never complain about the roads in South Dakota again!

On the paved roads - huge potholes – usually empty and waiting to break a tire or axle - but sometimes “filled” with broken chunks of concrete that were equally threatening.

In the outlying areas dirt roads deteriorating to trails we'd take a 4-wheel drive on in the US.

And yet, regardless of the condition of the road, drivers speeding forward, on the left side of the road - at breakneck speeds (literally 60-80 mph) ... dodging potholes ... hundreds of mopeds cruising along the side of the road (sometimes weaving between the lanes of traffic) ... and pedestrians walking the sides (sometimes middle) of the roads.

When someone is in your way you pull out on the right with little regard to what's coming ... passing with so little room to spare that several times I literally closed my eyes and braced for the inevitable collision. How more people don't die is beyond me.

We visited the Rosebel Gold Mine (Canadian owned) and were the first visitors (out of 11,000 that have toured the facility) allowed into the gold smelting room. That might have had something to do with the fact that the head of the Suriname Military – Colonel Mercur – was along with us for the trip. It was quite amazing to be able to hold a 1000

oz gold brick worth around \$650,000 ... too bad it wouldn't fit in my pocket on the way out!

We caught, cleaned and ate a couple of Piranha, which are a very boney, but flavorful fish as common as carp in the rivers. And no, they don't swarm and instantly de-flesh you like in the movies. They were actually quite hard to catch.

The worst part of the trip ... travel. 26 hours to get home – and then, within five minutes of landing, we get an announcement that the landing strip lights won't come on (South Dakota airport to remain unmentioned) and we have to fly back to Minneapolis for the night.

Travel is why my next product will be a teleportation unit. Seriously.

What does all this have to do with lasers, health or marketing?

Nothing.

But in the US, it seems we too often take what we have for granted ... not realizing that in spite of our problems ... we have it pretty damned good compared to the rest of the world.

I, for one, will try to remember this and appreciate what we have in the future. Absolutely try to improve it ... but no more bitching about the small stuff.

And it's all small stuff!

Direct Mail Preferred By Consumers

from Glazer-Kennedy Insider's Circle Gold Letter for August '07

A key finding from an International Communications Research Study ... **consumers clearly prefer mail to all other communication vehicles – notably including email** – especially for receiving product and service offer.

Highlights of the study:

- ✓ 73% prefer mail for receiving new product and service announcements and other information from companies they are doing business with. For “confidential” information, the preference is 86% by mail.
- ✓ 70% prefer mail for receiving information from companies they are NOT doing business with (for email, the preference is below 10%.)
- ✓ Only 31% of consumers say they frequently discard mail identified as “commercial in nature” unopened ... but 53.2% say they frequently delete such email unopened.
- ✓ Consumers reasons for preferring mail:
 - 45.3% - less intrusive
 - 40.2% - more convenient
 - 30.2% - less high-pressure
 - 22.7% - more descriptive

The smartest of the smartest direct marketers (those running political campaigns) will use direct mail to the tune of \$1.2 BILLION during the 2008 elections.

The Use Of Direct Mail Will Grow Based On The Ability To Micro-Target. Micro-targeting is a concept that woefully few marketers understand and do. It involves “drilling into” a list so deep you isolate tiny segments of it about which a great deal is known ... so that everything in a direct mail package directed at them can be precisely and

perfectly customized to just those prospects. Micro-targeting can increase response 400-800%!

Another argument for direct mail is its unique “undivided attention” characteristic. ONLY a direct mail package and a sales letter engage your prospects in a one-on-one, person-to-person manner.

Also, most of your competitors are too dumb, lazy, cheap and undisciplined to use it. Any idiot can send out emails ... and pretty much every idiot does. Using direct mail requires intelligence, planning, organization and discipline.

Three positions I advocate:

1. If you are not effectively using direct mail with at least 50% of your resources to acquire new customers – you my friend, are a fool.
2. If you aren't doing so because you've tried to do so and failed to figure it out, but you aren't actively, incessantly, relentlessly, unflinchingly working on figuring it out, you are a fool.
3. The greatest, surest opportunities to get rich in direct marketing still lie with direct mail – not with any other media.

Every medial BUT direct mail is vulnerable to disruption – or being taken away altogether. For years, the longest commercial you could buy was 3 minutes. Do Not Call laws have virtually eliminated telemarketing and voice broadcasting. Unauthorized broadcast fax is punishable by HUGE fines. The non-deliverability of email (even to opt-in subscribers and customers) has reached crisis proportions and more trouble is on the horizon. Print advertising is the least controllable in terms of what other ads, content and distractions you are juxtaposed against. And newspaper advertising is the most costly and highest waste media of all. Relying on any of these media exclusively makes your business' success an illusion – because it could so easily and suddenly be eliminated.

For your own sake, take a hard look at your media mix. What percentage of customer acquisition comes from which media? What percentage of your back-end and continuing sales come from which media? What are you most dependent on ... and what are the risks with that media?

One last thing. Think you'll ever want to sell your business? Salability and price are directly related to demonstrating you have reliable means of acquiring a steady supply of new customers and of selling repeatedly to those you have.

Random Ideas

Learning is the beginning of wealth. Learning is the beginning of health. Learning is the beginning of spirituality. Searching and learning is where the miracle process all begins. Jim Rohn

The Back Page Special

Please read Mr. Rohn's quote again.

You have knowledge (and products) that are positively affecting your health on a daily basis. *Isn't it a shame you can't do more to help others learn this important knowledge?*

This month you can!

During September, you can help those you care about start the low level laser learning process by buying them a copy of Dr. Lytle's book *Healing Light*.

Healing Light explains what low level laser therapy is ... and how it works ... in language everyone can understand, and normally sells for \$25 plus s/h.

But this month, you can order copies for those you care about for only \$12.50 ... and ...

... I'll cover the shipping and handling (even drop shipping directly to your friend's location) ... plus ...

... I'll include – absolutely free - a complete package of additional educational materials that will help complete the low level laser learning experience.

There is no limit to the number of *Healing Light* book/information packets you can order at the \$12.50 price – but when the gong strikes midnight on September 30th, the offer expires.

To order:

1. Call me (Kip) or my assistant Veronica at 605-342-5669 and tell us you want the September *Healing Light* special.

Or

2. Email your order to me at kip@rapidnet.com

Don't miss this opportunity to help those you care about change their lives for the positive ... help them start the low level laser learning experience!

Thank you for the ongoing opportunity to benefit your life and the lives of those you care about!

Kip