



The Yammer

February 2024

Happy Belated New Year everyone. We hope you all had a healthy holiday season and start to the new year. Winter sure gave us something to talk about last month, did it not?

Just a few key things to note this month:

1. Our office will be **closed** on the following dates:

- * **Friday February 2, 2024** - both doctors are away.
- * **Monday February 19, 2024** - Family Day.



2. To keep up with industry standards (she has not increased her prices since she started with us in 2021), Dr. Katia De Marco, ND. will be **increasing her rates** for consultations and acupuncture, starting **March 1, 2024** (see page 2 for details).
3. Dr. Chris Yam is also changing the cost-structure of his consultations (see page 2) for **March 1, 2024**.
4. The majority of our companies have increased their prices again and, while we wish we didn't have to, we have to increase ours accordingly to keep up with the cost.
5. Please **pre-order your supplements**. We were mostly caught up with having supplements readily available, many of our suppliers are still back-logged with orders (and many are on back-order due to supply issues), which means that it is, again, taking up to 2 weeks for us to get our products (once we have ordered).

We hope everyone has a happy and healthy February. Spring is just around the corner 😊

Price Increase on Supplements (effective immediately)

Throughout the latter part of 2023, the majority of our suppliers having been increasing their prices, due to the demand of supplies (and shortage of them), over the last few months.

While we wish that we did not have to, we, unfortunately, need to follow suit to keep up.

As we have not increased our supplement prices since February 2022, we are trying our best to keep it as minimal as possible; it just depends on the company and the product.

Cardiovascular Disease

Heart disease is the second leading cause of death in Canada, next to Cancer.

Cardiovascular disease has many names and encompasses the heart, lungs and the vascular system. The metabolic syndrome contributes to the risk factors, especially the development of coronary artery disease. It is a grouping of cardiac risk factors such as abdominal obesity, high blood pressure, insulin resistance, elevated LDL, cholesterol & triglycerides and reduced HDL, abnormalities in blood clotting (high levels of fibrinogen— a clotting agent) and the pro-inflammatory state with high C-Reactive protein (CRP). These major risk factors can be modified, treated or controlled. There are major risk factors for developing coronary artery disease, however, that are uncontrollable - age, sex, heredity and race.

The study of living longer and healthier is one of the hottest topics in the health care system. Longevity research/medical practices deal with areas such as supplementation, hormones and genetic marker testing. However, preventative health and fitness-based approaches offer overall recommendations to pro-actively enhance our quality of life and reduce our risk factors of developing CVD.

A wholistic health program should address the chronic and debilitating impact of heart disease by enabling us to assess the recognizable signs, symptoms and risk factors, while lessening the chance of heart attack and stroke, and the need for drugs, clinical therapy, and surgery.

Heart Health aims to address the root causes of heart disease through testing, education and synchronized applications of proven aerobic, strength training, stretching, specific breathing exercises, relaxation, meditation, imagery, visualization, energy building and energetic movement fitness programs.

We have many supplements, and tests (in-office and via Lifelabs), available to help you maintain a healthy cardiovascular system. Book with Dr. Yam or Dr. De Marco to discuss what would be best for you.

Price Increases for Dr. Katia De Marco, ND. (Effective March 1, 2024).

As we mentioned on page 1, Dr. De Marco has not increased her prices since she started with us in 2021. Due to industry standards, she will now be increasing her consultation and acupuncture fees.

For the time being, IV therapies will remain the same cost. However, she will be changing the structure of the cost in the future; it will be more individualized based on the ingredients going into the IV: there will be a base-Naturopathic price and the cost will go up for every ingredient included in the IV bag...stay tuned!

Consultations

Initial Consultations:

60 mins. = \$225.00

90 mins. = \$310.00

Follow-Ups:

15 mins. = \$65.00

20 mins. = \$90.00

30 mins. = \$120.00

45 mins. = \$160.00

60 mins. = \$185.00

Acupuncture

Initial Session: (includes mini-consult)

75 mins. = \$150.00

Follow-Up Sessions:

Acupuncture (treatment only) - 30 mins. = \$80.00

Acupuncture (treatment only) - 60 mins. = \$115.00

Acupuncture (with ND consult) - 45 mins. = \$100.00

Acupuncture (with ND consult) - 60 mins. = \$130.00

Dr. Chris Yam's Consultation Fee Change (Effective Mar. 1, 2024)

Consultations Only:

(**NO** testing done in the same appointment)

Initial = \$100.00

Follow-Up = \$80.00

Consultations & Testing:

(all done in the same appointment; cost for testing is an extra charge):

Initial = \$80.00

Follow-up = \$60.00

Results Consultation (to go over test results only)

= \$60.00

The frigid air of February allows us to freeze and take in our hopes for the future before springing into the season of growth and renewal.

~ Unknown