

NEXT GEN PRACTICE

Efficient Modern Methods for Today's World

Syllabus 2021

Kirk Gair, DC, IDE

Course Description

Most doctors do not fully understand what their lasers do, are unaware of the immense volume of research that supports their uses, and they lack confidence in talking to patients about how lasers can help them get to their health goals faster than other modalities.

Even worse, they struggle to explain how their lasers can help their patient's condition, have no idea what to charge, and usually give the service away.

This seminar will not only teach the doctors the incredible volume of research behind their lasers that supports many uses in practice that will set them apart from their competition, it will also give them the tools to help insulate them from the threats of diminished insurance reimbursements, delayed personal injury payouts, and competition from low cost marketing groups and membership franchises.

About Kirk Gair, D.C., I.D. E.

Dr Kirk Gair has been in private practice since 1999 and began using Erchonia low-level lasers in 2004. During that time, he has worked with athletes of all levels, including Super Bowl Champions, MLB and national and state champions. Due to his laser protocols, he has patients come from all over the U.S. for help. Even though his is a 100% referral practice, he has a long waiting list due to his success.

Dr. Gair has also completed additional training in functional medicine and functional neurology under the guidance of internationally acclaimed Dr. Datis Kharrazian. For more information, please

<https://www.erchonia.com/members/user/5073/>.

Doctors in this seminar will be taught how to replicate the waiting list practice that I have created that is fun and highly effective.

Learning Objectives

- Understand how lasers are not “experimental and new”, but supported by decades of research for multiple conditions
- Evaluate adding lasers can help you differentiate yourself from the other doctors around you, which helps you have better tools to succeed in the face of greater competition.
- Review the youth sports market in your area and become the go to doctor for local teams, ranging from youth sports to high school, college, and even pro.
- Demonstrate Step by step, hands on laser techniques to quickly and easily RE-CALIBRATE the nervous system to create an instant change in function. This technique is what really gets the patients excitedly telling all their friends and raving about you on social media.
- Apply instrument adjusting techniques to combine with your laser techniques for an even greater effect.

- Review case studies for each injury/condition.
- Summarize the Ancient Greeks to Modern Day to The Future: The history of light phototherapy, where it has come, and where the research is going, and how it impacts injury recovery.
- Discover how addition of laser photobiomodulation can help differentiate your office from the other practices that are in your area
- Justify lab technique & know which blood tests are important to have and how to interpret them for optimal injury recovery and sports performance
- Summarize traumatic Brain Injuries and Neurodegeneration
- Complete protocol workshop for cervical and upper extremity injuries, lumbar spine and lower extremity injuries
- Calculate impact of recalibration and resetting the nervous system with the accelerate recovery and enhance performance
- Understand weight loss protocols and how this can have a global effect on your patient's health
- Explain laser photobiomodulation to your patients, and how to help a niche market that is greatly in need of help by working with the year-round travel team athletes, local sports teams, and weekend warriors

Saturday

7:30-8:00 am Registration

8:00-9:00 am From the Ancient Greeks to Modern Day to The Future: The history of light phototherapy, where it has come, and where the research is going, and how it impacts injury recovery. **(Other; Research)**

- Understanding how light has been used to stimulate health for thousands of years
- Modern Research since the 1960s, and it's use as state standard medical care in Russia since 1974
- Cellular effects of laser photobiomodulation according to peer reviewed research
- What conditions peer reviewed research has shown laser to be effective for, and what are the wavelength, nanomeres, and frequencies with the best outcomes
- Which lasers cause the best photobiomodulation, and which can decrease photobiomodulatory effects
- The latest research on lasers
- Where the research is going
- Understanding the mechanism of healthy neuronal function and the foundation for neuroplasticity.
- Neuropathophysiology. Understanding the mechanisms of neuronal disruption and cell death.
- How lasers affect the common causes of nerve and muscle injury.

9:00-9:30 am **How adding laser photobiomodulation can help differentiate your office from the other practices that are in your area** **(Basic Sciences)**

9:30-9:45 am Break

9:45-11:15 am Lab technique. Knowing which blood tests are important to have and how to interpret them for optimal injury recovery and sports performance. **(Examination Procedures/Diagnosis)**

- Understanding why you need to see blood tests on your patients, and how not knowing this information can prevent you from getting the maximum progress
- Which markers can be "deal breakers" for your patient's progress: Inflammatory markers, blood sugar markers, anemia markers, infection markers, etc
- Knowing which values require a medical referral, and which ones you can support nutritionally and supplementally.
- Patient case studies with lab reviews

11:15-12:45 pm Traumatic Brain Injuries and Neurodegeneration **(Examination Procedures/Diagnosis)**

- Review of current research studies showing the cellular effects to provide support for TBI and neurodegenerative conditions.
- Evaluation techniques and questionnaires
- Review of case studies from Dr Gair's patients ranging from mild TBI to severe and the treatment protocols
- Review of nutritional support protocols for brain injuries
- Review of supplemental protocols

12:45-1:45 pm Lunch

1:45-2:30 pm Protocol Workshop (Examination Procedures/Diagnosis)

- Balance assessment
- Eye movement assessment
- Functional Assessments: math processing, word processing, memory
- Laser protocols

2:30-3:30 pm Cervical and Upper Extremity Injuries and How to Recalibrate and Reset the nervous system with the accelerate recovery and enhance performance (Examination Procedures/Diagnosis)

- Research studies on cervical spine, shoulder injuries, elbow, and carpal tunnel and laser photobiomodulation
- Muscle assessment techniques
- Case studies from Dr Gair's Patients

3:30-3:45 pm BREAK

3:45-4:45 pm Cervical and Upper Extremity Protocol Workshop (Examination Procedures/Diagnosis)

- How cervical movements affect muscle strength and laser protocols to recalibrate and reset
- Laser shoulder protocols
- Percussor techniques and Adjustor tool techniques for these conditions

4:45- 5:30 pm Lumbar spine and Lower Extremity Injuries and How to Recalibrate and Reset the nervous system to accelerate recovery and enhance performance (Examination Procedures/Diagnosis)

- Research studies on lumbar spine, hip, knee, and ankle injuries and laser photobiomodulation
- Muscle assessment techniques
- Case studies from Dr Gair's Patients

SUNDAY

7:30-8:00 am Registration

8:00-9:00 am Lumbar and Lower Extremity Protocol Workshop (Examination Procedures/Diagnosis)

- How lumbar movements affect muscle strength and laser protocols to recalibrate and reset
- Laser low back and heel protocols
- Percussor techniques and Adjustor tool techniques for these conditions

9:00- 10:30 am Weight loss protocols and how this can have a global effect on your patient's health (Examination Procedures/Diagnosis)

- Excess fat does more than increase your weight...it also increases your risk of major health problems
- Excess Fat - effects on the spine and its effects on Joint pain
- Higher risk for bone-thinning osteoporosis, and metabolic syndrome.
- Breaking the inflammation Cycle by Reducing excess fat in our bodies
- Excess Fat in our bodies is known to cause inflammation, and recent research has shown that inflammation may be a key player in the development of chronic pain
- FDA cleared Non-Invasive laser treatment for fat lipolysis
 - Research studies that can help with fat reduction
- Nutritional protocols for additional support
- How the Non-Invasive laser treatment can help increase patient compliance with nutritional and supplemental protocols to help the patients maintain their fat loss
- Before and after lab tests showing the global effect of on numerous inflammatory and cardiovascular markers and liver markers.

- Q and A session

10:30-10:45 am BREAK

10:45- 12:15 pm How to Explain Laser Photobiomodulation to your patients, and how to (Basic Sciences) help a niche market that is greatly in need of help by working with the year-round travel team athletes, local sports teams, and weekend warriors

- Scripts that clearly explain how the laser works, and that give the patient realistic expectations based off research
- Why sports injuries are skyrocketing with today's youth, how much it is costing per year, and how you can help reduce the costs and get the athletes back to competitive performance quicker
- How lasers can actually enhance sports performance to a level that one study from the Journal of Biophotonics said was "similar to a performance enhancing drug."
- How lasers can be part of the solution for the Opioid Epidemic, citing current studies showing lasers effectiveness compared to pain relievers and anti inflammatories