

ELISA/ACT Biotechnologies

1-800-553-5472

109 Carpenter Drive, Suite 100
Sterling VA, 20164



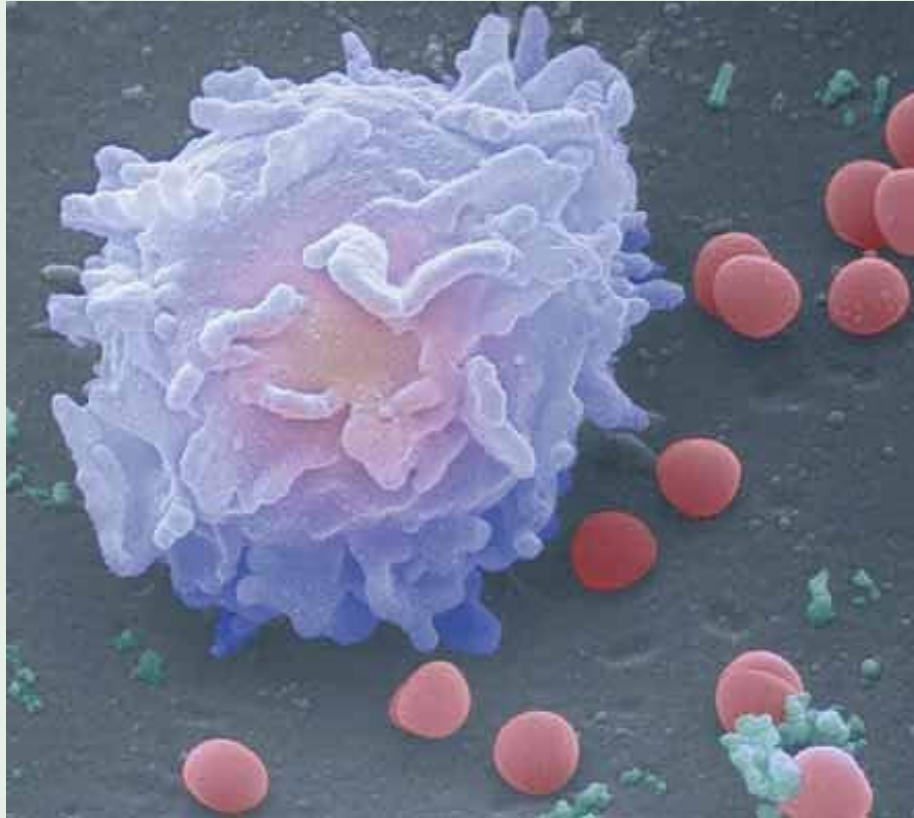
**Getting Started with LRA
by ELISA/ACT Tests**

New Doctor Orientation

Agenda

- What is the LRA by ELISA/ACT?
- Differences in Allergy Testing
- LRA by ELISA/ACT vs ALCAT
- Who can be helped by LRA tests
- What is the first step?
- Step by step user guide
- Follow up and support
- Account information
- Lab Director and creator of LRA by ELISA/ACT

A Healthy Immune System



White blood cell attacking an infection

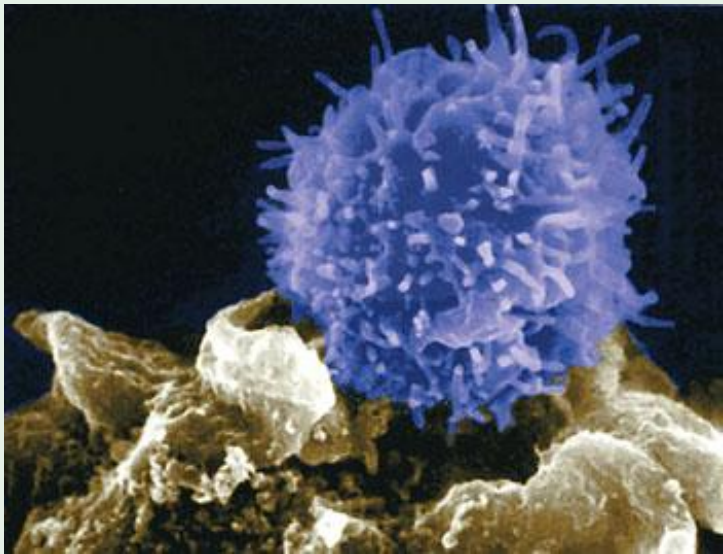
- Defends first
- Repairs as able
- Attacks never

An Overworked Immune System...

- Deals with infection
- Neutralizes or attacks allergens
- Repairs us as it can
(*after* defense work is done)

LRA by ELISA/ACT tests and personalized treatment plans find causes of immune overload

Immune System overload means...



- Chronic Illness
- Inflammation = Repair deficits
- Pain from swelling and blocked repair

A Window of Opportunity to...



- Reset
- Renew
- Repair
- Restore Tolerance
- LRA by ELISA/ACT delayed allergy tests and treatment plans

Differences in Allergy Tests

- For immediate reactions (IgE)
RAST testing (blood)
Intradermal (skin tests)
- Reactions happen within minutes up to 3 hours

Differences in Allergy Tests

Delayed allergy tests

- IgG, Ig subtypes, IgA, and IgM are antibody tests (Tests done by Immunolabs, Genova, US Biotek)
- Doesn't tell the function of the antibody – not all antibodies are symptom provoking
- False positives are common – long lists of items to avoid

Differences in Allergy Tests

Delayed allergy tests

- Automated Cytotoxic Assays (performed by ALCAT and Alletess)
- Machine looks for particles in the sample that are a certain size, typically 10 microns
- Activated lymphocytes are not the only particles that can be 10 microns in size
- Questionable reliability and reproducibility

LRA by ELISA/ACT vs. ALCAT

LRA by ELISA/ACT

\$1.82 per item (Comprehensive test)

381 items with 234 foods

True lymphocyte response assay

User friendly tests results

Courtesy consultation w/ CCN

Rotation diet at no extra charge

Access to Alkaline Way handbook and program

Buy 10 tests get one free volume program

ALCAT

\$2.15 per item (Platinum Comprehensive)

290 items with 200 foods

Particle size – anything at 10 microns

Complicated color coded system

Consultations and rotation diets charged as part of a package

Signs of Immune System disorder

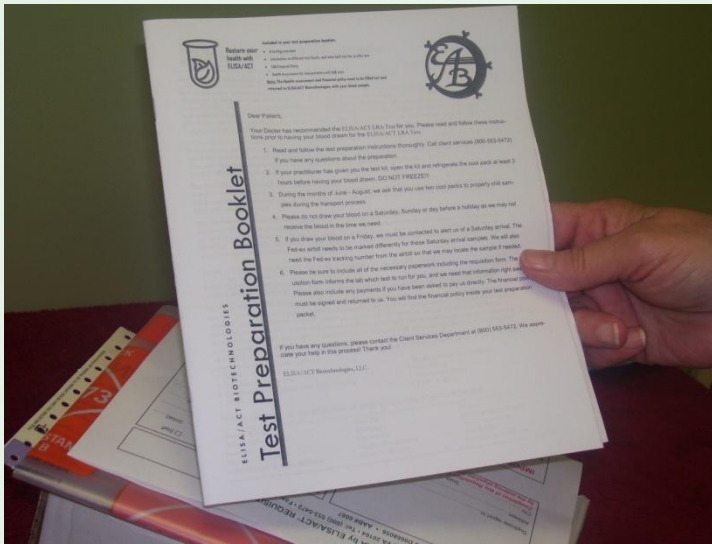
- n Muscle aches / Inflammation
- n Joint pain
- n Respiratory conditions
- n Digestive problems
- n Skin rashes
- n Migraine headaches
- n Dizziness
- n Depression
- n Weight management (cyclic 'water' weight gain)
- n Sinus conditions

What is the first step?



- Need to order special test kit (shown)
- No charge for kit
- Determine which test(s) you want to order

The all important test prep packet



- Give the test prep packet to the patient
- Test prep must be followed exactly
- If drawing at an outside lab – give entire kit to patient

The day of the testing...



- Open the kit box
- Remove contents
- Prepare for venipuncture
- Cold packs should be refrigerated only at least 3 hrs

The contents of the LRA test kit will contain



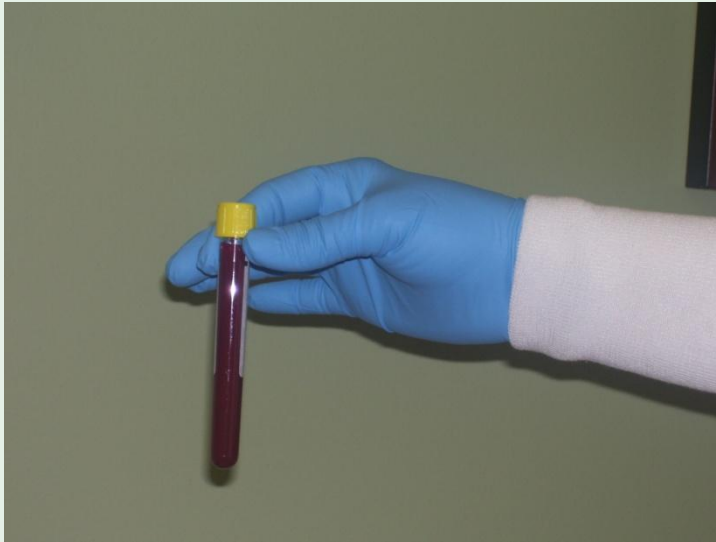
- 4 yellow top vacutainers and 1 lilac topped
- 19 g butterfly
- Vacutainer hub or holder
- Alcohol pad
- Absorbent packing material
- Phlebotomy/Shipping instructions
- Biohazard bag

Phlebotomy Do's and Don't's



- Always use equipment we provide
- If you have to restick – use a new needle
- Patient must follow test prep!
- First tube is a discard
- No half filled tubes

Phlebotomy Do's and Don't's



- Fill tubes completely for proper blood to anti-coagulant ratio
- If possible refrigerate sample 3 hrs before sending
- Send sample same day

Packing and Shipping the sample



- Use absorbent pad w/tubes and put back into biohazard bag
- Use 2 cold packs May-Sept
- Put everything back into the styrofoam and then into the cardboard box.

Packing and Shipping the sample

- Fill out requisition form completely
- Be sure test is marked. Payment must be enclosed unless prior arrangements made.
- Paperwork goes in the pocket of biohazard bag

ELISA/ACT Biotechnology, LLC LRA by ELISA/ACT REQUISITION
888 Cayman Drive, Suite 100, Sterling, VA 20154 • Tel: 800.353.6472 • Fax: (703) 458-2961
Test Code: 26-0000101 • Client ID: 2010000 • 4/08/08 001

Sample type: Plasma Serum Urine

PLEASE INCLUDE THIS FORM WITH YOUR BLOOD SAMPLE.

IMPORTANT! TESTING BE ORDERED IN THE STATE OF NEW YORK.

IMPORTANT! A HEALTH ASSESSMENT QUESTIONNAIRE MUST BE COMPLETED PRIOR TO TESTING!

PLEASE SELECT ONE OF THE FOLLOWING OPTIONS:
 Detailed Interpretation with Results Client Specific Interpretation with Results

LRA BY ELISA/ACT TESTING CATEGORIES:
 BASIC TESTING (144 ITEMS)
 ENHANCED BASIC TESTING (212 ITEMS) **NEW!**
 COMPREHENSIVE TESTING (313 ITEMS)
 PROFESSIONAL'S CHOICE COMPREHENSIVE TESTING (381 ITEMS)
 COMPREHENSIVE TESTING PLUS MEDICATIONS (338 ITEMS)
 ALL INCLUSIVE TESTING (466 ITEMS - REQUIRES 2 KITS)
CUSTOMIZED TESTS ARE AVAILABLE. PLEASE CALL CLIENT SERVICES AT 800-353-6472 FOR MORE INFORMATION ON HOW TO PRE-DESIGN YOUR OWN TEST BLOCK.

Include Panel Substitution (Autation List)

ELISA/ACT REQUISITION FORM

Packing and Shipping the sample



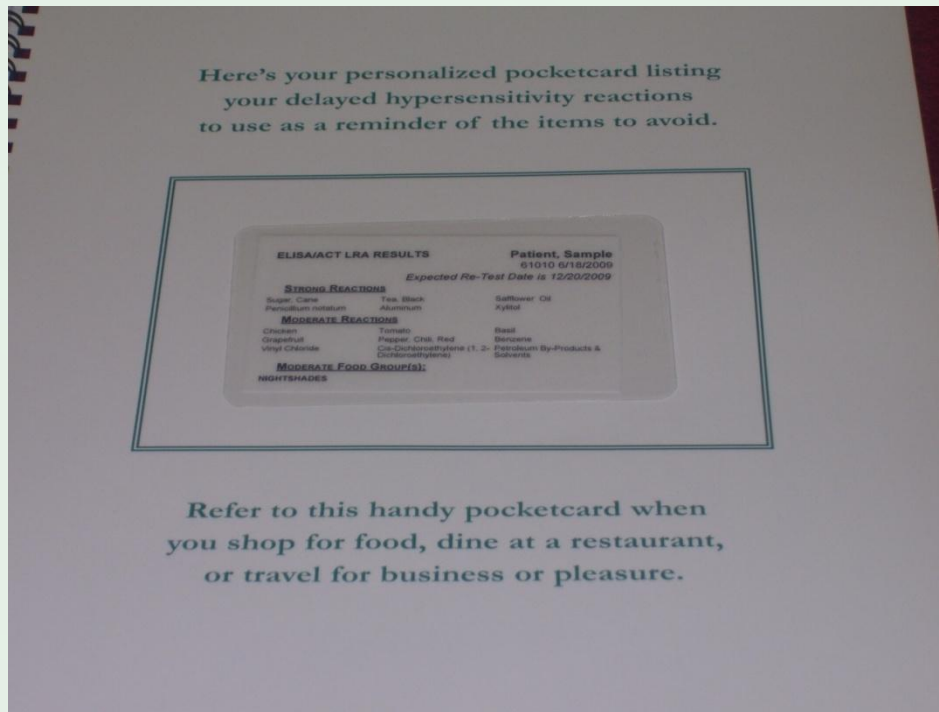
- After placing styrofoam box into cardboard box – put box into the Fed-ex diagnostic bag.
- Fill out the airbill and attach to Fed-ex bag.
- If drawing on Friday – call us for instructions

Test Results



- Test results are usually back in 7-10 days
- Alkaline Way Guide included – helps implement results with recipes, tips on how to avoid specific items, etc.

Follow up and Support



- Laminated wallet card is helpful when shopping or dining out
- Nutritional consults provided with any tests over \$250
- Interpretation and rotation diet can be added at no additional cost

Billing Information

- **There is no insurance reimbursement**
- **Billing Options**

Patient pays us directly w/sample

Practitioner sends payment w/sample
(either check or credit card)

Practitioner gives us credit card to keep on
file and charge each test

Volume accounts may request credit card
charge to be done at month end

LRA by ELISA/ACT®

Evidence-based tests and guides



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