



**THE SPECTRUM
OF HEALTH**
— P O D C A S T —

Podcast Session #42

PRP and Regenerative Medicine

With Dr. Summer Beattie

Today, Dr. Schaffner welcomes her colleague at Bella Fiore Klinik, Dr. Summer Beattie. She's an expert in both aesthetic and orthopedic regenerative medicine and, in addition to working with clients, she also trains physicians.

For more on Dr. Beattie, visit <https://onelivingclinic.com/> or visit her at www.bellafioreklinik.com.

00:07 Christine Schaffner: Welcome everyone, I'm Dr. Christine Schaffner and today I'm speaking with my friend and colleague, Dr. Summer Beattie. Dr. Summer Beattie works with us at Sophia Health Institute and in Seattle at my clinic Bella Fiore Klinik as well. She is just a wealth of knowledge. Dr. Beattie specializes in regenerative medicine, both aesthetic and orthopedic regenerative medicine, and does a wide range of services for her patients. She also trains physicians in the practice of regenerative medicine with PRP, ozone, peptides and exosomes and she has so much to offer. I really love sharing her work and providing education you can use whether you can come and see us in the Seattle area or decide to find somebody locally who does the work that Summer does. I really hope that you learn a lot, and know that there are so many wonderful tools around regenerative medicine to not only look good, but also to heal and recover, especially with any injured joints or inflamed or painful areas in your body. So, enjoy the podcast. Welcome Dr. Beattie, I'm so excited to interview you today.

01:15 Summer Beattie: Thank you, I'm happy to be here.

01:18 CS: Many listeners might know that we have been working together, I think for a little over a year now, and you've done some amazing education on our webinar platforms. Everyone's always so interested in the therapeutics that you offer, and I just wanted to share with our audience all the services you offer and your amazing education. And then of course, for people who can't come to see us, we want to educate people about these services, and about how to find a good provider in your community as well. So, let's just dive in. Does that sound good?

01:52 SB: Sure, let's get started.

01:53 CS: How did you choose to specialize in regenerative medicine and aesthetic medicine? How did your path as a naturopathic physician lead you there?

02:05 SB: I think for most naturopathic physicians, coming into a specialty field is a bit of a convoluted path, as was mine. I originally had wanted to be a physical therapist before I ended up in naturopathic school. And so, after working in a varicose vein surgery center and interferential pain management practice up in Alaska, when I came back to Washington state, I was pretty confident that I didn't want to be in family medicine anymore. It just hadn't been really a good fit for me, but specialty medicine was, and I felt like I was really able to kind of narrow down my set of skills to that field. And my husband had suffered a tibial plateau fracture in 2009 that put him in Harborview, which is Seattle's trauma center, for about a month. He had three reconstructive surgeries with skin grafts and bone grafts and plates and screws that left him with a torn meniscus that still was never addressed. And so, in 2015, he was looking at having to have surgery again and really not wanting to do that. And so, primarily for personal reasons I started diving back into regenerative medicine trying to figure out what I could offer him. I came to prolotherapy, which then pushed me into platelet rich plasma, and all of the other more advanced regenerative procedures that we're now starting to offer.

03:40 CS: A lot of us have these personal stories, that lead us down a path we might not have otherwise gone down. I know that everything happens for a reason, in retrospect, and even though your husband had to go through this really hard time, what came out of this is just great...I mean, you're so knowledgeable and wonderful at these therapies, so that's the silver lining, right?

04:05 SB: Oh yes, absolutely. I think the thing is, once you start looking for solutions for yourself, other people in your life, in your circle start popping up, who have been looking for those same solutions too. It's just really rewarding to have found a tool that is really pretty simple, and affordable, to offer people that's also really effective.

04:30 CS: Summer, some people who are listening might not even know what we're talking about yet, so let's break it down. What are we talking about when we talk about regenerative therapies and especially PRP, or platelet rich plasma?

04:58 SB: I suppose different practitioners might define regenerative medicine in different ways, but for me it's using any kind of tool or modality to stimulate the body to do its own healing and repair. So, we're not implanting anything, we're not cutting anything out, we're typically injecting some sort of solution to encourage the body to heal and repair. And so, one of those solutions that we use is PRP, or platelet rich plasma, and with that, you do a simple blood draw, and then you spin down the blood in a special centrifuge to separate out all the red blood cells. This isolates the plasma which is spun out again to create a buffy coat, and in that buffy coat are the cells that are called the platelets. And the general public probably knows what platelets are, because if you've ever cut yourself, it's the platelets that cause the clotting and stop the bleeding.

06:00 SB: But the other thing that platelets do when you have an injury is that they release cell signaling molecules into the system that signal to the brain that there has been an injury and it needs to send all of its ability to heal to

that area. So when we take the platelets and re-inject them into an area of the body, we're basically creating the signal within the body that there's been a controlled injury, the brain sees that as an injury and responds accordingly. And so, it recruits your own endogenous stem cells, it signals your own growth factors, and the platelets release growth factors themselves and that healing cascade starts again in that area that you've injected.

06:45 CS: We're essentially harnessing our body's ability to heal and repair in certain tissues, if we're wanting to heal or repair a joint. Or what we're really excited to share with people today is more of the aesthetic applications, so we can have younger looking skin. So, tell us about how we can apply PRP?

07:12 SB: Platelet rich plasma can pretty much be injected safely into just about any area of the body. The most popular areas that it's being used in is orthopedics, obviously, because that's kind of where it found its beginnings, and where most of the research is that's available on the efficacy of PRP on joints and ligaments and tendons, that sort of thing. That's actually the only use that's currently FDA approved. All of the other uses for PRP are considered off-label, and we take the science that was done in the studies with orthopedics and apply that to these other situations. And so, where it's being most popularly used in aesthetics is with hair restoration for both men and women, and facial rejuvenation. It can be used with deeper injections into the fat pads of the face. As we age one of the things that happens is that the fat actually starts to migrate itself and become less prominent, and that helps hold up the skin and give shape to the face. So the platelet rich plasma can rejuvenate that by helping with skin tightening and stimulation of elastin and fibrinogen, it helps with bringing a new blood supply to the face, which brings brightness and color and helps with all of that rejuvenation process as well.

08:42 SB: We also use the platelet rich plasma with microneedling, which if listeners aren't familiar with that, it's basically multiple injections very superficially with a mechanical pen that has needle points on the end. It creates these channels, these wound channels in the skin, and then the platelets are applied topically, and soak into the skin through those wounds and stimulate that same healing process. It's great for scar revision, for fine lines and wrinkles, for skin tightening, for improving skin tone and texture, and great for acne scarring, that sort of thing. After having being used that way for a while, PRP started being used in sexual health and wellness. We do quite a bit of that at both Sophia Health Institute and Bella Fiore Klinik. For women we inject the platelets or the platelet rich plasma around the urethral meatus, which is the tube that empties the bladder. And again, either due to aging, or injury, sometimes that too, which should be predominantly straight becomes bent, because the connective tissue supporting it has become weak or overstretched or damaged.

10:00 SB: And so, by rejuvenating that tissue around the urethra we're able to provide some support to it, which helps minimize or even eliminate in some cases stress incontinence for women. That is huge, especially for women who are post-childbearing, a lot of times the trauma from vaginal deliveries can lead to urinary incontinence, and I think women have often been told that it's just part of giving birth and being a woman, that as you age, stress and incontinence is something that happens. You'll see memes and jokes and hear people talk about like, when I sneeze I pee, or when I cough I pee, or I can't jump on the trampoline without peeing my pants. Platelet rich plasma can definitely help with that. And then, it's also injected into the clitoris, which can

help rejuvenate nerve endings there, and help with libido and ability to orgasm more easily. Typically in our practice, we're also injecting it into any kind of scars, and sometimes into the labia as well.

11:03 SB: With men PRP is injected into the penis, primarily to treat erectile dysfunction, as growth factors release endothelial growth factor and what's called VEGF (vascular endothelial growth factor) and that helps with increasing new blood supply, which will help a man to both obtain and maintain an erection more easily. And then more clinically, it's also been used in patients who have Peyronie's disease, a condition where there's scarring of the penis that causes curvature with erection that can be very painful and make it difficult to have intercourse, and some other more medical-type conditions. Those are the primary ways that PRP is being used off-label.

11:55 CS: PRP has such a broad broad application that we can use. Is this something that you just do once, or is it best in a series of injections and treatments? Before Summer came to work with us, I heard a lot of mixed things about PRP, some people swore by it and had these amazing results and for some people it was just a little bit unclear if it worked or not. With your understanding and our approach, I want to make sure that people know how we can make sure they're getting the most out of this treatment.

12:53 SB: I think it's kind of a lot to unload. For one, platelet rich plasma became popular really quickly. And so, the types, the number of providers offering it kind of exploded and there wasn't really a whole lot of standardization around what constituted PRP, or how it was applied and who was a good candidate to receive it. I think that's part of the reason that you'll see some of those mixed reports from patients. I think one of the things that really sets

Bella Fiore and Sophia Health Institute apart in how we choose to offer PRP is that we're very selective about which patients we choose to offer this treatment to. And I say that because we want the best outcomes for them. This is not necessarily an inexpensive treatment. It's typically also not covered by insurance, and so when patients are choosing this type of therapy, they're paying out of pocket and so, I think it's only ethical as a provider that we take a really holistic view of whether that patient is a good candidate for PRP and if we can honestly expect that they'll have good results. Some of the things we want to look at from a more global naturopathic perspective is, what is the person's overall health and vitality and in some cases, that may have led to their injury or their accelerated aging to begin with?

14:29 SB: With our unique patient population, a lot of our patients are dealing with autoimmune conditions, they're dealing with infectious diseases like Lyme or ABB, or other things, and when those are not well-controlled, no matter how many treatments of PRP you do, you're typically not going to get a very vital or robust response. Because remember, again, that the PRP is stimulating the body to do its own healing and the body only has so much energy and vitality to put towards any one process at a time. So if it's trying to heal an autoimmune condition, or it's trying to deal with infections, it's not a good time to be stimulating regeneration with PRP. That's definitely something that we'd take into consideration. We also take into consideration lifestyle.

15:21 SB: Probably the only population of patients that I pretty much absolutely refuse to treat are people who are currently smoking, and that's because we know that use of tobacco products significantly reduces the body's ability to heal and repair, partly through the inability to have good blood flow.

And so, what will end up happening is that the patient just does not get a good response. Those are just a couple of examples of ways that in a naturopathic practice looking at the overall picture for the patient helps determine who will and who won't get a good response to these treatments. And then there are a lot of other factors too, you know, at Sophia and Bella too, we're always looking at mental and emotional health and just good timing for the patient.

16:15 CS: Yes, I think timing is everything, in the practice of medicine, it's applying the right treatment at the right time. I think that that's a strength of how we're integrating this, and also considering the hormone piece too. I think it'll be a big piece.

16:30 SB: Oh, right.

16:32 CS: Do you want to touch a little bit on patient populations who are seeking the treatments for facial rejuvenation or sexual health, regarding how there are typically times when hormonal shifts are happening? Do you mind adding a little bit about hormones and how that can impact PRP?

16:51 SB: Sure. So, typically the type of people or the population of people that are going to be looking for aesthetic improvement due to aging, like wrinkles and even hair loss, that sort of thing, fall into the 40 and older group, maybe the women who are more peri-menopausal or have even moved through menopause. Some of our men are in their 50s, 60s. What we know from statistics is that at the age of 40, nearly 40% of populations report some sort of sexual dysfunction. We also know that that's the age group that starts to seek out aesthetic treatments for appearance. And so, one of the things

that leads to sexual dysfunction and premature aging of the skin is a drop in optimal hormone levels. If a woman is coming to me who's very estrogen deficient and she's wanting to use the PRP to enhance the thickness and quality of her skin, whether it's on her face, or in the vaginal area, she's just not going to get as robust a response or as good a result if her hormones aren't brought back into balance. And it's the same with men, if they're using the PRP for erectile dysfunction, but their testosterone levels are very, very low, they're not going to get as good of a result from the PRP treatments either, or even if they do mount a decent response, it's probably not going to be as long-lasting.

18:34 SB: And so, one of the things we like to do is make sure that if the patient is coming to us from another provider, that that provider has done some sort of lab work and looked at where their hormone levels are. If that's not the case, that is a service that we do provide for patients as well.

19:09 SB: Regarding how many treatments are needed...what happens is, because your body is being asked to do its own healing, and you're using your own endogenous stem cells as part of that process, the younger a person is when they receive a PRP treatment, the more likely they are to have a robust response. And so, if you're coming to me in your 40s and you don't really have a whole lot of dysfunction or a lot of correction to do, we might just do one treatment per year to slow down that aging process and maybe do some mild correction. But if there's a lot of dysfunction going on, a lot of correction that needs to be done, then we're typically recommending that patients do a series of three treatments, about a month apart, and then re-evaluate and see what's needed. I know some providers are saying, for hair restoration, they're recommending up to six treatments right from the beginning.

20:05 SB: Hair can definitely be one of the more difficult rejuvenative processes. Again, the sooner you start, the more likely you are to have good results, and that's true with any of these PRP treatments. However, I don't want to discourage people who are maybe in that older population or to say that this won't be the treatment for them, because of that need to stimulate their own endogenous stem cell. I still have patients who are in their 60s, 70s, even 80s. I've had some gentlemen in their 80s do the injections for sexual health and wellness, and still have really good results. But they're people who are overall healthy and active and are good candidates for PRP.

20:51 CS: You mentioned hair restoration, and I know that can be such a difficult symptom for people in both men and women to go through. There are more options than there have been since we both have been to medical school. What kind of results are you seeing? I mean, of course, you have to look at all the naturopathic things that we just talked about and hormone levels. We also see in my personal experience, sometimes women who've had a mold exposure or who are dealing with even heavy metal toxicities sometimes can have hair loss as a symptom. I know that PRP is a part of a program, and you also can add in light therapy, and we're even starting to play around with peptides. Can you offer some kind of clinical anecdotes around hair restoration for women?

21:52 SB: Predominantly women with hair loss are coming because they've had some sort of issue with hypothyroidism or a singular stressful incident that led to hair loss. Once we've corrected those causative factors, they can typically do just even one treatment and get good results, and that's not typically true for my male population. I think that part of that reason is, is that

men are also fighting that androgenic picture that is sort of part of their normal aging process, with the change in hormones, that women don't typically experience. So with a lot of women, it's "one and done" to a certain extent, or maybe one a year to sort of maintain. The exception to that would be, again, if this has been a long-standing situation of hair loss. Again, the longer you wait to treat, the harder it is to get that hair back. Part of the reason is, is that PRP stimulates dormant hair follicles. What it doesn't do is create new hair follicles.

22:49 SB: So, if the hair loss has been long enough that the hair follicles actually scarred down, then that hair is not coming back. And then that's kind of where we look at some of the other layered therapies that could be helpful, like the peptides. Some studies are showing that potentially peptides can help create new hair follicles, and then there's always the stem cells too. But a lot of that research is just so new that it's not something we're promising patients will happen, we're just saying that it has for some people. With men it's typically a pretty clear series of three or even more treatments to get a lot of their hair to grow back to a thickness that they're happy and content with.

23:42 CS: And then you also have seen the PRP and potentially peptides are such a new area for all of us, but have a lot of promise, but also there are these different laser caps or different devices that people can wear at home to help.

23:57 SB: Yes.

23:58 CS: Can you share how light therapy works with hair growth?

24:03 SB: The interesting thing is that light therapy alone has been shown in studies to help stimulate hair growth and regenerate the hair follicles and bring back some of that hair loss. When you couple it with a therapy like PRP, the rate of return is significantly better. If a person wants to really speed up that process then typically what we'll do is, we'll do a PRP treatment, and then recommend that they purchase one of these at home laser cap devices to use at home on a regular basis. There's a couple of different protocols, depending on what you're trying to do and how much time people have. But they can do it everywhere from everyday for 20 minutes, to two or three times a week. And then typically, we'll recommend that since it's a product they purchased that they just kind of use it as an ongoing basis. It's also a nice solution for people who maybe can't afford to do ongoing injection treatments, but could afford the laser cap and have it at home to use. So, they'll do one PRP treatment and then use the laser cap versus coming in for the three to six. It's just another way to offer a solution.

25:18 CS: There's so much conversation in our community about how to use anything from red light therapy to infrared to near infrared...and we also are using these together at the Sophia office, with the Weber medical laser, an intravenous laser.

25:47 SB: Right.

25:49 CS: Light therapy has such a big place in medicine, where we still have so much potential to explore. I just wanted people to know about this application as well.

26:00 SB: Yes, it's really interesting. It's an emerging field that's going to become much more prominent and so, it's exciting to see that the devices are becoming sophisticated enough to actually be effective and affordable enough for people to have in their own homes.

26:18 CS: Yes, so many home units are now available, so they're not as cost-prohibitive, which is great because a lot of this light therapy is cumulative, right? It's one of those treatment strategies where people feel better with more treatments.

26:35 SB: Yes.

26:36 CS: Summer, moving to the facial aesthetic piece, which is a big passion of mine...primarily, my world is all about chronic illness and treating patients with chronic illness, but I also have an organic med spa in Seattle that we work together with, and I'm just really passionate about sharing these alternatives to mainstream interventions like Botox and other hyaluronic acid fillers that my patients tend to be extremely sensitive to and that they just don't do well with. If you're wanting ingredients that you can stand by and feel good about, we just always want to give people another option. I've always wanted alternatives to the popular facial injections, so women who want these choices have options. And also, the fun thing that I love about PRP with the microneedling is that we're not masking a problem, we're actually improving the health of the skin with each treatment, which I think is unique. With that being said, we have been starting to pair not only the PRP facial injections with all the things we've talked about, but also, we are exploring something called bio-filler, an alternative to the hyaluronic acid fillers out there. Can you share about bio-filler and your experience thus far with it?

28:07 SB: Sure. Bio-filler is also sometimes referred to as plasma gel, and that's because when we do the PRP spinoff, discard the red blood cells and then spin it again to concentrate the platelets in the buffy coat, what ends up happening is, we draw off a significant part of the remaining plasma, it's referred to as the PPP or platelet pure plasma, some people call it the platelet poor plasma. Typically that has been discarded as medical waste. In the orthopedic world they finally started using it as well in injecting. So often the PRP would be injected into maybe the most damaged area, like typically the inter-articular area of a joint, but the PPP would then be injected around the ligaments and tendons and even trigger points, any of the supporting structures of the joint, and they were finding that it was actually much more effective to treat that way. So, while it's sometimes referred to as platelet poor plasma, it actually has some benefit to its use. And so, one of the ways we use it in cosmetics is that we will heat it in a special device for a certain amount of time and then cool it back down and it creates a gel matrix of the plasma. When injected back into the face, in lieu of a hyaluronic acid filler, it provides a scaffolding.

29:37 SB: Then, when the PRP and the bio-filler are used together, the PRP stimulates the regenerative process, and the plasma gel provides structure for the body to build on. I typically don't tell patients that it's equal to a hyaluronic acid filler, because bio-filler is made from your own body and everybody's plasma is going to be a little bit different, whereas a hyaluronic acid filler that you purchase is synthetically manufactured to act in the same way no matter who it's injected into. We can't guarantee that bio-filler is going to perform exactly the same way from person to person, when you're using body

fluids from different individuals. But typically what we've seen is that the volume provided by the plasma gel will last anywhere from as little as one month to three or even six months in some patients. If you inject it into an area that is very movable, like say the lips, it's typically going to break down much quicker, and that's where you might see that shorter one month period of lifespan.

31:02 SB: When bio-filler is injected into the cheek area to support the area over the zygomatic arch and fill out some of the laxity there from fat loss, that's where we're seeing it last longer, for three to even six months, and the idea is that that is a sufficient amount of time, because you should see the maximum benefits from your PRP treatment in about three months and continuing on to even six months. As the bio-filler gel is starting to be reabsorbed by the body, the body is replacing that with its own tissues. So they work really well together. The plasma gel, it's not best in people who don't have a lot of volume loss, it's really designed to be used in that patient population that has a lot of volume loss. A hyaluronic acid filler can be injected into the body to literally change the shape of your face, but bio-filler doesn't really do that, since it re-absorbs so quickly and your body remodels with its own tissues...so bio-fillers are not designed to make you look like someone other than yourself. Does that make sense?

32:14 CS: That was excellent, and I think that's just difference in strategy too with natural aesthetics versus some of the more conventional takes on these aesthetic injections...we're really trying to amplify everyone's own unique beauty, we're not trying to change people's face, but rather have their skin and their complexion and all of the things that these things treat, become more radiant and for people to feel better with who they are. I think you do

such a great job of educating people, so they have the right expectations for these treatments. And again, this is not going to be everyone's choice, but we feel really great about it, I feel like it's the healthiest choice out there. It just is such a great fit, especially for our patients. A lot of people who've struggled for a long time, especially with a chronic illness, they feel like they've aged quite dramatically over that course, and when people are starting to feel better, it's such a joy to give them an option where they can really go back into life feeling confident about how they look. I don't see this as a superficial choice at all. I feel like it's just part of how we present ourselves into the world and how we can feel good. And when you look good, you feel good, a lot of times. I think it's part of health.

33:53 SB: Yes, my husband I were actually talking about that just last night. One of the reasons that aesthetic PRP is one of my favorite things to do is because it does not alter or dramatically change you. It enhances and restores the you that already is. The aesthetic world can become such a slippery slope. I feel like as a mom of two girls, I want them to see themselves as beautiful, the way that they are designed and created and not constantly be trying to change in dramatic ways, the way that they look to fit into a certain stereotype. And so, working in this world, I have to be careful to model healthy choices for myself with that too. I absolutely agree that when we feel good about the way we look, we're inspired to take better care of ourselves, and the platelet rich plasma aesthetic procedures don't ever ask you to be who you're not.

34:58 CS: It's such a wonderful point. And yes, being a mom and having daughters, these are things that we both are thinking about and our society

just has such a different conversation with subliminal message that they're teaching women at such a young age.

35:23 SB: Yes. I want my kids to be comfortable looking like me and not have seen me change my face so dramatically, that is, they're growing, they look nothing like me, and then they have to do the same, you know?

35:37 CS: Yes, absolutely. So Summer, this is such an evolving and constantly changing industry and field that you're in. I know there's so many things that we're constantly integrating and exploring, but what are you really excited about at this time?

36:02 SB: You know, it's funny, there's so many things that have come across my path since starting to work with you and being at Sophia. And like you said, the Weber laser is definitely one of them. I'm really excited to see us incorporate more of the light-based therapies into some of the PRP protocols that we're doing, using them with interstitial and joint injections as well. And then incorporating more of the light-based therapies into our PRP aesthetics and even sexual health treatments. So definitely the light therapy is one of them. We mentioned briefly the peptides and then we've also recently started using more exosomes and just finding ways to enhance some of the results. You mentioned that some of our patients have been battling with some of these chronic conditions for a very, very long time.

36:56 SB: And so, in order to initiate a really good rejuvenating response or regenerative response, sometimes they need a little bit more of an intervention than PRP alone can provide and there are these other tools do that. I

think the other thing that I'm most excited about is that you've offered the platform for me to be able to use both Bella and Sophia as a place to train other physicians, and so, it's created this really great community of like-minded practitioners who are now taking these therapies and applying them in their own practices. They're not just learning to inject, they're maintaining that same commitment to whole person care and naturopathic philosophy in how they're applying the treatments, and I think it's really exciting to see that some of these therapies are going to be used more and more in that patient population.

37:56 CS: You've done such a good job curating not only the physicians who come to learn from you, but also experts who come and teach with you and it's been part of why we love working together. We love learning from other people and bringing all these ideas under one roof, so we can see how we can make our treatments better. I know that what you're doing right now is going to evolve in the next six months to year, and that's so exciting. It's just been a joy to see all of this come together. I obviously want people to come and see you if they're in the Seattle area or if they can travel to see us. We have so many things to offer at both Sophia Health Institute, which is in Woodinville, Washington, where we're really set up to treat people who have complex chronic illnesses, and then we have our clinic, Bella Fiore Klinik that's adjacent to my Med Spa in Seattle, and we have all of the supportive things to also not do these treatments in isolation, but in the context of naturopathic medicine as well.

39:05 CS: If people are not able to come visit us in Seattle, how would you direct them to find a really great practitioner who has a similar approach? Is there a website where doctors who've trained with you are listed, or is there a

checklist to just make sure people are vetting the right type of practitioners, so if they're drawn to this type of approach, we can help them find that?

39:36 SB: That's a little bit of a difficult question. I do have a website up, but it's pretty rudimentary. And the intention was to always list all of the practitioners who have trained with me. At some point, that will be up and running. Until then people are welcome to email me. If I have a practitioner I've trained in their area, I'm happy to refer. I think typically one of the things is price point, which we didn't really talk about, but the cheaper the offer for the PRP, the less likely it is that you're probably getting a really good quality treatment. It's kind of the same with botox or any other aesthetic procedure, right? So, if every other surgeon in your area is charging \$5000 for a breast lift, and your surgeon is offering it for \$1500, there might be a reason that you wouldn't want to pay for the cheapest thing you can find, right? That's kind of true with PRP as well. I just tell people, do your homework and shop around, see what is offered in your area, and then it should be in a general ballpark, right? And then the other thing is, is that some of the regenerative medicine conferences like A4M will typically have practitioners who are trained or certified through different groups.

40:56 SB: So just knowing that your injector has done some advanced training or some continuing education in that area is important. I also think, look for someone who maybe isn't just doing this as a medspa procedure. If you're the type of patient who needs some attention and care to yourself as a whole person, then looking for a physician who does practice either naturopathic medicine or functional medicine or specializes in rejuvenative care,

and is well-versed in looking at hormones or underlying chronic infectious diseases and that sort of thing is important, versus just doing it as purely an aesthetic procedure.

41:45 CS: That's what I so admire about you, when we refer people to you, you'll often tell people, it's not time, let's get these other things sorted out first. I know that your heart is always looking out for the patient and wanting them to get the right results. I really admire that about you, Summer.

42:07 SB: Aww, thank you. I mean, I would want a physician to treat me that way if I came looking for a solution, right?

42:15 CS: Absolutely. Summer, where can people find out more about you if they're a practitioner, and if they want to learn about your trainings?

42:27 SB: One Living is the name of my practice and my website is onelivingclinic.com. I can be reached through that. I'm also on Facebook and Instagram under that name, One Living Clinic, and under my own name, Dr. Summer Beattie, on both Facebook and Instagram. And then for patients, I think we've done a really good job of putting together some informational videos on what PRP is and what we offer at Bella Fiore. So if they were to visit bellafioreclinic.com, and look up the services there, they would be able to figure out how to get scheduled or to get more information on the services that I'm offering there. I'm typically at Bella Fiore one day a week and at Sophia one day a week, but that seems to change, so they just have to check in and see what's available.

43:22 CS: Great. Well, I so appreciate your time today giving us such a great overview. Summer, again, it's such a wealth of information and this is just really an overview of these topics, you can go deeper if you're wanting to seek them out. Please connect with Summer or another like-minded provider who can help you get the results we all want for you with these therapies.

43:49 SB: Thanks Christine.

43:51 CS: Hi everyone, I hope you enjoyed my conversation today with Dr. Summer Beattie. If you live in Seattle, you can see Dr. Summer Beattie at Bella Fiore Klinik in the Queen Anne neighborhood. If you are in the Seattle area or visiting us at Sophia Health Institute, she also does wonderful work there. And please check out her website, oneliving.com. She is a trainer and a teacher and she puts on wonderful events educating other providers and physicians on regenerative medicine. Thanks for joining us.