

The First Annual Ulan Nutritional Systems
SYMPOSIUM

December 5-7, 2008 | Agenda At-a-Glance



AT WORLD-FAMOUS INNISBROOK RESORT & GOLF CLUB



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INTRODUCTION

WELCOME and thank you for coming to the first annual Ulan Nutritional Systems Symposium held at the pristine Innisbrook Resort and Golf Club. We have planned for you a truly exciting, entertaining and educational weekend. It is our sincere hope that over the course of the next few days you learn much, are able to take advantage of the many recreational options offered at the resort and you enjoy your stay here in Florida. The Symposium is destined to revitalize, rejuvenate and rekindle your purposes as a healer.

FRIDAY, DECEMBER 5, 2008 | 1:00-6:00PM | BALLROOM

SESSION 1 - 1:00-2:30PM

"The Health Crisis: Nutritional Solutions"

by Freddie Ulan, DC, CCN

- Cracking the 'Tough Cases' Using Effective Nutritional Protocols as an Aid to Beneficial Analysis"

by Lester Bryman, DC, CDN.

BREAK - 2:30-2:45PM

BREAK - 4:15-4:30PM

SESSION 2 - 2:45 - 4:15PM

"Clinical Pearls: Handling the 'Non-Routine' Patient and

SESSION 3 - 4:30-6:00PM

"Superlative Staff: Your Greatest Asset" by Sandra Rostig

SATURDAY, DECEMBER 6, 2008 | 9:00-12:00PM | BREAKOUT ROOM

SESSION 4 - 9:00-10:30AM

"My Most Successful Practice Building Actions for a Successful Nutritional Cash Practice"

by Darren Schmidt, DC, ND

SESSION 5 - 10:45-12:00PM

"Vital Promotional and Marketing Actions for a Successful Nutritional Cash Practice"

by Mr. Paul Rosen, JD, LAc. and Dory Lewis

BREAK - 10:30-10:45AM

SATURDAY, DECEMBER 6, 2008 | 9:00-12:00PM | BALLROOM

SESSION 4 - 9:00-10:30AM

"New Patients: The most economical, effective and ethical actions for acquisition." by Arte Maren

SESSION 5 - 10:45-12:00PM

"Effective Management: Knowing Where You Are, Where You Are Going...And How to Get There!" by Arte Maren

BREAK - 10:30-10:45AM

AGENDA KEY: ■ = EVERYONE ■ = NON-ACT GRADUATES ■ = ACT GRADUATES

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LUNCHEON & AWARDS CEREMONY | 12:00-2:00PM | BALLROOM

“Luncheon Welcome” by Freddie Ulan, DC, CCN.

“Keynote Luncheon Address” by Charles DuBois,
president of Standard Process
“The Standard Process Life Time Achievement Award”

Mr. Charles DuBois presents to Lester Bryman, DC, CDN

“Individual and Group Portraits” Photographed by
Brentwood Photography

SATURDAY, DECEMBER 6, 2008 | 2:00-5:00PM | BREAKOUT ROOM

SESSION 6 - 2:00-3:30PM

“Non-Drug Intervention and Nutritional Solutions
for Emotional Problems: A Briefing on Effective
Solutions for the Growing Number of Patients on Heavy
Pharmaceutical Prescriptions” by Pam Seefeld, R.Ph. and
Lori Puskar, DC, CCN

BREAK - 3:30-3:45PM

SESSION 7 - 3:45-5:00PM

“Muscle Testing FUNdamentals and follow up visit
procedures” by Brad Kristiansen, DC

SATURDAY, DECEMBER 6, 2008 | 2:00-5:00PM | BALLROOM

SESSION 6 - 2:00-3:30PM

“Special Question and Answer Session for Advanced
Clinical Training Graduates” by Dr. Lester Bryman.

BREAK - 3:30-3:45PM

SESSION 7 - 3:45-4:30PM

“Control: The Key to Practice Mastery” by Arte Maren

4:30-5:00PM - IAEN MEMBERSHIP MEETING:
The International Association of Ethical Nutritionists:
“Patients First!”

SUNDAY, DECEMBER 7, 2008 | 9:00AM-1:00PM | BALLROOM

SESSION 8 - 9:00-10:30AM

“Nutritional Support for the Chiropractic and Sports
Injury Patient: A Case Studies Presentation on the Link
Between Chiropractic Sports Injuries and Nutrition”
by Joe Teff, DC

BREAK - 10:30-10:45AM

SESSION 9 - 10:45AM-12:00PM

“Round Table Discussion: A Clinically-Oriented Question
and Answer Session” with Drs. Ulan, Bryman, Puskar
and Kristiansen

CONCLUSION 12:00 -1:00PM

“Closing Remarks” by Arte Maren

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ABOUT THE SPEAKERS



FREDDIE ULAN, DC, CCN

Dr. Ulan is chairman of the board for Ulan Nutritional Systems and is also the founder of Nutrition Response TestingSM. As a 1965 graduate of the Chiropractic Institute of New York, a Certified Clinical Nutritionist and a Naturopath Doctor, he has more than 25,000 hours of clinical experience. For nearly a decade he has travelled the country, teaching thousands of health care practitioners about Nutrition Response Testing; teaching this simple and non-invasive system to quickly find and address the core reasons why people are ill or have non-optimum conditions. Dr. Ulan was recently featured on the cover of DC Products Review.



LESTER BRYMAN, DC, CDN

A 1958 graduate of Chiropractic Institute of New York, Dr. Bryman has half a century of clinical experience. He is co-founder of two highly successful nutrition-oriented practices in upstate New York and Tampa, Florida. Dr. Bryman is dean of Advanced Clinical Training at Ulan Nutritional Systems and was recently featured on the cover of The American Chiropractor magazine for his lifetime of contributions to the fields of Chiropractic and Nutrition.



ARTE MAREN, MASTER OF CEREMONIES

Mr. Maren is president of Ulan Nutritional Systems. As a professional speaker and consultant for associations, corporations, professionals and privately held companies for over a quarter of a century, Arte has consulted and trained Fortune 500 companies and large corporations such as Teledyne and Bank of America. He has lectured at Chiropractic Colleges and associations all over the United States and has appeared on radio and television around the world, including such shows as Larry King, Tom Snyder and Voice of America. His television show BusinessWise has broadcasted on over 50 national cable channels. He recently conducted lecture tours across Europe in Germany, Italy, Austria and Hungary.



LORI PUSKAR, DC, CCN

A 1994 graduate of New York Chiropractic College, Dr. Puskar is the chief technical officer of Ulan Nutritional Systems. She works directly with Dr. Freddie Ulan in the development and enhancement of optimal training programs in order to create totally successful nutritional practitioners.



PAUL ROSEN, JD, LAC

Mr. Rosen is author of The Great Health Heist – a comprehensive description of Nutrition Response Testing and an ultimate patient referral tool. A former attorney, he now has a successful acupuncture practice in Portland, Oregon and is host of the “Health Matters” radio show.



JOE TEFF, DC

Dr. Teff is nationally recognized in areas of sports and nutrition and was featured on the cover of Chiropractic Economics magazine. He and his practice have had tremendous success in attracting celebrity clientele and retaining them.



BRAD KRISTIENSEN, DC

A graduate of the Palmer School of Chiropractic, Dr. Kristiansen has been practicing Chiropractic for over 30 years. He is an expert in the Heart Rate Variability technique.



DARREN SCHMIDT, DC, ND

An Advanced Clinical Training graduate, Dr. Schmidt grew his practice in Michigan from \$5,000 per month to an average of \$80,000 per month. He is now an instructor for Ulan Nutritional Systems.

SANDRA ROSTIG

As a keynote speaker, management trainer and consultant, Ms. Rostig has delivered over six hundred seminars and workshops all over the United States to entrepreneurs, health care professionals, CPAs and small business owners.

CHARLES DUBOIS

Mr. DuBois is the president of Standard Process. As a third-generation owner, he is committed to carrying on founding father Dr. Royal Lee’s philosophy so that health care professionals and their patients may continue to receive the best in whole food nutrition.

PAM SEEFELD, R.PH.

An expert on medicinal plants, Ms. Seefeld has worked as an integrative pharmacist teaching physicians, pharmacists, and the general public about the proper use of botanicals. Her expertise in the area of vitamin and herbal supplements has placed her on many television and radio shows as well as in numerous newspaper features. She is also a grant reviewer for the National Institutes of Health in Washington D.C.