

# HOTZE **on** WELLNESS

September 2016 · Vol. 1, No. 9

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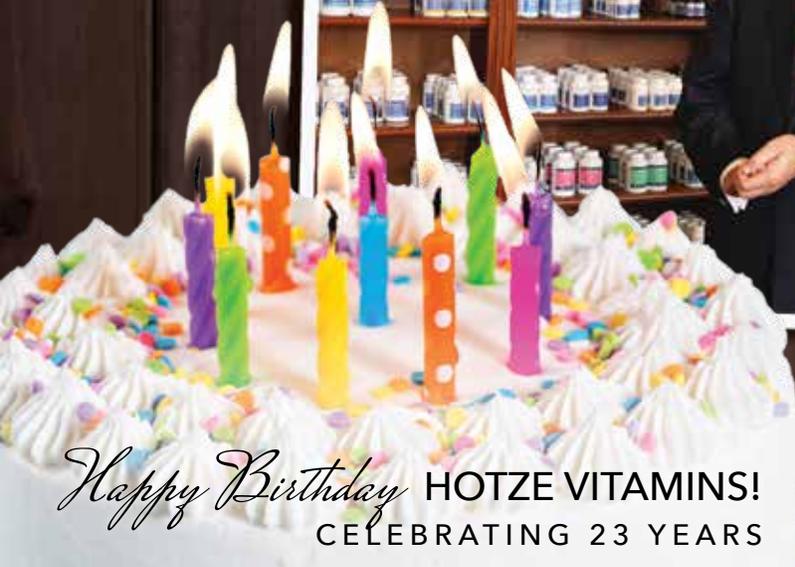
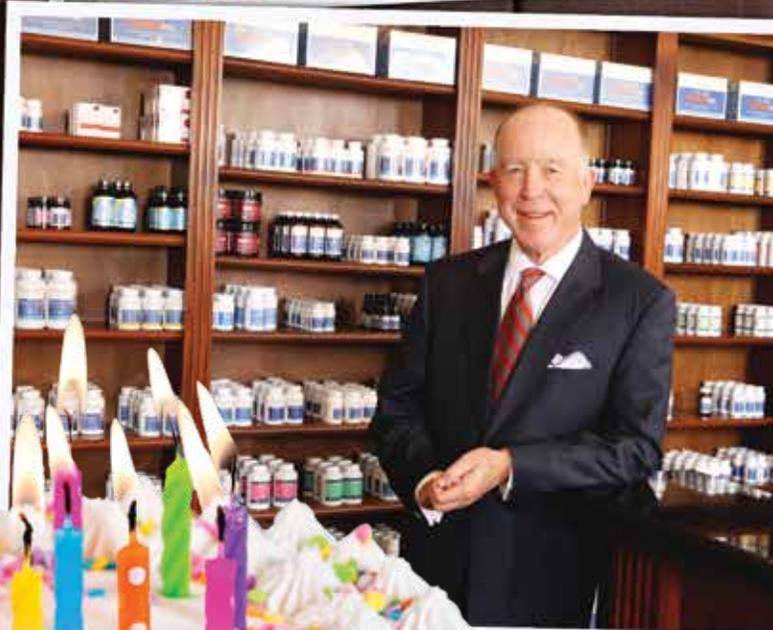
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*Happy Birthday* **HOTZE VITAMINS!**  
CELEBRATING 23 YEARS

## A LETTER FROM DR. HOTZE

When I visit with our guests or members of the **Hotze Health & Wellness Center**, it is an opportunity for me to learn something from them about their life experiences. They often introduce me to new ideas that they have learned about natural approaches to health or about ways they operate their businesses.

Because of these ideas which have benefited my three enterprises and my life, I want to be able to share them with you. This is the reason we have added a column in our newsletter. It will highlight one of our guests or members who will share their insights and advice with you.

In this issue I am pleased to present Georgia Strong of Georgia Strong Realty. She has a great philosophy: "We are not selling homes. We are helping people find the homes they want!" You will find Georgia's article on real estate interesting and relevant.

Well, finally, we are returning to talk radio! Dr. Hotze's Wellness Revolution is being broadcast on 950AM KPRC from 1:00-2:00pm Monday through Friday.

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## SWEET DREAMS ARE MADE OF THIS

by David Sheridan, M.D., Hotze Health & Wellness Center

If you pay attention to TV commercials, then you get an idea about what catches America's attention. Weight loss, depression, heartburn, constipation and insomnia pretty much top the list right along with America's love life (or lack thereof). Throw in the occasional toenail fungus, excess mucus and those who don't "enjoy the go," and you can see how corporate America hopes to earn a buck. Some of these issues are serious to be sure. However, by paying attention to diet and hormonal health, most of the aforementioned maladies would all but cease to exist. A big one is sleep.

Sleep is needed for physical and emotional health and is important to maintain optimal brain function and general tissue health. In the young, sleep is critical for normal growth and development. The beneficial body processes that occur during sleep are too numerous to list completely, but a few of the more important items reveal how critical a good night's sleep is to optimal health and wellness.

During sleep, the brain processes the day's events and prepares new pathways so that these experiences can be remembered and integrated into existing brain pathways. This helps us learn from experience. Therefore, proper sleep aids in learning and problem-solving skills. Sleep also allows us to grow and mature emotionally.

Our immune system strengthens during sleep. As a result, it can react more quickly and more strongly when the body is under attack from pathogens.

While we sleep, our brain cells shrink by almost half making it easier for each cell to excrete toxins. So toxins that would otherwise take away from optimal function are unable to accumulate. Did you know that chronic sleep deprivation has been associated with an increased risk of Alzheimer's disease as well as anxiety and mood disorders?

Tissue maintenance, repair and restoration also all occur during sleep. Applied to our heart and blood vessels, this diminishes the risk of heart attack and stroke. The incidence of both of these issues increases with chronic sleep deprivation. Sleep also improves insulin sensitivity. This affects not only our tendency towards diabetes as we age but obesity as well.

Now that you have a greater understanding of the importance of sleep, you may wonder what can you do about poor sleep. Finding the cause goes a long way towards fixing the problem.

"How can I be so tired and still not sleep?" Believe it or not, this happens in some unfortunate hypothyroid individuals. Thyroid hormones are responsible for regulating the metabolic activity of every tissue. Low thyroid function typically results in low cellular metabolism. It is not surprising when an individual also complains of having low energy levels. There is a "catch 22" that may actually decrease your ability to fall asleep!

In order to successfully fall asleep, the cells in your brain's sleep center must become metabolically more active. This is because your sleep center must work harder to suppress conscious brain activity. The problem is that any cellular activity that requires an increase in metabolism can suffer when one is hypothyroid. Tragically, many hypothyroid individuals, as tired as they may be, have difficulty falling asleep.

Progesterone seems to be another common culprit. Women seem to be particularly dependent upon this marvelous hormone to feel well, but did you know that men and women actually make about the same amount of progesterone? Progesterone is a powerful stabilizing agent for the nervous system. When its neurologic calming effect is diminished, sleep also suffers. While hypothyroid individuals often have difficulty falling asleep, those with low progesterone often have trouble staying asleep. They awaken frequently, sometimes for no apparent reason.

Allergies are another cause of impaired sleep. Many can easily relate to being kept awake coughing or tossing and turning all night with a stuffed-up nose. In many, allergic symptoms just partially disturb sleep, which may then lead to "presenteeism" at work or school.

The list goes on. Menopause can be marked by night sweats or bladder spasms interrupting sleep. Many women can attest to this. Eating or drinking too late may also contribute. Chronic stress and adrenal fatigue may result in the adrenals reversing their normal cortisol production. This adrenal disruption

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## RYANNE'S STORY: COMING BACK TO LIFE

"My nickname is zombie girl because that's how I always described it to everyone.

I would have a hard time waking up in the morning. I would sleep in my car during my lunch break at work. I would come home and basically not be able to move off the couch until it was time to go to bed. How else do you explain that other than being a zombie?"

Ryanne was in an auto accident in 2008 which sent her health into a downward spiral. Even before the accident, she began to notice all of these different symptoms, but it was really after the car accident that everything hit her hard. She was tired and in pain and her body couldn't heal because it wasn't working right. She was surprised when her doctor offered her an antidepressant. "Was this really the answer?" She knew it wasn't.

Ryanne's story is like that of so many women, going to doctor after doctor after doctor seeking help and they're told that their blood tests are normal and nothing is wrong. The truth is that these doctors *don't*

*know* the reason why women are feeling the way they do. They aren't asking *why* women have fatigue, brain fog, difficulty sleeping, unexplained weight gain, depressed moods, anxiety and so on. This fails patients over and over again, leaving women feeling frustrated and hopeless.

Ryanne felt like she was missing out on life. Then one day she saw the advertisement for Hotze Health & Wellness Center that said, "People don't lie. Lab tests do." She thought "That's interesting. That kind of sounds like me." Her doctors told her "you're normal, you're fine," but Ryanne thought "*no, I'm not fine.*" She knew something else was going on and she was determined to find the right answers.

Ryanne is a young woman and she should have felt healthy and well. The injury from her car accident stressed her adrenal glands (stress organs). Her adrenal glands became fatigued, like a muscle does when you lift weights, and they weren't producing enough natural cortisol. Adrenal fatigue occurs when the adrenal glands cannot produce enough cortisol to meet the demands of your body. In short, you are wearing your adrenal glands out, so you feel increasingly fatigued, stressed, anxious, and many other health conditions may occur as a result.

What she needed was to replenish and support her adrenal glands with bioidentical cortisol, which is the naturally occurring stress hormone.

As women age, all their hormone levels, adrenal hormones, sex hormones and thyroid hormones, decline so they need to simply replenish them with bioidentical hormones to maintain optimal health.

Today, Ryanne feels "a thousand times better." We are happy to report to you that she is no longer known as "zombie girl!"





# SEVEN STEPS FOR A GREAT NIGHT'S SLEEP

by Kimberly Haddock, RPh, Hotze Pharmacy™

Sleep hygiene consists of a variety of different practices necessary for normal, quality nighttime sleep and full daytime alertness. Without proper sleep hygiene, you could be harming your body's natural ability to fall and stay asleep on its own. Additionally, sleepless nights can lead to long term health consequences, such as insomnia.

In order to get a good night's rest each and every night, it is essential that you follow the Seven Sleep Steps that will leave you feeling refreshed and energized each morning.

- 1. Avoid napping during the day.** While naps may be tempting, especially on the weekends, they actually disturb the normal pattern of sleep and wakefulness. If you feel yourself wanting to doze off, lace up your tennis shoes and go for a walk. The physical activity and natural vitamin D from the sun will wake you up in no time.
- 2. Switch to all-natural soaps and lotions.** The various petrochemicals in the products that we use on our skin have detrimental effects on hormone levels, most profoundly with estrogen. An increase in estrogen levels can cause insomnia in both women and men.
- 3. Balance your hormones.** Sex hormones are powerful sleep agents when levels are optimal. Progesterone, estrogen and testosterone can all help improve your sleep quality by reducing anxiety, alleviating hot flashes and night sweats, and helping with sleep apnea.
- 4. Supplement with adequate levels of desiccated thyroid.** You have to have good thyroid activity in

your brain in order for it to enter all stages of sleep, including REM. If you are still waking up tired in the mornings, your body may not be entering REM sleep and you may need your thyroid levels adjusted.

**5. Control your portions.** Large meals close to bedtime can get in the way of a good night's sleep. Remember to keep dinner one of your smaller meals of the day, and avoid chocolate afterwards. Chocolate contains caffeine, which can disrupt sleep.

**6. Establish a bedtime routine.** Following the same schedule each night prepares your body for what's to come next: sleep. Just like a child needs a strict bedtime routine, it's important that adults follow the same advice. Dim the lights, wash your face, brush your teeth, turn off all electronics and turn down the air. You'll be surprised at how creating a routine can help prepare your body for sleep.

**7. Optimize your bedtime vitamin routine.** Magnesium is a key mineral that helps ease muscle tension, while also promoting nerve health and relaxation. Because it's so easily depleted through stress and exercise, you want to make sure you're supplementing with at least 600 mg of magnesium citrate or glycinate daily. Additionally, melatonin is the natural sleep hormone that supports a restful night's sleep without leaving you groggy the next morning. Melatonin is offered in a sublingual prescription formula at Hotze Pharmacy, as well as over-the-counter through Hotze Vitamins, and is best taken 30 minutes before bedtime.

**SAVE THE DATE** *Hotze Vitamins celebrates 23 years!*  
September 29, 2016 We can't wait to celebrate with you. Stay tuned...

## DREAMING OF A GOOD NIGHT'S SLEEP?

*continued from page 3*

can be astonishingly precise. If you wake up alert at the same time during the night with perhaps 10-20 minutes' variance, your adrenals may be giving you the cortisol burst you needed at 11:00 am.

Drugs for sleep just mask the issue. You may get some sleep, but not the quality you need for optimal health. So even if you feel that your main problem is poor sleep, don't overlook other symptoms that seem less

important. Brain fog, memory loss and cold hands may be additional symptoms of low thyroid function, even "high" cholesterol. PMS and other menstrual issues almost always indicate low progesterone.

Remember, the cause may be as obvious as the drummer next door or as subtle as the mild beginnings of hormonal decline. Don't settle for a drug that doesn't solve the "why" or for being told "welcome to getting older." How poorly you sleep negatively affects you and your loved ones. Get a good night's sleep. You and your loved ones are worth it.

A LETTER FROM DR. HOTZE  
*continued from cover*

You can also listen to it streaming on [kprcradio.iheart.com](http://kprcradio.iheart.com). While we have maintained a presence on radio through Hotze Wellness Minutes, I am excited that we have been able to return to a full-length program. Many of our guests and members have shared with me that they missed me not having a radio program over the past two years. An hour-long program is a much better venue for us to share with the public the reasons for adopting natural approaches to health instead of conventional pharmaceutical treatments. Please let your family members, friends and associates know about our new radio program.

By the way, I am also a regular on the Sam Malone radio program 1070AM The Answer, on Monday mornings between 7:45 and 8:00am.

*Equestrian Living* magazine featured the **Hotze Health & Wellness Center** in its August/September edition. They report that we have a natural approach to keeping equestrians "fit, focused, and in the saddle!" You may find a copy of the article at: [hotzehwc.com/equestrian](http://hotzehwc.com/equestrian).

Thank you for giving my team and me an opportunity to serve you, your family members, your friends and your associates.

Committed to you & your family's health success, I remain, as always,

Sincerely yours,



Steven F. Hotze, M.D.  
Chief Executive Officer



## SO... HOW'S THE REAL ESTATE MARKET?

by Georgia Strong, Georgia Strong Realty

*This is our first issue featuring an article from one of our members, Georgia Strong of Georgia Strong Realty. Georgia is a real estate agent with over three decades of experience, specializing in the greater Houston area. It is my hope that you find her article on the real estate market timely, interesting and informative.*

—Steven F. Hotze, M.D.

When people discover that I am a real estate broker, one of the first questions they ask is, "So, how is the market?" And the question is genuine. We all want to know how our investment is faring and we are never really sure where to turn to get that accurate assessment. But it is a rare occasion that I can rattle off an appropriate answer on the spot. Even though real estate values in the United States follow a general cycle, there are several factors that can impact the value of your home in varying degrees.

The first is **LOCATION** within your market area. The second is the **CONDITION** of the home, which includes not only how well maintained it is, but also what improvements have been made. The third is how willing or able the seller is to **PRICE** the home well, taking into consideration the two factors above along with the current market conditions. There are multiple layers of other things to consider in order to ascertain the true market value of a home at any given time, but those are the top three.

Keep in mind that there are various sources of information available to the public, but each has its flaws and only a real estate professional who is familiar with your market can give you an accurate, up-to-date market analysis, and at the end of the day, only a licensed appraiser can generate the market value of a

home that lenders will acknowledge as the price they are willing to finance. We are all aware that numbers can be and are frequently manipulated to achieve a specific outcome, so home owners who are considering putting their home on the market always need to exercise caution when taking action based on numbers being presented. There is always a bigger picture that is not necessarily reflected accurately.

Two examples are appraised values that are assessed for tax purposes by your taxing authorities and those online "z-estimates" and other numbers that are sometimes not even close. While they are loosely based on data that is available to the public, they lack the proprietary information that only a local, market-savvy real estate professional can provide.

Now, for those of you who love numbers and general statistics, here they are. *In the Houston region*, at the end of July, the number of new listings decreased 1.5%, pending sales (those under contract but not yet closed) increased 17.8%, and closed sales decreased 20.4%. The average list price has increased just over 3% year-over-year to \$303,884. That compares to an average list price of \$294,797 in July 2015.

So, if you are wondering about the market, my question to you is, "where do you live?" Once you have answered that, there will be more questions. If you are serious about finding the value of your home, call me to schedule an appointment.

Here's hoping you feel enlightened,  
*Georgia*

Georgia Strong has been specializing in the greater Houston real estate market for over 12 years. For your complimentary market analysis or with any questions, call Georgia at (832) 455-6876 or visit [www.strongrealtygroup.com](http://www.strongrealtygroup.com) for more details.

# Meet Esther.

Esther is the community leader from Juan Davila, a community in Nicaragua. Not only has Living Water provided clean, safe water to this community, but the team has also worked strategically to establish new hygiene and sanitation habits and build relationships with the local churches to encourage unity with one another. When asked how safe water has impacted their community, Esther replied, "When we received safe water from Living Water International, women were impacted first." Esther explained that when communities don't have access to safe water, children acquire water borne illnesses which keeps them home from school. It is the women who spend their time and money taking their children to health clinics to help nurse them back to good health. Often times, taking a child to a clinic means going without food because of the huge financial sacrifice it takes.

Now that Juan Davila has safe water, the children are much healthier, allowing the women more time to spend developing their communities and investing their money towards the livelihood of their families and careers. Esther's story is just one out of the 17,301 communities to which Living Water has provided a safe water project. Water gives life in so many ways, and we are so grateful for you as we continue to partner with Living Water in their mission to provide water, for life, in Jesus' name!

**To learn more about Living Water, visit [water.cc](http://water.cc).**



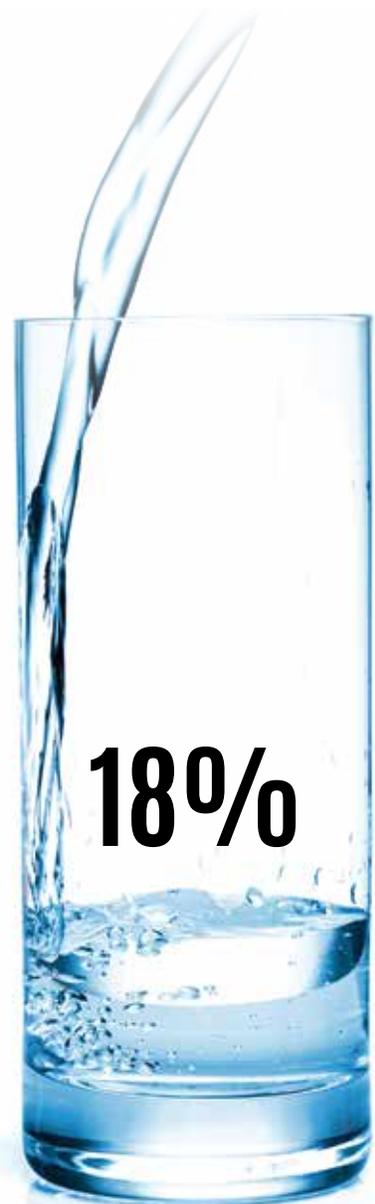
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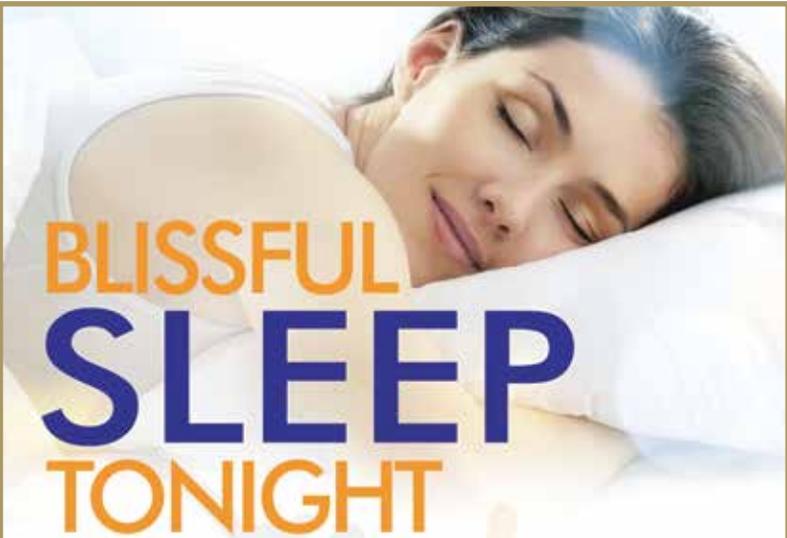
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