



Kara Ware: [\(00:00\)](#)

This is our last episode of season two. Thank you to all our listeners worldwide in 40 countries that have stuck with us since the very first episode of season two. If you are just joining us now, well welcome, we are glad you are here, and we encourage you to go back and listen to the season in its entirety. We have sequenced each episode to build upon one another.

Nathan Morris: [\(00:29\)](#)

Yeah. Remember the question we have been answering this season, Kara? How a health coach can make functional medicine more approachable, affordable, and sustainable, and to help open functional medicine up to the masses right now when they need us the most and how true that is. Really, we've kind of been building a case. As you say, these episodes build on each other. Please know that this has been kind of a case we have been building all the way from episode one, so really go back to understand what we are talking about. In this episode, I think it'd be really helpful to listen to episode one through six.

Kara Ware: [\(01:02\)](#)

Yeah, because we built up to this episode.

Nathan Morris: [\(01:04\)](#)

Yeah. We built up.

Kara Ware: [\(01:04\)](#)

This is like our crescendo right here.

Nathan Morris: [\(01:05\)](#)

This is it. This is it, right before the season ends. Throughout the season, you have learned why health coach is a good business decision and why their unique skillset is a compliment to a medical provider, why they are not competition but actually a great part of anybody's practice. In today's episode, we are going to talk about the next steps, really the how-to, where to go to find a certified health coach, what this certification means, introduce you to a first of its kind resource, which I am really excited about, Kara, which is a... Well, I will not give it away. Let me just [inaudible 00:01:39]. It is hard. I am the kind that would ruin kids' Christmas, "Oh, guess what you got?" Yes. We are going to introduce this first of its kind resource to help you find and onboard the right health coach. I think there's been nothing like this yet and we'll take a lot of the guesswork and the fear away for providers, and lastly, we'll summarize the key learnings from this season.

Kara Ware: [\(02:02\)](#)

Hello and welcome. I am Kara Ware, a National Board certified health coach and business advisor.

Nathan Morris: [\(02:10\)](#)

And I'm Nathan Morris, a medical doctor who's also certified in functional medicine.



Kara Ware: [\(02:14\)](#)

Remember, Nathan and I have been in business development planning for months earlier this season when he opened up his new practice, Good Medicine Colorado. The question that we wanted to answer for his practice was, "How do we make functional medicine more approachable, affordable, and sustainable?" Remember those three words we have been talking about this season. And it really simplifies down to two things.

Nathan Morris: [\(02:39\)](#)

Right, Kara, it does come down to two things. One is integrating the health coach to help improve patients being better prepared, activated, ready to go when they get to your office, which is really something you do not want to try to accomplish in your first patient visit as a provider. This will improve your patient retention, which is what we need to optimize clinical outcomes.

Kara Ware: [\(03:02\)](#)

Yeah, we need [inaudible 00:03:02] stick around with us.

Nathan Morris: [\(03:03\)](#)

Yeah. It is fun to create these great plans and then they do not stick around and that does not help them, and it does not help you. You do not know if what you are doing is working. Number two, it is creating multiple entry points to meet people where they are with their emotional, financial readiness. The previous model we've discussed in other episodes was we set this super high bar for entry for really sick patients, and we really need to rethink that and welcome in the other 90% of the population that need functional medicine and are not sick enough, quite frankly, for a lot of practices out there, so we need to make a healthy entry point, and I think we've done that in this season.

Kara Ware: [\(03:42\)](#)

Yeah, and to fill a practice, we need to think of this as relationship building. With healthy relationship building, we need to meet people with where they are at, and not every patient coming into the door is at the exact same readiness for the financial and emotional commitment that functional medicine requires. If you remember, we have talked a lot about the entry points that we have created for Nathan's practice, Good Medicine Colorado, to open functional medicine up to a broader audience, to make it more approachable, affordable, and hopefully sustainable. That is our goal. In our last episode, we talked a lot about that, how to make functional medicine sustainable.

Kara Ware: [\(04:18\)](#)

To remind you, the four entry points that we've created are the advanced care path for those patients who have been in functional medicine for some time, this isn't their first rodeo, the introductory care path for patients who want to heal their root causes but they don't really understand their role and all that's involved, the proactive care path for those people who want to be proactive in today's time specifically to bolster their immune against threats of all kind, for example, or to age well, and then the group coaching events for those patients who are still weighing the pros and cons, "Hey, is this investment worth it?" For more information on how we have designed these entry points, if you would



also like to consider this, we will have a link in our show notes to episode one. That episode's really important to listen to, and we also have a beautiful PDF as a resource that we will make available to you again, and of course the health coach, the health coach plays a big role in these entry points.

Nathan Morris: [\(05:15\)](#)

Yeah, this season we've made our case as to why integrating the health coach is a good business decision, and I think a lot of providers that are listening, I think as a business decision, you really cannot go wrong. The other part of this episode is we're going to hear how to integrate a coach in clinical practice.

Kara Ware: [\(05:34\)](#)

Yeah, the how, right? Like you said, the nuts and bolts. Okay, we want to do this, now how?

Nathan Morris: [\(05:38\)](#)

Exactly.

Kara Ware: [\(05:40\)](#)

That's what we're going to talk about today. In this episode, we are joined by our guest, Leanne Webster. She is the executive director for the National Board Certification of Health & Wellness Coaches. We're going to hear from Leanne right after this.

Kara Ware: [\(05:59\)](#)

Leanne, as the executive director of the National Board for Health & Wellness Coaching that represents the training and education and assessment standards that allow for the coaching profession to advance in all aspects of healthcare and wellness, will you share, will you tell us about the history of the National Board for Health and Wellness Coaching?

Leanne Webster: [\(06:19\)](#)

Absolutely. If you go back to really the formative years of health and wellness coaching, we like to say it was really like the wild west. There were absolutely no training and education standards in place, and so, in 2010, Margaret Moore, who is the founder of Wellcoaches, and Karen Lawson from the University of Minnesota were both at the National Wellness Institute Conference, and they started talking about the fact that there were no standards in place. This led them to create a mission and eventually a nonprofit organization in 2012, which has led us to where we are today. I can go into the intricacies of all that if you'd like, it depends on what your audience really wants to know.

Kara Ware: [\(07:04\)](#)

I heard you talk about in 2014 how a group of 60 subject matter experts all came together. Will you tell us about how...? Because that was really the beginning of standardizing the gold standard for health coaching. Tell us a little bit about that, that year.

Leanne Webster: [\(07:18\)](#)



Absolutely. In any industry, so you could say a dental hygienist or a paralegal, everybody must have a standard in the industry, and they must have a certain set of knowledge, tasks, and skills. Those knowledge tasks and skills are based on what we call a job task analysis. I encourage your listeners to Google that word. What we did was we brought together 60 subject matter experts in health and wellness coaching who worked with a professional facilitator to create a job task analysis for the industry. In that analysis, we identify the knowledge, tasks, and skills that a health and wellness coach who is practicing should have. Our training and education standards and curriculum requirements are based off of that job task analysis.

Kara Ware: [\(08:12\)](#)

Then you took these analysis or these job tasks and then you submitted it to the coaching certificate program so they could begin to integrate it into their curriculums to prepare coaches to sit for this National Board certification. Was that the next step after this group identified the job task analysis?

Leanne Webster: [\(08:31\)](#)

Yeah. Once we identified the knowledge, tasks, and skills, we were able to really break that down into training and education standards, and those standards are what are required for a program to become NBHWC approved. People who graduate from an approved program are then eligible to sit for the board certification exam.

Kara Ware: [\(08:56\)](#)

That National Board certification exam, you partnered with the National Board of Medical Examiners to create that test, so tell us...

Kara Ware: [\(09:03\)](#)

... board of medical examiners to create that test. Tell us more about that. I feel that that is the gold standard. I mean, you have just done this in every way possible that is validating our coaching profession.

Leanne Webster: [\(09:14\)](#)

Yeah. In 2016, we began discussing a partnership with the National Board of Medical Examiners. We formalized that partnership in May of 2016. We like to look at the National Board of Medical Examiners as experts in exam creation and delivery. They have been delivering the board certification for physicians for decades, and the organization has a history of more than a hundred years. So, we are the content experts. Together, we have developed this robust board certification for health and wellness coaches, and we delivered the first exam in September of 2017. At this point, we have more than 3,100 national board certified health and wellness coaches, and we have about a thousand coaches who are going to be sitting for the next exam, which starts in October.

Kara Ware: [\(10:08\)](#)

There are so many certification programs currently available, and so there's going to be more than what I'm going to highlight here, but there are three that I know of and feel confident in recommending when



you're ready to go find a health code. The first place is that National Board for Health and Wellness Coaching. They have a find a health coach feature on their website. The Functional Medicine Coaching Academy, that is where I graduated. I was in their first graduating class, and I highly recommend FMCA. Then also Wellcoaches, that is coach Meg, Margaret Moore, who we heard from episode two, that's her health coaching credentialing program that's been around since the early 2000s.

Kara Ware: ([10:51](#))

You have been working with the American Medical Association. Tell me more about that, with the CPT codes, and I would love to hear more because this is bringing health coaching into the standard of care.

Leanne Webster: ([11:02](#))

Yeah. First, I will start by saying that CPT codes are a rather complicated thing. If you are not real familiar with them, it is hard to even find out a whole lot about them. But basically, CPT codes are the codes that are used in healthcare that are generally attached to a reimbursable amount, right? CPT codes are overseen in America by the American Medical Association. Our organization partnered with the VA and applied for Category III CPT codes for health and wellness coaching in the spring of 2019. We succeeded at getting these codes through the American Medical Association, and they are called Category III CPT codes. There isn't currently a reimbursable amount attached to them.

Leanne Webster: ([11:54](#))

However, this is a monumental step for the advancement of the profession because we have recognition from the American Medical Association, and this really leads into more respect and recognition by all healthcare practitioners. So, our goal is to move from a Category III code, to a reimbursable Category I code, and we're currently working on that right now.

Kara Ware: ([12:23](#))

CPT codes. There is a lot of research that has gone into the validation and establishment of these codes. [Lian 00:12:31], she is going to provide a compendium of these papers, and there will be a link on our website for you to review. Just finally LeighAnn, just one last thought. I would be curious to hear, there are significant costs associated that our country has regarding chronic conditions, and it is really going to take a team to address today's health concerns. The statistics are alarming. Just a final thought, what is it that you see? I mean, you've talked a lot about through this, but just kind of as a summary for our listeners, that secret sauce that health coaches bring to really the global need for addressing chronic conditions that are on the rise.

Leanne Webster: ([13:17](#))

Yeah. I think that the secret sauce for health and wellness coaches is that they are trained and educated to work with patients to help them seek long lasting behavior change. That will reflect in their overall health positively. So, I would encourage any physician that is listening to this show to have an open mind about working with a trained and educated board certified health and wellness coach. I would also encourage any patient who's listening to have an open mind about seeking assistance from a health and wellness coach, because I think it could really make a positive impact in their overall health and

wellbeing.

Nathan Morris: ([14:04](#))

Lian has just told us the history and future of health coach certification, and how health coaching has become a bonafide profession. Quite honestly, the certification is a great way of that, is really help make this a more bonafide type profession, and I think it is important and I am glad to see it. She is not alone in appreciating the impact health coaches can have on strengthening functional management practices in many ways. Kara, what's interesting is up until now, can I open the Christmas present now?

Nathan Morris: ([14:32](#))

I think I'm going to open the Christmas present. Up until now, our industry has not had a training manual on how to effectively integrate a health coaching clinical practice. Up until now, there have been more questions than answers on how to do this, so everyone benefits. Kara, what have you done about this?

Kara Ware: ([14:51](#))

For the last couple of years, I've been business coaching, and specifically coaching doctors on how to integrate a health coach. I've doing more for them like designing entry points and back and front office systems, but a large part of my business coaching has, where do I find a health coach? How do I interview them? I have worked with providers where they have tried to hire a health coach and their inbox was inundated with emails, and how are they supposed to sort through all these emails or these applicants and without creating even more stress on themselves? What are the questions to ask? What does a health coach even do? Hopefully, we've answered a lot of those questions, but this eBook really takes you through an infrastructure so that you're not just winging it, and structure creates efficiency.

Kara Ware: ([15:33](#))

That's what I'm hoping this eBook does for your practice, is it takes you through, okay, well, what is an efficient way to start posting a job? Then moving into an efficient interviewing, and then hiring, and then what are the materials that you need in place to train so that you are prepared? This is ... It is a productive training. So, you are not just trying to make it up as you go along. You have a structure. Then also, some training materials are included, because this season we've introduced some new roles for a health coach in a clinical practice, like being the entrance to your practice at that 15 minute welcome call.

Kara Ware: ([16:07](#))

Even driving the patient's first encounter. So, I have included training materials that you and your coach can collaborate on so that you do not have to spend so much of your time trying to teach them what to do. You can hand them a manual and say, okay, this is what we are going to do together. Now, how are you going to go off and do this? Remember we talked a lot about business planning in episode four.

Nathan Morris: ([16:30](#))

Right. Kara, I just cannot say how excited I am about this eBook. The first of its kind in the industry, quite



honestly, I think it has been said by other people that there is nothing like this out there. Kudos for a job well done and bringing something into existence that so desperately is needed by providers. Because I tell you, I think a lot of us are paralyzed by this fear that you speak up. So, instead of taking the next step, we just pause, and we stop, and we say, maybe tomorrow, but this is ... if you know, no reason why you cannot take that next step, and it holds your hand, which quite honestly, I had you ... This eBook is like Kara and [crosstalk 00:17:13], so it is awesome. Kara, right now.

Kara Ware: [\(17:17\)](#)

That's awesome. Thank you. Napoleon Hill, he is one of my favorite authors, and he always says, you must see it, believe it, and then achieve it. I am hoping this eBook is that vision of a clear path forward, of how to integrate a health coach in a way that creates efficiency. It reduces your stress.

Nathan Morris: [\(17:34\)](#)

Yes. Kara, let's switch gears and now, and highlight the key learning objectives from this season.

Kara Ware: [\(17:44\)](#)

Yeah. Remember, this is a season, like we have been saying. We are building upon one another, and this was our final episode of the season. Dr. Dan Kalish, he has said that health coaching is one of the most pivotal roles in functional medicine. Let's check back in with Dan one more time and hear his thoughts on why ...

Kara Ware: [\(18:03\)](#)

... go back in with Dan one more time and hear his thoughts on why adding a health coach to your care team is a logical business move.

Dan: [\(18:08\)](#)

I think most of the time these doctor-coaching relationships are set up in a haphazard way, and there's no plan. Just like, "Oh, I heard I need a health coach, so I bring in a health coach." Then the health coach is just left to do their own thing. It is not clear. There is no structure. I think if it's structured and we all agree that 80% of functional medicine is about lifestyle change, and we all agree that any successful doctor doesn't have the time to do all the lifestyle coaching, that you're really reliant upon setting up a system where the patient identifies with the coach, and in a way as a primary provider.

Dan: [\(18:45\)](#)

If I think about my dentist, I love my dentist. She is great. How much time do I spend with her? Not a lot compared to that lady that cleans my teeth. My primary relationship is with the dentist, but the teeth cleaning lady is the one that I see every six months for an hour. It is not usual to have a provider that is running the business, the doctor, and then have other people who are doing the bulk of the contact, and the bulk of the work. We're all familiar with that as a model.

Dan: [\(19:15\)](#)

I think that we're just bringing that basic idea into a functional medicine environment, and seeing how it



can work for everybody.

Nathan Morris: ([19:22](#))

Coach Meg, a pioneer in health coaching discussed the essential role of health coaches and their symbiotic and unique qualities they can add to a practice.

Coach Meg: ([19:30](#))

The functional medicine expert, physician, or other provider is able to do the assessment, the deep understanding of the individual's history, medical history, lifestyle history, and how that's led to a set of physiological parameters that are not ideal. From the provider's standpoint, you see the numbers, and you know this is not a good situation. From the patient standpoint, they just feel yucky. When you are not healthy, you just do not feel good. Your energy is not good.

Coach Meg: ([20:05](#))

You've gotten there over time, so you've even forgotten what it feels like to have a lot of energy, to have just the get up and go. The provider has all this great education and knowledge and can provide a prescription of things for the patient to do. That is needed, like that is a starting point. The implementing of that prescription is much more complex, because it may turn out that what's medically most important is not what the patient's most ready to change.

Coach Meg: ([20:43](#))

It may be that it has to be reorganized a bit to help them decide, "Which changes do I have sufficient motivation and confidence to even start?" That then gets into the "messiness" of people's lives, and all that goes into one's lifestyle, which you cannot do both as one provider. You really can't unpack the person's history and patterns and turn that into a vision and small steps, at the same time as you're prescribing, and explaining and educating.

Coach Meg: ([21:18](#))

They're really highly complementary, because the provider provides the map, or at least the touch points to improve things, and then the coach can really help somebody turn that into something they can implement slowly but surely. When you have the provider then cheering them on and supporting them and meeting them in between, you have got a team. Now the patient really feels supported.

Kara Ware: ([21:46](#))

Then speaking of workflows with a health team, a health care team, this season we shared a two-part series in episode three and four, where we talked about health coaching, integration, workflow models. We covered two incredibly different but equally successful ways of integrating a health coach in practice. We introduced Ashley Howell and myself, and our workflows are opposite, but, like I said, equally successful. Ashley, she was a salary position. I am a 1099 health coach. Ashley sees the patient after that provider. I see the patient before the provider.

Kara Ware: ([22:26](#))



Ashley goes above and beyond her health coaching roles in the practice by interpreting and communicating lab results with patients. I exceed typical health coaching role by bringing my business acumen to the table, by designing patient workflows, and back and front office systems, and technology integration to help improve conversion rates, and prepare the patient better for this functional medicine journey, this partnership, and this process.

Kara Ware: [\(22:54\)](#)

We're creating a first-class patient experience to improve patient activation, which we have been saying all along is what will then help us to improve patient retention, so the patient stays around long enough with us.

Nathan Morris: [\(23:06\)](#)

Your health coach is a phenomenal tool. I hate to use the word tool, but it is. It is just a phenomenal tool to help with that retention, which is so important, and I have found to be so essential in my own practice. Then we also talked about technology integration. We introduced a phone system that I found to be useful, RingCentral. A new medical record system for me, which I found has been really helpful, because they've thought through a lot of these packages that we're doing, and it was easy to implement what we were doing, and to follow along, and make sure that we were charging correctly, and that we were following up with people correctly.

Nathan Morris: [\(23:44\)](#)

Of course, my favorite platform which I've been a subscriber since they came out, which is LivingMatrix, which is taking the functional medicine questionnaire, putting it into electronic format, and allowing the patients to spend time doing that, so I didn't have to do it in the office. Then it gave me just super valuable information, like a timeline, when these problems started, and triggers, and then mediators. It also showed me where their dysfunction may be occurring.

Nathan Morris: [\(24:14\)](#)

Then PureGenomics, which is a platform I actually co-created, but this is really, and we'll be talking about this next season, but this is going to be really important as part of our marketing efforts, introducing people to our practice by introducing some 30-minute PureGenomics consults. That'll be interesting to pull apart next season.

Kara Ware: [\(24:33\)](#)

Yeah. Exactly. Let me jump in here for a minute and interrupt you. Cerbo, the EHR that Nate just said, that it was new for us, this technology was new that we just integrated into his practice. They have implementation specialists ready to assist you in personalizing your dashboard. It's exceptional the lengths they go to, to working with practices to design the workflow.

Kara Ware: [\(24:56\)](#)

If you do like our workflow, we actually have a PDF of how we worked with Cerbo and the important practice metrics that we've discovered, the features to help us know where the patient's at in their



journey. We have that resource for you. Again, going to be on our website. Then LivingMatrix, I just wanted to make sure that you all know that they do have business coaching, and they do have a Facebook community. If you are thinking of including this online tool in your practice, let us start there. Those are great places to begin to learn about the power of LivingMatrix, like you and I have Nathan.

Kara Ware: [\(25:27\)](#)

Then if you are interested in PureGenomics, nutritional genomics in practice, schedule a welcome call on the website. Do you have questions like, "Hey, I'm new to nutritional genomics? Where do I start? Hey, your report has changed. Help me. How do I monetize nutritional genomics and practice that service? How do I use a report with a patient in an encounter? How do I use this in addition to other clinical decision-making tools?" All good questions. Let's go ahead and schedule a PureGenomics welcome call.

Nathan Morris: [\(25:56\)](#)

Kara, can I just say there was a real moment of pride, because you used y'all in your sentence. I'm like, "It worked. I am rubbing off on her. This is awesome."

Kara Ware: [\(26:06\)](#)

I have adopted so many Nathanisms over the years.

Nathan Morris: [\(26:13\)](#)

I have to say, and I'm just sitting here filled with pride, and I just had to say. Kara, in summary, let us go through some things and summarize, and pull all this together. What would you say to your first iteration CHOW Kara, which stands for community health outreach worker? This was before there were health coaches, and they called you a CHOW, which I think is hilarious. This Kara was in 2002. What would you say to her now?

Kara Ware: [\(26:41\)](#)

You'll hear more about my story in episode four. I would say to that CHOW who was a young mom at the time, and just starting her profession, and she had no idea the trials and tribulations that were in front of her. Now, looking back over 20 years, I would say to her let your love be more important than your fear. Find ...

Kara Ware: [\(27:03\)](#)

... let your love be more important than your fear. Find what you love, even if it means living in poverty for a while. Follow your passion, even if it feels like you do not fit in anywhere and patients and providers do not really understand what the heck, I am bringing to the healthcare team, just keep going. Because if you will make your love more important than your fear, then you will better be able to redefine failure, because there is going to be failure along your path. So, when you lose your [inaudible 00:27:32] job because of the grant money running out, do not worry. When you must leave the cooler yoga studio that you built and the Marshall University consulting job that you will hear about in episode four that you loved because you needed to provide your children better education, resources, just keep going. You are okay it is not failure. And certainly, when you had to close, Integrated Connections, your



functional medicine practice that you opened in 2013, it is not failure. Everything has to happen in order for you to arrive where you are today.

Kara Ware: [\(28:02\)](#)

So trust all of this will be used for good, it all has to happen. And most importantly, as you go looking for what you love, also love what you find, even when it is different than what you were hoping for. So Kara, relax in the process of creating the life and the career you desire, because if love is your North Star and you love what you're doing, and you're directing your time and your money deliberately toward your goals, everything's going to work out.

Nathan Morris: [\(28:32\)](#)

That's just such great advice. I think it is in life general. In all my failures, I hate using that term because it really never is.

Kara Ware: [\(28:39\)](#)

Exactly.

Nathan Morris: [\(28:39\)](#)

It's just another opportunity, right? So, let us come full circle, Kara. I do think there are a lot of misconceptions about health coaches and their roles and what they do and their scope of practice.

Kara Ware: [\(28:50\)](#)

Absolutely.

Nathan Morris: [\(28:50\)](#)

I think, it's just been astounding to me, people really don't understand. And through these episodes, the season, was really to help create a vision for more coaches and providers to have a clear path forward of creating an effective, collaborative care team and understand the benefits for the provider, the health coach, the patient, and the practice. It's just a win-win-win situation if there ever was one.

Kara Ware: [\(29:17\)](#)

Yeah. And like you said, you had to see what I was doing in order to understand what I was bringing to the healthcare team, how coaching has ... no one's really known what it is-

Nathan Morris: [\(29:26\)](#)

Exactly.

Kara Ware: [\(29:27\)](#)

And that's why it's exciting this National Board for Health and Wellness Coaching and the CPT codes. We are becoming a bonafide profession. It took 20 years, but we are here. We're part of the team.

Nathan Morris: [\(29:37\)](#)



Yeah, very much are. And I think it is time you all are accepted with open arms, and so health coaching is here to stay. And I think the thing to take away, and when I first introduced this to some of my providers at first, they were like, "This sounds like competition." And this is not competition to a medical provider. Because these people that you employ or you 1099, they're synergistic compliment to improve conversion rates, patient activation, therefore patient retention, and to optimizing clinical outcomes, word of mouth referrals, which positively affect your practices bottom line and makes your job easier.

Kara Ware: [\(30:17\)](#)

So thank you for listening as Nathan and I re-imagined the functional medicine journey by creating more entry points for patients to make functional medicine more approachable, affordable, and sustainable. Remember those three words. And then we have explored and made the case of how and why to integrate a health coach in clinical practice. So, remember, please listen in and on all your podcasts, your favorite podcast directories. While you are there, will you please subscribe and rate and review and tell a friend? Because this is how we grow good medicine on the go.

Kara Ware: [\(30:53\)](#)

And remember, you can also go to my website, karawarecoaching.com/podcast, that's K-A-R-A-W-A-R-Ecoaching.com/podcast for many, many resources. And that published eBook, that Christmas present. That is definitely a Christmas present for me that that is finalized right now. Woo. Okay.

Nathan Morris: [\(31:17\)](#)

Party home [inaudible 00:31:19].

Kara Ware: [\(31:18\)](#)

Oh my gosh, it's been a heck of a year. And so, remember that eBook is all about the health coach integration, how to interview and hire and onboard and maximize a health coach in clinical practice. So, thank you to everyone who makes this podcast possible. Pure Encapsulations, Douglas Laboratories, Genestra Brands and Living Matrix. And thank you to our writing team, Kelsey Stafstrom and Paul Larkin, and our sound engineer Isadore Nieves.

Nathan Morris: [\(31:48\)](#)

This has just been such a fun season, fun final episode, and it's such an important season for the success of functional medicine care. I have just had so much fun, and I really cannot wait for season three. It's going to be another amazing undertaking.

Kara Ware: [\(32:02\)](#)

Yeah. So we're in the process now of writing season three.

Nathan Morris: [\(32:07\)](#)

Yeah, it never stops us.

Kara Ware: [\(32:10\)](#)



And so until that's released in March, you can expect that in March, please go back and take a look at season one, an entry point for practitioners new to nutritional genomics. And then of course, please listen to the season two in its entirety, how and why to integrate a health coach in clinical practice. We will be back in March.

Nathan Morris: ([32:29](#))

See you then, Kara.