

Preview Eric Westman - Presentation San Diego 2017 (2)

Dr. Eric Westman: So there's an underlying insulin resistance that can occur especially if someone is weighing 264 pounds. And this is about a 5 foot gentleman so until that insulin resistance--

Well, we believe until that insulin resistance is fixed, you may still have to have treatment for diabetes. But he's on a lot less insulin. They're saving money in many cases, \$500 a month now being spent if your insurance is covering this, they're happy about that too, not having to pay that.

So this person is still on insulin after six months. So it's not that everyone is going to come off, but they're going in that direction. It's kind of like... I am known for crazy metaphors, you know, it's kind of like people are put on an escalator, people with diabetes. And the weight, how much people weigh is the elevation on the escalator.

And once you get on it it's actually pretty easy. I mean doctors give you medicine, you eat really nice things, but then suddenly you look over and you're halfway between the floors on the escalator and you're going up, still going up and that's scary.

So the first thing to do is to stop the escalator, teach people how to do this, and then have them start walking down the other direction. And it may not be overnight, there's a lot of support that needs to happen, but to just be able to give people the choice, the option of doing this would be huge.

Don't you think? Just give them the choice! Yeah, right.