ISSUE 1



MARCH 2024

The latest medical world news, views and announcements

In This Issue

New Years "Resolutions": Why re-labeling may lead to better outcomes

ALMA Upcoming Events

Tirzepatide: Whatis it and Why mightit be a good tool?

ALMA Announcements

Why LinkedIn is Valuable

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Change "Resolutions" to "Habits"

There are those who are bounded by laws and rules, yet success is too distant for them. On the other hand, there are those who appear to be easy going people but are successful.

Think you have what it takes to be like them? Or would you rather do something different to achieve the elusive success?

Take heart and set your habits.

What do habits represent by the way? These are actually representations of your visions about you and your future. Goals should be achievable and realistic. The habits allow you to put them into practice or at least do some activities that allow you to monitor your progress TOWARD a resolution or goal. However, more is involved in just merely setting realistic goals and the habits associated to achieve them.

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Remember that in order to achieve your goals, you must act according to your goals = Habits YOU control. Otherwise, all else would be vanity if you do not exert effort in reaching them, right?

The following will help you set achievable goals/resolutions enlisting the necessary HABITS

1. Enhance your skills in achieving targeted goals by setting objectives, as well as standard and optional activities that will help you meet your goals - Pick 3 habits you know that will advance your skills needed to reach your resolution.

2. Strategize and take risks in meeting your goals. Strategic thinking is very important because this will allow you to be productive and focus on the activities according to your goals.

3. Act in accordance to your goals - Daily habits. Proper mind setting is very important in achieving your goals. Take the extra mile. Try taking risks but never compromise your safety. Taking risks means that you are ready to learn new things and challenges that will help you in the long run and fast-track your success.

On one hand, you may wonder why there is a need for you to set goals if you think you have not failed at all in your endeavors. Remember that setting goals does not mean that you always fail. Setting goals means that you are acknowledging your limitations and you are ready to work your way up towards success, professionally or personally. It is for this reason why objective goals matter.

Remember that goal setting should be focused on the habits you're willing to create. So try working things out and focus, focus, and focus. Minimize or avoid distractions if possible so you can work your goals better. Work that proper mindset for a clearer vision of you achieving those valuable goals. If you are vying for promotion in your workplace, it is important that you see yourself already in the position you want. If you are aiming for a personal or educational goal, make things happen by planning and doing things related to your goals - HABITS!

You will then realize that goals, no matter how difficult they may appear, are still valuable to consider. Once your habits are established, your goals are achieved, sweet success knocks on your door commending you for a job well done!!



ALMA Co-Sponsored Events

2024 New CME Opportunity: 1 Credit Thursday evening 6:30pm, April 25th, 2024: Presentation Title: Female Androgen Insufficiency Syndrome:

Understanding the vital role of testosterone optimization in women.

This CME will be through webinar platform (Registration link coming very soon) - Stay tuned!

ALMA Sponsored Dinner: EVEXIAS Health Solutions

Date: May 2nd Time: 6:30pm Location: TBD



Topic: How to incorporate a comprehensive weight loss program into your practice: Semaglutide/Tirzepatide & Hormones

Every guest will also receive a copy of "Hormone Havoc" by Terri DeNeui. "I read this already and she did a phenomenal job explaining the power and benefits of hormone therapy" - Adolfo Echeveste

What makes EVEXIAS Health Solutions different?

We are the **ONLY** company offering everything under one umbrella: Business solutions, medical training, 503a custom compounding pharmacy, 503b outsourcing facility and a dedicated Practice Development specialist to help improve efficiency, grow your clinic and provide support from beginning to middle to end with **NO** unnecessary non-compete.



Dr. BJ HO, DO, FACOG will be discussing his path into hormone therapy, what it's done for his patients' outcomes, impact on his clinic's business and some potential common misconceptions about BHRT.

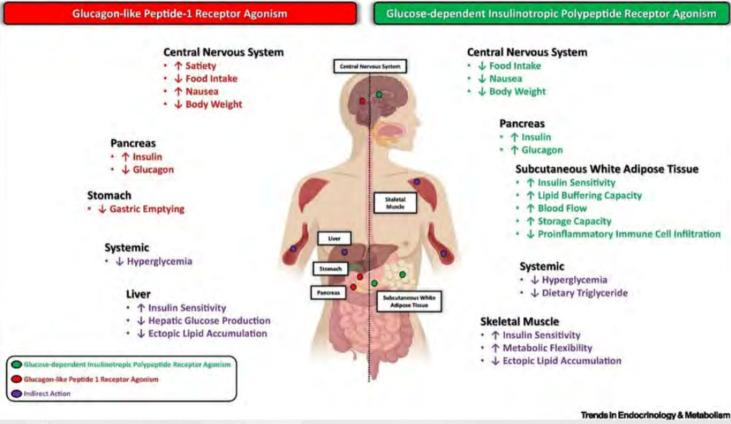


The first two events (CME & May 2nd Dinner) are **solely** for the benefit of ALMA members. The March 26th dinner is for the entire PHX Metro, but we want to also invite ALMA!! It will be a great opportunity to network, enjoy a nice dinner and hopefully take away something valuable you can implement into your clinic!



What Does the Research Say?

Tirzepatide is a synthetic derivative of gastric inhibitory polypeptide (GIP) that has simultaneous glucagon-like peptide-1 (GLP-1) functionality as well. This combination allows Tirzepatide to lower blood glucose levels, increase insulin sensitivity, boost feelings of satiety, and accelerate weight loss. Tirzepatide was developed to fight type 2 diabetes, but has additionally been shown to protect the cardiovascular system and act as a potent weight loss agent.



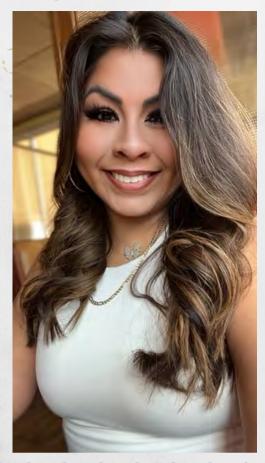
As noted, Tirzepatide alters adiponectin levels. Low adiponectin has been associated with atherosclerosis, obesity, and heart disease while increased adiponectin levels have been associated with decrease risk of all of these things.

Research in humans with type 2 diabetes has shown that Tirzepatide improves lipoprotein biomarkers, lowering levels of triglycerides, apoC-III, and a handful of other lipoproteins. Combined, these effects mean reduced risk of heart disease as a likely result of decreased adiposity. Research shows that increased adiponectin levels increase HDL levels while decreasing triglyceride levels, both of which are associated with lower risk of heart disease. The peptide hormone appears to go further though, reducing scavenger receptors in macrophages and increasing the levels of cholesterol efflux to greatly protect against atherosclerosis. Increases in adiponectin levels have been associated with improved nutrition, exercise, and the use of certain lipid-lowering medications. It appears that Tirzepatide has similar beneficial effects. Adolfo Echeveste, ALMA President & CEO Announces the appointment of Project Manager Adela Cano for "Casino Night & Dance" <u>acanoc30@hotmail.com</u>

Adela Cano will be the staff Project Manager responsible for resurrecting the Casino Night held annually until the pandemic forced its closure. Ms. Cano found a most desirable central Phoenix location and arranged an agreement with the Phoenix Hilton Resort at the Peak, 7677 N. Street, Phoenix, AZ 85020. The event is scheduled for next year, Saturday, April 26, 2025, 7:00 pm to 12 midnight.

The event will include casino games, buffet dinner, raffle and dance with costume dress optional. The ticket price has been set at \$250 each. A successful event will require the sale of 200 tickets.

Dr. Carlos Cazares, ALMA Council Member, will chair the planning committee. ALMA members, are invited to volunteer. Ms. Cano will provide support for the planning committee focusing on promotion, advertisement and ticket sales.





Dr. Pedro Rodriguez Guggiari, MD, newly elected ALMA • **Chairperson**, will now represent ALMA on the Arizona Medical Association (ArMA) Policy Council.

A MAN

This is the first time in ALMA's 30 years of existence we have become affiliated with ArMA and the Council is looking forward to a close working relationship.

ALMA co-sponsored and participated in the ArMA January 23, 2024 Legislate Reception. Dr. Rodriguez, and Council Members, Dr. Victor Salazar-Calderon,

Dr. Paul Underwood, Dr. Claudia Vargas and Adolfo Echeveste, ALMA President & CEO, represented ALMA at the event.

Former ALMA Charter Member, former Chairperson and current Council Member has announced her retirement!

Dr. Glora Castro, MD, Pathologist, native of Puerto Rico and long time Phoenix resident will retire on April 20 after 28 years of service with the US Health and Human Services, Indian Health Services, Phoenix Indian Health Center. Dr.Castro has served as Chief of Pathology and Medical Laboratory Director, since April 1996.

Dr. Castro stated, "It has been a great pleasure to serve the Native American community all these years". Bon voyage Dr. Castro! We will miss you; especially since you are leaving Arizona! We look forward to seeing you on December 7, of this year at the ALMA Gala!





Branding Your Way to Success - LinkedIn

Every business needs to build a community of followers. Please understand, your goal should not be to sell within LinkedIn. Instead, you want to create a raving fan base that will be interested in what you have to say and what you're giving away so you can build an email subscriber list, and THEN convert them to buyers.

Top 8 Reasons to Use LinkedIn

1. *Build your Social Reputation*. LinkedIn is a great tool for people to outline their experience, accomplishment, organizations and network.

2. Find Qualified Employees. Looking for an employee, new MA, new Staff, new provider? Use your connections to search out qualified candidates. LinkedIn also has a job posting board, for a fee.
3. Make New Connections. Use LinkedIn and do a search for people in your niche or area of business. LinkedIn has an introductions tool that you can use to give you a written introduction for a person you want to connect with - Great for cross-referrals

4. *Increase your Google Ranking*. Well-written LinkedIn profiles typically earn a high rank on the front page of Google. The more information you have such as LinkedIn (or Blog articles), the higher your Google ranking - easier for your patients to find you.

5. Check out Competition, Customers, Partners. LinkedIn is a great tool for research and to see what groups/associations your customers and potential customers belong to.

6. *Groups*. Groups are a great way to network. Use groups to make connections with others within the group. These are also great to learn new technology, new devices, policies and so much more.

7. *Recommendations*. LinkedIn has a recommendation system where you and your contacts can recommend individuals and other companies, and in turn, they can recommend you.

8. *Use it on your smart phone/tablet.* Log in just about anywhere to post an entry, make a recommendation, find a new contact, submit your expertise on a topic or ask a question to expert in another field.

ALMA VISION "DREAM THE BETTER HEALTHCARE...IMPLEMENT THE CHANGES TO MAKE IT HAPPEN"

Mission Statement

Coalesce Passionate Healthcare Professionals, Striving For Excellent, Inclusive, Accessible Healthcare For All ARIZONA Residents.

Core Values:

Promote Partnerships and establish network facilitating the innovation of healthcare for all Arizona residents. Support and enhance healthcare professionals, to excel and enjoy the delivery of care, education, research & innovation in medicine.

Enhance collaboration with any society that share the goal to develop sustainable cultural initiatives in health, arts & wellbeing.

2024-25 ALMA COUNCIL



🔰 PRESENTED LEFT TO RIGHT: 🖉

Immediate Past Chairperson Robert Bonillas, MD, Rosalia Vasquez, FNP-C, Gloria Castro, MD, Carlos Cazares, DO, Johnny Serrano, DO, Andres Hernandez, MD, Treasurer Claudia Vargas, PharmD, Secretary Paul Underwood, MD, President & CEO Adolfo Echeveste, Chairperson Pedro Rodriquez Guggiari, MD, Vice Chairperson Victor Salazar-Calderón, MD.

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ALMA | ISSUE 1