



The Compass: Frequently Asked Questions for Compass Owners

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How does the technology work?

Most of your daily activity is managed by an exchange of information that happens at a level below conscious awareness. Every second there are an estimated 400 million impulses of information processed by your body that you are not aware of. The 70 trillion cells that make up your body are built for communicating this information. The outer cell wall is composed of two layers of fat, called the bi-lipid layer. These molecules are organized in a crystalline pattern that facilitates communication. As the cells compress and expand, their structure generates the energy needed to pass information along, allowing your entire body to function in a coordinated and healthy way. Using the hand cradle, ZYTO technology "eavesdrops" on this energetic cellular communication. We do this by monitoring the electrical changes in Galvanic Skin Response or GSR, the same technology used for over a century in equipment such as the polygraph test. Much like the polygraph; ZYTO technology sends stimuli to the body and measures the response. We do this by converting computer data representative of different items such as foods or nutritional supplements into what are called virtual stressors. We then output these to the body and measure and rank your body's response. Using proprietary algorithms the technology is able to determine the body's degree of positive or negative response for each item being assessed. This information is extremely valuable, for example, in letting you know how your body is prioritizing different nutritional supplement or food choices. ZYTO technology revolutionizes the way we make decisions by allowing us to communicate with and extract information from our bodies.

Are the results accurate?

Yes. Health professionals using ZYTO technology have performed hundreds of thousands of assessments worldwide and report excellent results. A recent hospital study showed a 95% correlation between the information provided by ZYTO's technology and the recommendations made by attending physicians.

Are the results reproducible?

Tens of thousands of clients in hundreds of clinics worldwide have experienced extraordinary results when using the information gathered from ZYTO technology. One of the most common questions that arise as people are getting to know the technology and how it works is why the actual data from the scans changes from one assessment to another. In other words, why isn't the data reproducible? As a matter of fact, because of what we are measuring we don't expect reproducibility. ZYTO technology measures the most rapidly changing field in the body, the energetic field which processes 400 million impulses of information per second. When you perform assessments on individuals it is much like dipping a cup in a very large and fast moving river. You can use the same size cup and pull liquid from the same place; however, each consecutive dip is not going to contain the same water.

In Quantum Physics this is referred to as Quantum Indeterminacy. Essentially it means that by asking a question you actually change the subject itself so that when asking the same question again the subject will not give the same response. It's similar to sitting in a quiet room and hearing a sudden loud noise, you'll jump. However, if one minute later the same noise is repeated, your response will be quite different. The first stimulus changed you and therefore changed your response to the second identical stimulus. These examples teach us that the first result is always the best. It is the result that occurred before the subject was changed by the question; therefore it is the most raw response. Therefore, the first test with the Compass is the most accurate, and its recommendations should be followed for one-three months, depending on each client's personal goals and current health issues.

Can the technology be used to treat or diagnose?

No. ZYTO technology does not treat, cure or diagnose. It is a tool designed to assist the individual in finding the body's preferences for the complete Nature's Sunshine line of supplements, including essential oils. Even though this information has obvious value, the results of a bio-survey are not diagnostic.

Are there any research studies on the technology?

ZYTO technology involves information theory, biology, physics, and biofeedback. Each of these disciplines has several studies that validate the individual components that make up the ZYTO technology. For example, there are several studies over the last century relating to GSR and its use in measuring the body's reaction to stimuli. In addition, several health professionals have conducted successful studies using ZYTO's technology. Recently, ZYTO concluded an extended research study in China, the results of which are set to be published in a peer-reviewed journal.

Is there FDA approval?

ZYTO's technology has been reviewed by Underwriters Laboratory (UL), an approved FDA consultant along with legal experts who determined that it does not qualify as a medical device and therefore does not require FDA registration.

Compass: Frequently asked *Consultant* questions

What do the BioMarkers on the Compass mean?

The BioMarkers represent the many different areas that the Compass scans on the body. The specifics of these scans are not available to us because the Compass is intended as a non-medical device. In order to keep it that way, the company cannot specify these areas by name. For general information, the Compass operates with cutting edge technology; the scan is designed to look at the entire body and all its systems. The scan includes such areas as meridians of the body, spinal cord/nervous system information, respiratory, circulatory, cardiovascular, and teeth meridians (to name a few). In other words it is going through the systems of the body, as well as the energy patterns in the body.

During the scan the compass is asking the body questions and recording the answers. Once the imbalances are found, it then scans approximately 475 Nature's Sunshine products to see what products bring these markers into balance. The product preferences are made by the response your body gave the compass to each individual product. The product is then ranked by how many BioMarkers are brought into balance with this product. Consecutive products are then added to continue to bring the rest of the BioMarkers into balance.

Is there any report that tells what BioMarkers are out of balance, or do we just guess by which products show up on the scan?

There is no report available to outline which specific BioMarkers are out of balance. If the company provided this, it would move the Compass into a diagnostic category. This would move the compass into the realm of a medical device. What I recommend you do, is consider which products came up on the scan. Read and research the ingredients, consider their action on the body. I highly recommend the Hart book or Hart C/D as it is the most comprehensive guide I know of on our products. The Hart book can be purchased through www.herballure.com by understanding the function of the ingredients in the product, you will be able to put together the puzzle pieces of what the body is trying to accomplish. I like using the Hart book because it outlines what each ingredient does in the product. Remember the Compass does not know the name of the product; it is scanning the ingredients and their combined frequency. The body may have chosen the product based on its obvious use such as ALJ being helpful for clearing respiratory congestion. Or it may be looking at the combined effects of the herbs or vitamins in

the formula and how they can benefit the body. Such as does the product have anti-inflammatory properties as well as supplying calcium and magnesium?

What does the dosage that comes up on the scan mean?

This is the dosage that is on the product label and has been provided by manufacture of the product. Generally speaking, this dose represents a maintenance dose for 150 lb. adult person.

As with any other consultation you should recommend a dose based on many factors such as the clients weight, if they have a strong or weak constitution and weather you are supporting something chronic or acute. They length of the program is also something you must decide on. For supporting chronic health concerns you may want a minimum of 3 months. While a more acute health concern such as a head cold, might be supported for 2 weeks to 30 days. You should schedule a recheck scan accordingly.

Are the products listed on the report in order of their importance?

The answer to this is not specific. It appears that most of the time the body is choosing the products in relationship to their relevance on how many bio-markers the product can correct.

The first couple products seem to correct the most BioMarkers. They are often, but not always related to something more acute that is going on in the body. Products at the end of the report may show to only correct a small number of BioMarkers yet this does not seem to lessen their importance. Often they are a reflection of something long term or chronic that needs support. They also appear at times to be complimentary to one of the products the body has chosen above. Taking this all into consideration, I would say that each product preference needs to be considered as important, and the relationship of the combined products should also be looked at overall. For times when a client would like to use only a few products on the scan, it is often recommended to use the first couple products and last couple products.

What does the Kiosk mode button mean?

The Kiosk Mode was developed for Pharmacies who wanted to have the Compass on display for "hands on" scans by customers. In this mode the customer can approach the screen enter their information, and do their own scan (without being able to get into your administrative files on the compass). The client then would be able to look up the products in a product guide if the pharmacy provided one and self shop to buy their products. This mode also works for those who have touch screen computer system.

- The Kiosk mode could also be used for trade shows, or in a health food store as well.
- To get out of the Kiosk mode hit the following keys on your computer at the same time:
- Ctrl Alt Q
- This will bring you back to the regular mode.

In summary, you should use the Compass as a tool to guide you in your decisions. Recognize that the scan is accurate so the information is valid and important. Also understand that the choices could be partially based on something acute going on at the time (like a headache) and take this into consideration. The Compass is a valuable tool to help you improve your ability to help your client balance and improve their health. In addition, it is an excellent tool to help you as a natural health consultant learn more and increase your knowledge and understanding of the body and the products you work with.

The above information is has not been approved or endorsed by Zyto. It is a result of my personal observation based on personal use and experiences with the Compass. As well as observations of other professionals who have been using this tool in their practice.

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<http://www.joyfullivingservices.com/handouts/thecompass.pdf>