

Oh My Aching Back!

Interviews with Dr. Sean Matteo, and Dr. Miriam Watkins

Most of us are aware of the pain-reducing benefits the infrared rays of the BioMat provide. But what does the medical profession think? After all, Americans spend more than \$50 billion per year on back pain according to the American Chiropractic Association. And that figure only includes the direct, easily-identifiable costs.

More and more, consumers are turning to the non-surgical, drug-free treatment option of chiropractic care. In fact, chiropractic has become the largest, most regulated, and best recognized of the complementary and alternative medicine (CAM) professions. It's the third largest doctoral-level health care profession (after medicine and dentistry). (*Meeker, Haldean; 2002; Annals of Internal Medicine*)

With this in mind, I thought it might be interesting to chat with a couple successful Doctors of Chiropractic to get their thoughts on the BioMat.

Doctors Sean and Holly Matteo have been operating a husband-and-wife, family-oriented, chiropractic center in Hilton Head Island, South Carolina, for the past seven years. Their main focus is on the well-being of the whole body. Besides being doctors of chiropractic, both have prior experience as EMT's (Emergency Medical Technicians), Dr. Sean has a bachelors in nursing and Dr. Holly has a bachelors in pre-med.

Dr. Sean says a trip to their practice is not a "crack-click-and-you're-done" office visit. Their patients spend 30 minutes on the adjustment table, where all the needs of each patient are covered. During this time the patients are on the Mini-BioMat, which is set to 131 degrees. On cold days Dr. Sean turns it up to 148 degrees, with no complaints from the patients. When he walks into his office he turns the mat on and leaves it on all day. He adjusts the heat setting if needed, but generally for the mini-mat this 131 degree setting works perfectly for him. According to Dr. Sean, the BioMat is a powerful tool for his practice. He's noticed that his patients are much more relaxed, their initial pain is diminished, and his adjustments are much easier and hold longer. Further, when his patients make three consecutive visits to his practice within a week, he also notices the detoxification benefits of the BioMat.

So enthused is Dr. Sean about the BioMat, he uses it on himself. A passionate long-distance biker, he has found the BioMat provides great relief from sore muscles.

In addition to the therapeutic benefits, Dr. Sean is also thrilled with the business benefits the BioMat provides his practice. He has sold over 70 mats just by using the BioMat as part of his services, never having to "push a sale." Sales have ranged from Mini-mats to

the full king-bed version. Between the therapeutic and the business benefits, having the BioMat has been a win-win situation for everyone!

Wanting to know Dr. Sean's experience regarding insurance reimbursement, I asked him if he ever prescribes the mat for continued home health care. Yes, he does! His patients have received reimbursement many times from their insurance providers. Although Medicare itself doesn't cover it, there's a code issued by Medicare especially for infrared medical devices, which he uses when filing insurance claims.

Another huge advocate of the Amethyst BioMat is Dr. Miriam Watkins of Palm Beach County, Florida, who has been a doctor of chiropractic since 1989. Dr. Watkins conducts a lot of muscle testing, essential oils, nutrition, biofeedback, and raindrop therapy along with her adjustments. She keeps the BioMat on her adjusting and massage tables to relax her patients, and get rid of their pain patterns.

When I talked with Dr. Watkins, she told me that one of the first things she noticed about the BioMat is how relaxing it is. When she first brought the modality into her office she would take mini-breaks on the Amethyst BioMat, which would zonk her out into deep relaxation. She laughs, explaining how Teresa Lopez, her colleague, would have to knock on the door to wake her up for her next patient. There's nothing quite like first-hand knowledge to appreciate the value of being able to completely relax a patient.

Dr. Watkins uses the mini-mat in her waiting room and the Amethyst BioMat Professional in her adjusting room. Most of the time she keeps the Pro BioMat turned on all day at the second gold setting (122 degrees), and adjusts the infrared temperature to the individual needs of her patients. Her clients who are there for adjustments are usually on the mat for twenty to thirty minutes, and those receiving raindrop or biofeedback are on the BioMat for one to two hours. Dr. Watkins feels as if the BioMat helps the oil therapy to go in deeper and enhance its therapeutic value.

One of the things Dr. Watkins noticed after she really started utilizing the BioMat was that everyone could use the therapy. At first she used muscle testing to guide her on the use of the mat with her patients. Now, she no longer does, having discovered that everyone needs it.

By incorporating the BioMat, Dr. Watkins feels as if her adjustments are easier and hold longer, and that her patients are much more relaxed. She believes that the BioMat, besides reducing pain, greatly reduces stress and calms emotions. She sees the BioMat also calming the mind to enhance the whole body, mind, and spirit. Addressing her patients' total well-being is something Dr. Watkins is passionate about, and she has found that, with the BioMat, the well-being of her patients is much better after a visit to her office.

Dr. Watkins highly recommends the BioMat to colleagues in pain management, chiropractic, massage therapy, acupuncture, and anyone in related fields as a means by which to enhance their therapy protocols.

It's nothing we didn't know, of course. Still, it's nice to hear from those who deal in back pain therapy, day in and day out, just how valuable the BioMat really is.