



Poor Circulation and Foot Health

Sometimes signs of circulatory problems first start to show up in the lower legs and the feet. This means that individuals should pay particular attention to any changes in their foot health or in the sensations in the lower legs.

It is not uncommon for an individual to go to a podiatrist only to be referred to another doctor for a more complete physical and evaluation. It is also very common to have your family physician or other specialist refer you to a podiatrist if you have a health condition that may impact the health of your feet or lower leg.



Here are some common signs you may experience in your feet that may signal other health problems such as circulation problems, hypertension, diabetes, nutritional imbalances, or other health issues such as peripheral artery disease or PAD:

- **Tingling** – Tingling in the feet can be caused by several different issues, including lack of blood flow, the onset of peripheral neuropathy, or narrowing of the arteries in the leg.
- **Cold feet** – One of the first signs for many people experiencing difficulty with circulation are chronically cold feet. Not only will the feet be cold to the individual, but they will also be cold to the touch or at least cooler than the rest of the body.
- **Foot or leg numbness** – This can also include times at which the leg or the foot feels weak. It may occur in the ankle and cause the individual to feel they are unstable or that their ankles feel weak and wobbly.
- **Foot wounds that don't heal** – This is particularly problematic in diabetics when combined with limited sensations in the feet. If you are experiencing a wound, blister, or infection of the foot that is slow to heal, make an immediate appointment with your podiatrist.
- **Lack of toenail growth** – One sign of poor circulation is a lack of normal growth of the toenails. Your toenails will not grow as fast as your fingernails. In fact, they will grow about three to four times slower, but they should still grow on a continual basis with normal circulation.

See your doctor or podiatrist if you notice any of these issues or experience cramping or other changes in your feet, toenails or lower legs.

December 2016

Hello! We are pleased to send you this monthly issue of *Foot Prints*. It is our way of saying that you are important to us and we truly value your business. Please feel free to pass this newsletter on to friends and neighbors. Enjoy!

Monthly Joke



Call It Bumper Shtick

Some bumper stickers are inspiring and motivational.

Others, not so much. Steer clear of these vehicular affirmations:

- I assume full responsibility for my actions, except the ones that are someone else's fault.
- My intuition nearly makes up for my lack of good judgment.
- I'm just grateful that I am not as judgmental as all those self-righteous people around me.
- Why suffer in silence while I can still moan, whimper, and complain?
- Forgiveness is cheaper than a lawsuit. But not nearly as gratifying.
- I am at one with my multiple personalities.
- I find humor in my everyday life by looking for people I can laugh at.

iPad Advice

It is good to have some tricks and tips on hand when you purchase a new iPad as knowing the shortcuts that are available to you can make it easier for you to make the most efficient possible use of your new device.

One good tip is to not charge your iPad until your battery is really low. The reason for this is that batteries have a memory and will record that it was charged at a particular level, and this can become a common pattern that results in it needing to be charged at that point all the time, even if it may have been unnecessary to start with.

There are no user manuals included with an iPad, but the good news is that can be downloaded from the Apple website completely free as a PDF, or sought out as a free e-book from the Apple Store. It is a good idea to spend a few days getting more familiar with your new iPad. Even if you only bought it for a few of the features it includes, it is sensible to be aware of everything it is capable of and you may be pleasantly surprised by some of the other features that are available.

How Youth Can Get Ahead With Creativity

Inspiration is everywhere, but if you do nothing but use the same sources of inspiration as everybody else, chances are you will end up all using the same ideas. One way to get around this problem is to look backwards for inspiration. Young people can be astonishingly ignorant of music and literature and film that are more than just a few years old, so boning up on your creative history can often put you ahead of the game, at least in regards to others from the younger generation.

One of the most obvious ways to broaden the mind is with travel. It is a cliché because it happens to be true and once you make the effort to go to a new town or country, make sure you soak up everything it has to offer, from the sights and sounds to the local cuisine. There is a good chance it will be the only time you visit the place, so maximize your time in order to get the most inspiration you can out of it.

Nutrition Tips For Your Cat

A healthy coat on cats is nice for owners but it is even more important for the cats themselves, as their fur provides them with sensory data, protects them from the elements and helps them to manufacture nutrients such as vitamin D.



Cats seem to understand the importance of their fur coat on an instinctive level, continually grooming and cleaning it, but you can help them by following a few nutrition tips in their diet.

Omega-3 fatty acids such as the type found in fish oils (sardines and salmon are recommended) as well as flax and canola can go a long way toward nourishing cat fur. Limotol, which can be found in vegetable oils such as soybean oils and corn, is also vital for healthy fur.

Vitamins that be of assistance include Vitamin A, which is found in dairy products, liver and fish liver and aids the development of a healthy coat and skin.

Vitamin E is another important vitamin which can be found in leafy green vegetables and meats and prevents skin cells from damage caused by oxidants.

Faster Learning Tips

Many people think and study in the same way for their entire lives without even trying to make improvements to their methods, but those in the field of cognitive science have done research into the way people really learn, and the results have inspired tips that can be extremely helpful and sometimes surprising.



One good tip is to learn new skills via their individual parts.

For example, you do not want to think about having to perform all parts when you are just setting out to try to learn the guitar.

The first thing you should do is just to learn a couple of simple chords, work out how to strum in the correct manner, and then put the chords together.

Accumulating these smaller skills on an individual basis will eventually result in the ability to fully play the guitar.

When you do break down the learning process into individual steps, it is also important to focus on them entirely.

Multi-tasking is a bad idea, particularly for learning, as it prevents a full knowledge of the various concepts and skills you are attempting to master.

How To Travel With Pets

Air travel has been made very easy because of technological advances such as online ticket purchasing and check-ins. It has never been simpler to go on a spontaneous and quick holiday but what to do with your pets?



That might be an easy problem to solve as these days it is also getting simpler to just take your pets on holiday with you. Many regional and domestic flights now allow for the transportation of pets meaning that it is easy to take them on any local holidays. However there are a number of factors that need to be taken into consideration.

For one thing, pets are still not allowed to travel in the cabin, and a normal cargo environment can be extremely loud, as well as full of fumes and movement that can cause stress in animals, so consider the tolerance levels and temperament of your pet before putting them on board, as well as their overall level of health.

You also need to make certain that your pet has been put in the crate in the proper manner, with an absorbent bed or mattress and plenty of water. If you have a large dog make sure the space limitations are enough to accommodate it and have the precise requirements confirmed prior to departure.

How To Close With Tough Customers

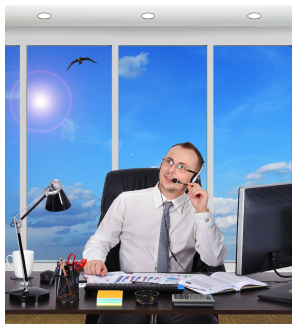
Trying to sell to a difficult customer in B2B sales can cause a salesperson to feel both energized and filled with dread, yet the reality is these kinds of customers often end up as among your best prospects as they are more likely to let you know precisely what they are thinking about and much less likely to waste your time or lead you on.

Happily there are some pieces of advice that can make it easier to turn a tough prospect into a valued customer.

One of the most important things you can do with a difficult customer is to meet them face to face, particularly if you are trying to sell a high end service or product that will require an expensive investment.

The great majority of salespeople attempt to close sales via the telephone but in these cases it is vital to get in your car – or even fly, if need be – so you can meet your client in person.

You also need to make sure that you make the value of your proposition absolutely clear to the customer straight away and make sure that your statements demonstrating the value of your product or service is well-rehearsed and quickly delivered.



Join us in Welcoming

SHANNON

To the Fixing Feet Team



Shannon joined Fixing Feet Institute in October of 2016. Shannon is one of our Patient Care Coordinators and always waiting to help you when you first walk in the door, or call. Shannon assists with checking in and checking out patients. She has also been helping to make sure that patients are brought back to the treatment room in a timely and professional manner. In addition, she answers phones and is always willing to learn something new when we need her.

Shannon is new to the Medical Field. She comes to our office with over 10 years of experience as a Property Manager. Her superior customer service skills are just one of the reasons we are glad to have her as part of our team.

Shannon is married and has one cat. In her spare time she enjoys reading hiking, baking and spending time with her family.

“Customer Service and Patient Care are very important and Happy Patients keep a Happy Environment”.

Shannon



FOOTPRINTS

GOOD NEWS AND INFORMATION FOR
THE FRIENDS OF FIXING FEET INSTITUTE

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A MONTHLY NEWSLETTER TO INFORM AND ENTERTAIN OUR CUSTOMERS

DECEMBER 2016

Fixing Feet Institute is now offering the latest in Laser Therapy for Pain!!!

The new MLS Laser Therapy is used for temporary relief of pain, inflammation and edema. Laser Therapy is the use of specific wavelengths of light to treat painful and debilitating conditions. Light energy enters the damaged cells and stimulates inter-cellular activity. This reduces pain in the area and speeds recovery of the damaged cells. Once the cells recover, the healing process is complete. MLS Laser Therapy is a painless treatment that lasts an average of 8 minutes. Most people experience positive results in 1 to 3 treatments, with the average course of treatment being 7 to 10 sessions. Swelling is greatly reduced and there is a rapid relief of pain. Acute conditions usually subside quickly, typically within one phase of treatments, while chronic conditions can be controlled with regular treatments. If you would like more information on this amazing new piece of technology, please ask one of our staff members.

December Dates to Remember

December 4th – Wear Brown Shoes Day

December 7th – Pearl Harbor Day

December 11th – International Children's Day

December 12th – Poinsettia Day

December 18th – Bake Cookies Day

December 24th – Hanukkah Begins

December 25th – Christmas Day

December 27th – National FruitCake Day

December 31st – New Year's Eve

December is also: Identity Theft Prevention Month
<https://www.consumer.ftc.gov/topics/identity-theft>
Seasonal Depression Awareness
http://www.sada.org.uk/index_2.php Month
Int'l Safe Toys Month
<https://www.safekids.org/>

We Need New Toys!!

This year marks the 4th year that we have supported the Phoenix Children's Hospital Toy Drive. We are asking the patients and friends of Fixing Feet Institute to help us in our goal of collecting 200 toys this year.



Although we will gladly accept toys for any age group, the hospital has asked us to target toys for babies and teens, as these ages are often forgotten in toy drives. If you need some ideas you can see their "Child Life Wish List" at <http://www.phoenixchildrens.org/patients-visitors/child-life-wish-list/toy-drive-child-life>

We have placed boxes in our waiting room to collect donations during our regular office hours.

The staff, patients and friends of Fixing Feet Institute have always proven to be generous in the past. Won't you please help us in making the holidays better for someone less fortunate than ourselves. Please drop your donations at our office no later than Friday December 23rd.