



# Formal: The Enchanted Kingdom

*By: NavNirat Nibber, NSS president and 4th year intern*

Saturday March 7th 2015 was my last school-wide winter formal. As a fourth year student, we tend to be somewhat removed from the rest of the school during the year, so this was a unique opportunity to reintegrate. Our small congregation was mindful of the finality of this event. That's the funny thing about this program—you get swept into it and your last formal seemingly arrives right after your first, though there is a lifetime of experiences in between. Looking around on Saturday night I felt energized by the excitement of the first time formal goers, experienced second years, and fun-seeking third years. Formal is at its essence a FUN event. We get to dress up, socialize, and dance (or something resembling dancing) with the people that we spend so much time with. It's a refreshing opportunity to see each other outside of this

little bubble.

Upon arriving at our makeshift castle, you could see the magnitude of effort that went into the organisation. The formal committee had gone to great lengths to make this a beautiful event. From the forest of trees greeting us, to the elegant centerpieces—there was so much beauty. The committee also went out of their way to entertain us in novel ways. While the libations and dancing would have been sufficient, we were given fire breathing, card reading, and even old-timey dancing. I found it heart-warming that a relatively small group of volunteers were so dedicated to organising this event. They worked hard to create a joyful night for their peers. To the organisers: thank you for injecting some fun into this long cold winter!



*For more photos see Page 7*

*Photos courtesy of Bold Productions. Follow on IG: bold.productions*

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# Letter From The Editors

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Happy Spring everyone!

With the weather becoming more bearable and the days getting longer, the itch to get out and get active is beginning to set in. Appropriately enough, this issue of The Vine focuses on the literal and figurative ways you can get out of your hibernation mode and feel regenerated. From getting yourself moving physically, to leaving the comfort zone of academics and embracing the business and art of selling of our profession—the message is of renewal and change. And what better time to keep yourself fresh than before the last round of exams for the year. Take this opportunity to maintain a healthy work-life balance and enjoy the new season. Best of luck to you all on your final exams!

Marie-Jasmine Parsi & Natalie Pond



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## *Contributions*

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Thanks to Charmagne Sia Lu (VP Internal Communications - Morale)

Special thanks to everyone who contributed!

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## Want to Write for the Vine?

If you'd like to share your knowledge, story, or recipe with the CCNM community e-mail us at:

**[ccnmthevine@gmail.com](mailto:ccnmthevine@gmail.com)**.

Our next issue will be published in Summer 2015, so e-mail us before May 20th to share your story.

All submissions must be between 250-500 words.

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# The Art of Selling

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*By: Rehan Lakhani, 3rd year student*

You're a student at CCNM. Your days consist of classes, assignments, group work, and a myriad of other personal obligations to attend to. When you complete your studies at the College, you are left to develop skills that will help you become financially successful as a Naturopathic Doctor. Where do you start? One of the key skills everyone should possess is the ability to convince; in other words, the ability to sell. Not only will this help you become a successful ND, but it will help in all other areas of your life as well. Asking the bank for a business loan, getting more patients, asking someone out on a date, or going out for dinner with your significant other. All these activities require some degree of convincing the other party involved. The better you are at it, the more likely you are to succeed in all aspects of your life.

Somewhere along the line, the act of 'selling' got a bad rep. So first; let's talk about what selling isn't. It is not coercing someone into agreeing to something because they feel obligated or trapped. And it isn't lying or hiding facts to present a biased view of your product or viewpoint. What selling does involve is the forming of a bond, or a connection. It involves listening to the other party and understanding their needs so as to offer them benefit from your proposition. It involves honesty, integrity, and reciprocal agreement. The biggest



difference between people who are great at selling and those who are not is that good salespeople focus on building relationships and connections that are mutually beneficial. They listen, understand the other party, and then deliver a pitch collaborating with and providing benefit to all groups involved.

Another important aspect of selling is self-awareness. Most people find it incredibly difficult to convince themselves that what they offer is of value, and that they are worth listening to. As naturopathic doctors, we know everyone can benefit from our services; we just need to convince them that we are worth the investment. However, before you can start recruiting patients to your practice, you need to first convince yourself that you are worth listening to and worth investing in, so you don't unintentionally harm your own efforts in developing a

successful practice.

So how do you develop this skill and master the art of selling? Fortunately, you've already started along that path. As an ND in training, you are taught to listen, ask questions, empathize, and figure out the inner workings of your patients. Over the course of this interaction, you're creating a bond and sense of comfort with your patient, which in turn develops trustworthiness. Listening is the first step in convincing others to give you opportunities, and determining how the product or service you offer will benefit them.

Once you begin to understand the intricacies of how you can best sell yourself as a naturopathic doctor, you can change the world.

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# The Sitting Disease

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*Sitting linked to death, even if you exercise*

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**By: Cayla Bronicheski, 2nd Year Student, of [naturopathandthecity.com](http://naturopathandthecity.com)**

Interview with Avis Biswas (Ph.D. Candidate)

If you're currently sitting, I suggest that you stand up to read this article.

Humans were born to move. The more we sit, the more we're going against the natural tendencies of our body mechanics.

Most people are well aware of the benefits of exercise. We have been told repeatedly that movement is good for your health and that we should try to be more physically active each day. But what you may be unaware of is that sitting for prolonged periods has now been scientifically correlated with negative health repercussions, including: higher rates of hospitalizations, diabetes, heart disease, cancer, and even early death. For me, the real kicker was that these findings were positive regardless of whether or not you exercise regularly! Even if you exercise 1 hour daily, sitting for prolonged periods is still detrimental to your health. It is important to be conscious of both exercising regularly AND moving around periodically throughout your day.

I am excited to share research work that my university colleague and



Ph.D. candidate, Avi Biswas, is undertaking as part of his doctoral thesis supervised by Dr. David Alter, cardiologist and scientist at the Toronto Rehabilitation Institute. They recently published a paper in the well-reputed journal, *Annals of Internal Medicine*, on the consequences of sitting.

They examined 47 studies that looked at the single effect of sitting for long periods of time in a day (after already adjusting their estimates for the potentially linked effects of also exercising) and whether this was associated with negative health risks. They concluded that prolonged sitting was correlated with a 90% higher risk of developing diabetes, an 18% higher chance of dying of heart disease or certain cancers, and a 25% greater chance of death by any cause. They also found that

high levels of exercise reduced the risks associated with prolonged sitting, however, the risks were still present.. This suggested that even exercising regularly does not completely eliminate the risk for developing chronic disease and death associated with frequent, prolonged sitting. Their recommendations were that people should aim to exercise regularly AND find moments to reduce sitting time by standing or moving. The following is an interview with Avi discussing the findings of his study.

How exactly is sitting related to heart disease, cancer risk, and death? What kinds of biomarkers were used to assess sitting on increased chances of mortality?

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*Continued onto page 5*

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## The Sitting Disease Continued

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“We’re not exactly sure of the biological reasons for why sitting is bad for us. There have been several ideas pushed around based on studies done in labs, and one that is quite popular is the following: when we stand, several muscles that are responsible for keeping us upright are closely linked to the pathways in our body that do the housekeeping in our body with regards to potentially harmful metabolites like excess blood glucose, fats, and so forth. These muscles, when active, also burn calories to keep us upright. When we sit for long periods of time, these muscles become inactive as well, we burn less calories, and our metabolism is less efficient in clearing up potentially harmful metabolites that are linked with type 2 diabetes, certain cancers, heart disease, and so forth.”

Stand or walk around during TV commercials.

Set small achievable goals and work up as you begin to achieve them. This helps you build towards greater non-sitting targets over a longer period of time.

Set an alarm to remind you to get standing if you sit for long periods of time. “

Why does exercise not mitigate the effects of sitting for the rest of the day?

“We’re not sure. Our study seems to suggest that the pathways I’ve described above are probably a bit different to the pathways linked to the positive effects of exercise. The positive health effects of

exercise might be more to do with an improvement in cardiovascular fitness and the positive effects that come from that, while reduced sitting leads to positive effects on our overall metabolism. It’s also important to remember that exercising still reduces the negative health effects of long periods of sitting quite a lot compared to those who exercise very little or don’t exercise at all.”

How much is your risk of dying increased by each year, if you sit for most hours of the day?

“Our review of all the available literature, and accounting for the effects of exercising, suggests that if you sit for a long period of time, daily, you increase your risk of dying by 24% compared to those who sit for short periods of time a day.”

What is it about sitting that increases your all cause mortality?

“While we’re not sure, it might be linked to an overall metabolic effect (see earlier answer). All-cause mortality is basically dying from all causes, and this includes the risk from heart disease, cancer, and other chronic diseases.”

How much sitting should we limit in our day? How many hours should be spent sitting, standing, or exercising?

“We found a lot of variation on how different studies report extremes of sitting and standing, and we don’t have consensus yet. I

would say a good ballpark figure to go by is to aim for 4 hours of daily sitting when you’re awake in the day, and try not to sit for more than 8 hours. For exercising, I would follow the recommended guidelines of trying to exercise so that you at least break a sweat for 30 minutes a day, 5 days a week (150 minutes a week). Altogether, try to fit your day with regular exercise and lots of daily movement.”

How can we mitigate the effects of sitting for people who have desk jobs or long commutes? Have any useful tips?

“There isn’t an easy, one-size-fits-all answer to this question. While treadmill desks are gaining popularity, they might not work for everyone. For example, those who are not usually sitting by a desk (think of your bus driver or busy emergency nurse), [those who are] unable to afford one, or where an employer is resistant to invest in them. Instead, I borrow from behavioral psychology theory to suggest the following:

Monitor the moments in your day that you typically sit. By monitoring our behaviour, we’re more likely to change it. Evaluate these moments and think of ways you can replace sitting times with standing or moving times. For example, stand while having your breakfast cereal.

Can’t wait to see what the future of research holds! Way to go, Avis (et al.)!

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# CCNM Business Summit

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*y: Sara Ip, President of the CCNM Business Association, 3rd Year Student*

From its inception in September 2013, the CCNM Business Association has come a long way and for the first time, the association ran its first annual CCNM Business Summit at the college on Saturday January 24th. The theme of the conference was 'Creating an ND Business Identity as Unique as YOU'. The Summit featured a line-up of 5

outstanding NDs who have each created successful practices unique to their individual style of practice. The aim of the conference was to provide students, new graduates, and NDs with strategies to leverage their strengths in their current or future practice.

CCNM President Dr. Bob Bernhardt gave a welcome address for 200 students and ND delegates. We were proud to host exclusive sponsors who continually support the business success of our profession. Our work at the college extends beyond the Summit and

we have high hopes to improve business opportunities for students and NDs in the coming future. We will continue to supply business education and experiential events for current and prospective NDs and we hope to meet your demands and interests. If you would like to collaborate or join our executive team, please send us an e-mail at [ccnm.biz@gmail.com](mailto:ccnm.biz@gmail.com). We thank you for coming and for your continued support.



*Photos courtesy of Frank Zhou*

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# Formal Photobooth

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Photos courtesy of Bold Productions. Follow on IG: [bold.productions](https://www.instagram.com/boldproductions)

# Avocado Fries



## Ingredients:

1 (fairly) firm ripe avocado  
1/2 cup breadcrumbs  
Seasonings of choice (I used dulse flakes, parsley flakes, crushed chili flakes, garlic salt, crushed cashews)  
Cooking oil  
Water

## Cooking Directions:

Cut the avocado in half, remove the pit, then cut into thin slices. In a plate, pour the breadcrumbs and mix in your choice of spices/seasonings. In a bowl, mix in 1 tbsp of oil with 1 tbsp of water. Dip the avocado slices into the oil-water mixture and cover them with the breadcrumbs. In a frying pan, heat some oil (medium-high), and fry the avocado slices for ~30s on each side. You can bake them if you don't want to fry them although I haven't tried that yet. Eat as is or with a dip of your choice. (I like dipping them in hummus).

## Upcoming Events at CCNM

### April 1

Club Exec and Leader Appreciation Lunch  
Classroom 1 @ Common Time

### April 3

Good Friday - No School!

### April 6

NSA Closing Ceremonies and Executive Council Changeover @ Common Time

### April 13 to 24

January Intake Final Exams

### April 20 to May 1

September Intake, Year 2, Year 3, Year 4, IMG Final Exams



*"You pray to stars that can help  
you get by  
And all at once you forget to try"*  
-Dallas Green

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