



# Washington Homeopathic Products

## *Introduction to Homeopathy for Retailers*



All products made in the United States,  
in beautiful West Virginia!

This presentation will highlight ...

✧ Getting to  
Know WHP

✧ Homeopathy  
Learning  
Center

✧ Product  
Introduction

# Getting to Know Washington Homeopathic Products



Washington Homeopathic Pharmacy (WHP) began in 1873 in Washington, DC. It was common in those days to have a homeopathic pharmacy in every city, essentially serving the needs of those in the area. Today, WHP is the oldest full-line homeopathic company in the United States and is still serving customers throughout the country.



Joe and Linda Lillard bought the pharmacy in 1991 when it was located in Bethesda, MD. They renamed it Washington Homeopathic Products, and in 1993, the Lillards established a second branch in Berkeley Springs, WV. It was called Homeopathy Works and the focus was bulk manufacturing and sales to retailers, pharmacies, small chains, and private label companies. In 2004, the Bethesda store was moved and all operations were consolidated to West Virginia.



*Pictures here are from the downtown Berkeley Springs store, Homeopathy Works.*

Joe and Linda Lillard



# Getting to Know Washington Homeopathic Products



In 2005, with business still on the rise, a 12,500 square foot production facility was built in the Morgan County Business Park (shown above). All administrative and production facilities are now located in this business park at 260 JR Hawvermale Way, still in beautiful Berkeley Springs, WV.

In 25 years, WHP has grown from a storefront to a company that is now serving 95,000 customers worldwide. In 2016, owner Joe Lillard sadly passed. The company will still continue to be family run. Linda will stay on, and Joe's daughter Belle and son-in-law Wais have joined the administrative team.

We appreciate your support of our family run company and thank you for your continued business.



**Leaders in  
Natural Care  
Since 1873**



# Homeopathy Learning Center



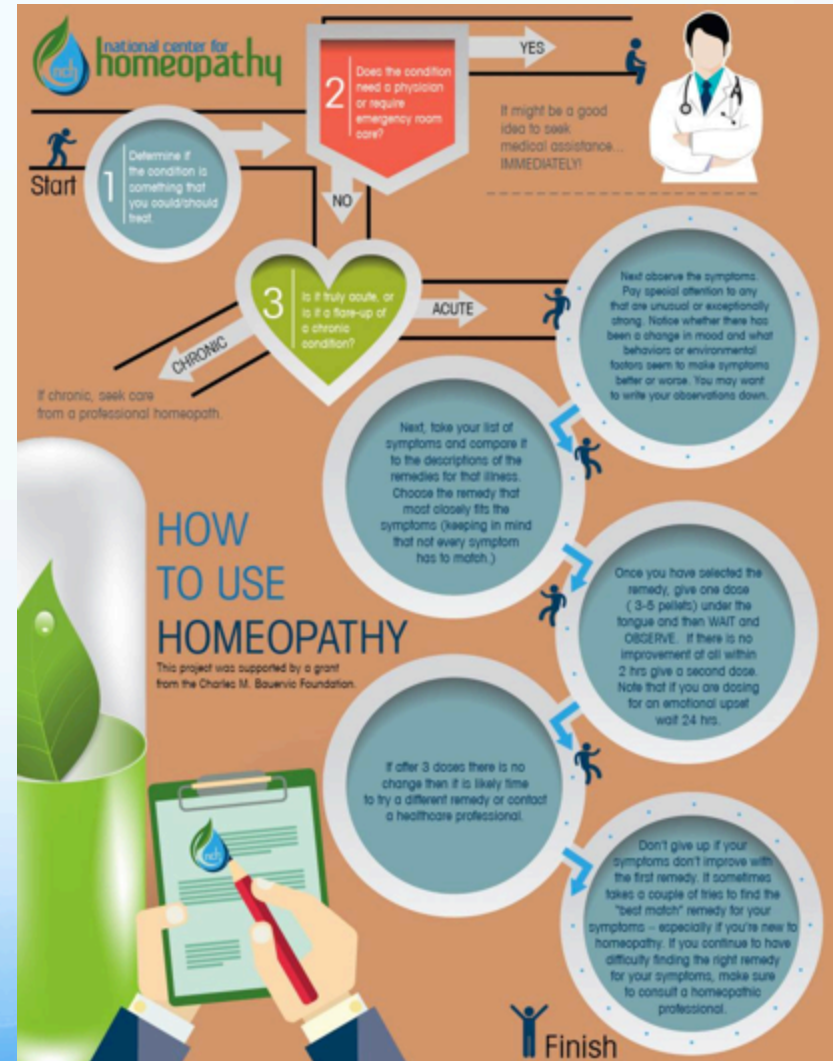
Homeopathy is a safe and effective system of medicine that began in 1794 in Germany. It is now used by more than 500 million people worldwide for a wide range of ailments.

In the United States, the FDA regulates the manufacture of homeopathic medicine. In that way, homeopathy is different from an herb or supplement, but it is still natural and gentle. Regulation ensures that all homeopathic medicine is made correctly and can be used safely. Homeopathy can be used for people and animals of all ages. Homeopathic medicine stimulates the body to heal itself. There are no contraindications of drug interactions when using homeopathy along with allopathic medicine.

WHP makes all its medicine in accordance with the *Homeopathic Pharmacopoeia of the United States (HPUS)*, which is why you will see “HPUS” on all of our product labeling.



Dr. Lisa Samet writes a weekly column on using homeopathy for the family for WHP. She's a naturopathic physician who specializes in homeopathic medicine. See her helpful articles [here](#).



Download this [handout here](#).



# Homeopathy Learning Center



*Samuel Hahnemann (1755–1843)  
Founder of Homeopathy*

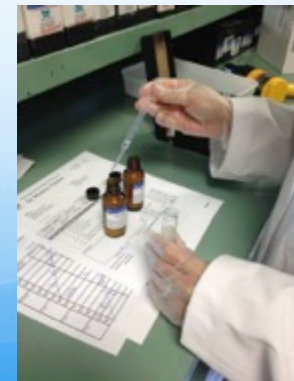
## Homeopathic Manufacturing Process

The original substance of a homeopathic medicine comes from plants, minerals, or animals.

In the case of plants, a tincture of 1 part plant and 9 parts alcohol and water is made (1x) and then combined with alcohol and succussed to make a 2x potency. This process continues using the lower potency to make the next higher X potency. Cs are made from a 2x (1c) by repeatedly diluting 1 of the lower potency to 99 parts alcohol—succussing at each potency.

The actual substance of plant material becomes more and more dilute, yet more homeopathically potent. Therefore, the strength of a 30x/c is said to be more than a 6x/c.

All medicine is prepared to order. Need help choosing the correct one? Visit [“The Learning Center”](#) tab on our website.



# Product Information: Single Remedies, Dilutions, & More



Single remedies on pellets available in 2 dram, 4 dram, 1 oz, and 2 oz (shown above).



Single remedies in dilution form, available in 15ml, 30ml, 50ml, and 100ml (shown above), in 20% or 87% alcohol.

We strive to be a homeopathic one-stop shop! We carry a wide range of homeopathic medicine to meet the needs of practitioners, veterinarians, retailers, pharmacies, and even the novice to homeopathy!

While retail sales focus on combination remedies from our Be gone™ line (see slides 8–24), practitioners often call us to order a very specific single remedy choosing from the thousands of remedies and potencies we have available.

If your customers or patients have specific remedies or potencies in mind, we'll be happy to prepare and ship these to you!

Along with our single remedies, we offer a full HomeoPet and EquioPathics line for all of your pet's health needs. WHP also manufactures Spongatos cough syrup, Odor Off spray, and much more!

Homeopet is available in 23 varieties!





# Product Information: Homeopathic Kits

WHP offers three different kits (see below for description). Kits are extremely useful as clients/customers usually have the medicine they need on hand.



*WHP makes all kits and kit refills at our facility!*

The **30c Remedy Kit** offers the top 50, 30c remedies. Retail price is \$124.99.

The **Top 100 Kit** offers 91 remedies at a 30c potency, and 9 at a 200c potency. Retail price is \$224.99.

The **200c Remedy Kit** offers the top 50, 200c remedies. Retail price is \$174.99.

*Kit refills are available for purchase.*





We will now proceed to an  
introduction to our  
Be gone<sup>TM</sup> product line.





❖ **Trusted  
Company**

❖ **Natural  
Remedies**

❖ **Fast-Acting  
Relief**



Topical Ointments



Combination  
Remedies



Poison Ivy Relief  
Products



Washington Homeopathic Products  
**Be gone™**  
Homeopathic Line



Natural Care Since 1873



Washington Homeopathic Products

# Be gone™ Topical Ointments



Convenient  
dispensing  
tube!

Our five **Be gone™** ointments: **Bruises & Bumps**, **Minor Arthritic Pain**, **Cuts & Scrapes**, **Scars**, and **Warts & Tired Feet** are all-natural, topical applications for common external ailments.

The various ointments contain Arnica, Calendula, Rhus tox, Ruta, Thiosinaminum, and Thuja, recognized natural remedies for external use. Every formula is safe, fast-acting, and very effective!





Washington Homeopathic Products

**Be gone™**

**Bruises & Bumps**

**Be gone™** Bruises & Bumps naturally reduces swelling and relieves muscle soreness and pain due to overexertion and bruising from injury.\*

**Be gone™** Bruises & Bumps contains Arnica, long used for promoting the healing of muscle soreness and the reduction in swelling.\*

**Great for use on:**

- Sore muscles\*
- Bruises\*
- Injuries from overexertion\*



2 oz. ointment tube

**MSRP: \$10.79**

**Ingredients:** HPUS 12.5% Arnica 1x in a base of 50/50% Lanolin/Petrolatum.

**Directions:** Apply locally and rub in.

\*These statements have not been reviewed by the Food and Drug Administration.



Washington Homeopathic Products

**Be gone™**

## Minor Arthritic Pain

**Be gone™** Minor Arthritic Pain eases joint pain and relieves soreness due to overexertion.\*

Ruta, Rhus tox, & Arnica, some of the most recognized remedies for promoting the healing of joint pain, are the active ingredients contained in **Be gone™** Minor Arthritic Pain.\*

### Great for use on:

- Joint pain\*
- Soreness from overexertion\*



2 oz. ointment tube

**MSRP: \$10.79**

**Ingredients:** HPUS 12.5% Ruta/Rhus tox/ Arnica 3x in a base of 50/50% Lanolin/ Petrolatum.

**Directions:** Apply locally and rub in.



\*These statements have not been reviewed by the Food and Drug Administration.



Washington Homeopathic Products

**Be gone™**

**Cuts & Scrapes**

**Be gone™** Cuts & Scrapes naturally promotes the healing of cuts, abrasions, dry/cracked skin, sunburn, and diaper rash.\*

Calendula, well known for its healing properties, is the active ingredient in **Be gone™** Cuts & Scrapes.\*

## Great for use on:

- Skin abrasions\*
- Cracked skin\*
- Sunburn\*
- Diaper rash\*
- Cuts & scrapes\*



2 oz. ointment tube

**MSRP: \$10.79**

**Ingredients:** HPUS  
12.5% Calendula 1x in a  
base of 50/50% Lanolin/  
Petrolatum.

**Directions:** Apply locally  
and rub in.

\*These statements have not been reviewed by the Food and Drug Administration.





Washington Homeopathic Products

# Be gone™ Scars

**Be gone™** Scars naturally diminishes and dissolves scar tissue.\*

Thiosinaminum, renowned for the reduction of scarring, is the active ingredient in **Be gone™** Scars.\*

## Great for use on:

- Scar tissue\*



2 oz. ointment tube

**MSRP: \$10.79**

**Ingredients:** HPUS  
12.5% Thiosinaminum 2x  
in a base of 50/50%  
Lanolin/Petrolatum.

**Directions:** Apply locally  
and rub in.

\*These statements have not been reviewed by the Food and Drug Administration.



Washington Homeopathic Products

**Be gone™**

**Warts & Tired Feet**

**Be gone™** Warts & Tired Feet rejuvenates and revitalizes tired and sore feet while promoting the healing of warts, calluses, and corns.\*

Thuja occ., recognized for its external use in promoting the healing of skin conditions is the principal ingredient in **Be gone™** Warts & Tired Feet.\*

## Great for use on:

- Sore/tired feet\*
- Calluses\*
- Corns\*
- Warts\*



2 oz. ointment tube

**MSRP: \$10.79**

**Ingredients:** HPUS  
12.5% Thuja occ. 1x in a  
base of 50/50% Lanolin/  
Petrolatum.

**Directions:** Apply locally  
and rub in.

\*These statements have not been reviewed by the Food and Drug Administration.



Washington Homeopathic Products

**Be gone™**

**Poison Ivy Relief Line**



Internal &  
external  
remedies for  
poison ivy  
relief!

**Be gone™ Poison Ivy** is taken internally and will ease your sensitivity to poison ivy, oak, and sumac.\*

**Be gone™ Scratch-N-Itch** is used externally to dry the exudation and allay the itching while the symptoms of poison ivy, oak, or sumac are still present.\*

\*These statements have not been reviewed by the Food and Drug Administration.



Washington Homeopathic Products

# Be gone™ Poison Ivy

**Be gone™** Poison Ivy naturally relieves conditions caused by poison ivy, oak, and sumac such as itching and redness of the skin followed by blisters, vesicular eruptions with intense itching, and burning, aggravated swelling, heat and pain.\*

## Great for use on:

- Itching\*
- Redness\*
- Blisters\*
- Swelling\*

1 oz. bottle  
contains more  
than 300 pills!

**MSRP: \$9.99**



### **Homeopathic Ingredients:**

Rhus tox 4x HPUS

### **Inactive ingredients:**

Sucrose/Lactose Pills

**Directions:** Adults: Two pills. Children: One pill. Dissolve on tongue every two hours for four doses, then every three or four hours. Take at greater intervals as condition subsides.

\*These statements have not been reviewed by the Food and Drug Administration.





Washington Homeopathic Products

**Be gone™**

**Scratch-N-Itch**

**Be gone™** Scratch-N-Itch stops the itch from poison ivy, oak, and sumac as well as from athlete's foot, insect bites, and stings, including chiggers and mosquitos.\*

**Be gone™** Scratch-N-Itch was formerly known as Rusto Lotion. The same trusted formula is now available as **Be gone™** Scratch-N-Itch.

## Great for use on:

- Poison ivy\*
- Itching skin\*
- Athlete's foot\*
- Insect bites & stings\*

2 oz. spray bottle

**MSRP: \$8.99**



**Homeopathic Ingredients:** Grindelia (1x) and Camphora (3x), HPUS.

**Inactive ingredients:** 34% ethyl alcohol.

**Directions:** Apply locally several times daily or as needed.

\*These statements have not been reviewed by the Food and Drug Administration.

Washington Homeopathic Products

**Be gone™**

Combination Remedy Line



Say  
“Be gone™”  
to your  
common  
ailments!



Our **Be gone™** combinations contain 27 different combos divided into 5 different categories: **Pain, Colds/Allergies, Stomach, Skin, and Stress.**

Our combination remedies facilitate the remedy selection process for the consumer and work on the targeted symptom set to naturally relieve the condition. This product line is perfect for those not familiar with homeopathy as the packaging and indications make it easy for the consumer to choose the correct remedy!



Washington Homeopathic Products

**Be gone™**

**Pain**

Homeopathy can help to ease aches and pains naturally without side effects. Whether you suffer from headaches brought on by stress, low back pain, or joint discomfort, Be gone™ homeopathic medicines are here to help.



**Congested Headache**

relieves headaches caused by throbbing pain, weakness, and/or dizziness, congested feeling, and is often stress-related.



**Low Back Pain**

eases pain that may extend down the leg.



**Hangover**

relieves the symptoms of conditions caused by over indulgence of food and/or drink.



**Minor Arthritic Pain**

temporarily relieves joint discomfort, soreness and stiff joints associated with minor arthritic pain.



**Headache**

relieves headaches caused by over work, anxiety, fatigue, or nervous excitement.



**Painful Urination**

relieves the symptoms of painful urination that include aching in the small of the back and frequent urge to urinate but passing only a small amount of urine.

\*These statements have not been reviewed by the Food and Drug Administration.



Washington Homeopathic Products

**Be gone™**

# Colds / Allergies

Coughs, colds, congestion, and allergies make you feel groggy and terrible! We provide a wide range of products that work with your body to rid itself of the nasty virus or allergic irritation that has you feeling under the weather.



## Congested Headache

temporarily relieves hard croupy or dry hacking coughs due to colds, as well as inflammation with congestion, increased thirst, hot dry skin and restlessness.



**Head Cold** relieves head colds with nasal discharge, sneezing, loss of smell, burning eyes with tearing, and frequent hawking up of mucus.



## Dry Eyes

relieves the feeling of itchy, scratchy and dry eyes which can be the result of seasonal or allergic reactions.



## Sinus Congestion

eases congested sinuses with thick mucus draining into the throat.



## Flu-like Symptoms

eases weakness, fever, headache, chills, nausea, vomiting, achy sensations and minor pains.



## Wheezing

eases the symptoms of difficulty breathing, lung spasms with spasmodic cough, and tightness of chest.



## Hay Fever

temporarily relieves watery discharge from the eyes and nose, loss of smell and taste, difficulty breathing and other symptoms associated with seasonal allergies.

\*These statements have not been reviewed by the Food and Drug Administration.





Washington Homeopathic Products

**Be gone™**

**Stomach**

Stomach complaints surface for all of us from time to time, and Be gone™ homeopathic medicines offer a gentle and effective approach to relieving constipation, nausea, and other stomach disorders.



**Constipation** relieves the symptoms of constipation that have lasted several days. Not a laxative.



**Diarrhea** relieves the symptoms of diarrhea that come on suddenly with vomiting, purging, spasmodic pains in the bowels.



**Flatulence** relieves the symptoms of flatulence that include gas, sour stomach and heartburn. May include abdominal discomfort and bloating accompanied with frequent passing of gas.



**Motion Sickness** eases traveling sickness from any cause characterized by dizziness, intense nausea, and vomiting.



**Stomach Disorders** eases nausea, sour or bitter taste, indigestion and flatulence.

\*These statements have not been reviewed by the Food and Drug Administration.



Washington Homeopathic Products

# Be gone™ Skin

If you suffer from skin conditions such as acne, itching skin, or fungus, Be gone™ products are available for natural, effective relief.



**Acne**  
relieves acne symptoms such as pimples on the face and/or neck, usually with oily skin and often caused by poor diet.



**Fungus**  
relieves burning and itching eruptions of the skin, as in ringworm or athlete's foot.



**Skin Irritation**  
relieves symptoms associated with dry scaly skin with itching and burning usually occurring on the face, neck and insides of the knees and elbows.

New Product!



**Stings**  
temporarily relieves pain and other symptoms associated with insect bites and stings, including mosquito, ant, bee, and wasp.

\*These statements have not been reviewed by the Food and Drug Administration.



Washington Homeopathic Products

**Be gone™**

**Stress**

Homeopathy is a wonderful alternative for helping the body regain its balance from a variety of stressors. Insomnia, hot flashes, and smoking cravings can be things of the past with our product line.



### Hot Flashes

is formulated to relieve the symptoms of change of life, including night sweats, irritability, and fatigue.



### Insomnia

eases insomnia caused by grief, overwork, and stress.



### Stress

eases the fear and worry that is often brought on by stress. Made with 5 flower essences.



### Smoking

aids the body in regaining healthy balance during the smoking cessation process.



### Teething

relieves the symptoms of irritability, restlessness, backwardness in getting teeth, and other symptoms associated with difficult dentition.

\*These statements have not been reviewed by the Food and Drug Administration.





*Thanks to MTV Solar in Berkeley Springs, WV,*  
Washington Homeopathic Products has  
**GONE SOLAR!**

Completed in December 2014, Mountain View Solar installed solar panels for the building's electricity and a solar station for charging cars.







Thank you for viewing our  
slideshow!



Contact us to learn more:

Washington Homeopathic Products, Inc.  
260 J R Hawvermale Way  
Berkeley Springs, WV 25411

Phone: 1-800-336-1695  
Mon–Fri, 8:30 AM–4 PM EST  
[www.homeopathyworks.com](http://www.homeopathyworks.com)  
[www.begone.com](http://www.begone.com)

You can also find us on [Twitter](#), [Facebook](#), & [Instagram](#)!

Trusted Company

Natural Remedies

Fast-Acting Relief