Introduction to Dr. John Demartini

I am very excited for this next person we've got coming up, and even though I've heard of him for many years, this is my first time getting a chance to meet him. And we've just had a great little conversation actually before this interview.

But a couple distinctions for Doctor John DeMartini. Just recently, he was named one of the top 100 doctors in the world, which is super cool. Congratulations, John.

And then last year, he was named the top human behavior specialist of the year. So you have someone you're going to hear from today that is is very, very special.

In addition to that, he spent 48 years researching the human condition and and psychology and behaviors. Recently he wrote a book on values and how it's so important to be living your values.

We're going to discuss that coming up. You probably have seen him in some of the movies he's appeared in, like The Secret, The Opus, and Oh My God. And he's written numerous books, I think 40 books.

Is that right, John? Or over 40 books? Over and out. Yeah, over 40 books. The Breakthrough experience was a big bestseller. And then recently his book around value.

So, John, welcome and thank you for participating in the in our summit here. Well, thank you for having me I appreciate it. Thank you for the intro. Yeah.

And so we were talking a little bit about values right before we got on and the importance of being congruent with your values. People are coming here to learn about how energy impacts them and how they can create more energy to to have healthier lives.

Talk about values and energy. Because you told me a couple interesting things earlier. Great. Thank you for the question.

Values, Energy, and Healing

Every human being, regardless of age, gender or culture, lives moment by moment, by a set of priorities, a set of values, a hierarchy of values, things that are most least important in our life.

Whatever's highest on their value. They were spontaneously inspired from within, intrinsically to fulfill. But as you go progressively down the list of priorities or values, they require greater degrees of extrinsic motivation to get them to do so.

They tend to procrastinate, hesitate, and frustrate on the things that are low in the values. And they got like a break on and on the top value, the highest value, particularly.

They're fluent, they're congruent, and they're spontaneously inspired, intrinsically driven to go and act. Whenever an individual lives consciously congruent according to their highest value, prioritizing their life, doing their day with the highest priority actions they can do that inspire them spontaneously where they're disciplined, reliable, and focused, they spontaneously raise their energy level.

Because now, instead of having internal and resistance, they have an entropy, which is life versus not only do they have energy, but they have what we could call healing consciousness, because every biological organism is striving to go from entropy to entropy, from disorder to order.

And anybody who can exemplify that state magnetize as people to them because they're biologically driven to be around order. So if we don't fill our day with high priority actions, inspire us, and delegate lower priority distractions that don't.

We won't maximize our potential for human consciousness and energy, and we'll end up having the disorder instead of the order. So priorities and values are inseparable from the energy healing consciousness that serve involved in bringing order to people's life.

So would it be fair to say great description? Thank you. Would it be fair to say that people who have illness probably are not living their life in a way where they're focused on their highest priorities or values, and that's creating some sort of stress, and the illness might even be a signal to get your life in order.

I mean, what's going on here? What you just said is profoundly true. Let me let me develop that for good. Yeah, yeah, whatever you live consciously according to what you value most, which Aristotle called the telos.

The end in mind and the teleology was a study of meaning and purpose. So the highest value is the most meaningful, most purposeful, most inspiring feeling thing one could do when you live according to that blood glucose and oxygen.

According to functional MRI studies, flood into the forebrain, particularly in the interior prefrontal cortex and the prefrontal cortex, which is involved in inspired vision, strategic planning, executing the plans, and self-governance.

The transmitters Gabba inhibitory and glutamate, which is transmitted from that area of the brain, go down through nerve fibers down into the amygdala, which is a desire where we tend to want to avoid predator and seek prey, avoid challenge.

Seek is and calms down and dampens the volatile volatility of our emotions that distract us and take the lateralization of our autonomic nervous system and bring it back into poise, where we maximize heart rate variability and therefore resilience, adaptability and use not distress.

So by living by our highest priorities, we automatically calm down the perturbations of our external world that we have subjectively biased our interpretations of the world.

In which we call distress, and calm it down and neutralize it to maximize our focused attention. And so our physiology is providing autonomic epigenetic symptoms as a guide back to authenticity, because our highest value is our most authentic self, our ontological identity revolves around the highest value.

Our histological knowing revolves around it and artillery. Logical purpose is literally an expression of what we value most. So the symptoms in our body are feedback mechanisms to guide us back to authenticity, where we maximize disorder into order and great create our greatness and our potential for achievement, and automatically helps us wake up our leadership capacities, expand our space and time horizons, allow us to be more objective, not subjectively biased, and allow us to maximize our potential as a human being so the symptoms are not our enemies.

The symptoms are a feedback mechanism. Guidance to. And our symptoms are not just physiological symptoms, they're psychological feedbacks. If we're infatuated with something, we're conscious of the upsides and unconscious of the downside.

If we're resentful of something, we're conscious of the downsides unconscious. The upside. When we have impulses of our amygdala, we're avoiding the thing we're we're resenting and seeking the finger or infatuated with.

And we're fooled by it. As a Buddha says, a desire for that which is unobtainable. And the desire to avoid that which is unavoidable is a source of human suffering.

But the moment we let our intuition reveal what we're unconscious of and transcends our ignorance, our intuition

brings us back to to authenticity, where we're objective, where we have reflective awareness, and we're not putting people on pedestals with infatuations or pits with resentment.

We're putting them in our heart. And when we actually have a reflective awareness and we're not too proud or too humble to admit what we see in others, in silence, we awaken love.

We awaken of gratitude. The media prefrontal cortex is the center for gratitude, which is a balanced homeostasis of the neurotransmitter. And it allows us to say things with grace.

And grace and love are two of the most powerful healers on the planet, so our intuition is guiding us to authenticity. Be our physiologist, guiding us to authenticity.

And the second we get proud and cocky, we get sociological feedback to humble us. Or if we get kind of beat ourselves up, we get lifted by people to get us back into authenticity.

So to maximize our potential, maximize our healing, maximize our energy, literally, the universe within us, introspectively and around us Introspectively is guiding us to that most authentic state.

And so that's where we actually have not only healing and wellness. Wellness.

Symptoms as Feedback for Authenticity

This means we, you and I are reflections and I am not above or below you and illness is I. I'm separating reflectively from you. I don't what I see in you, I don't see an illness as a sign that we're not being authentic.

A wellness is a sign that we are being authentic. So yeah, our physiology is literally a magnificent feedback mechanism. If it's properly interpreted and not skewed by allopathic viewpoints, that your need to get rid of your symptoms, your symptoms, or your fringe.

If you're properly injured. Yeah, yeah. That's awesome, I love that. I love that way of thinking about it too. People are so afraid of illnesses and and disease and you know, it is scary for most people because when they look at the internet and, and all the drug commercials on TV trying to scare the heck out of you just so they can sell you some drugs.

But symptoms are a friend. They're trying to guide you to a place that you're not living in right now. That's why it's showing up and it's it's trying to keep you from going off the end of the cliff.

I love that. That's awesome. Yeah, I have a I'd like to share some. Yeah, I had a, a gentleman that came to me one time a patient and he goes, man I, my stomach is just killing me.

And I've got indigestion and bloat, cramps and a lot of wind and I've got snappy nose and I'm having difficulty breathing and, you know, and you just listed all these symptoms that and he said, you know, if I went to my medical doctor, I know what he would do.

He would give me an anti flatulent an anti acid. Yeah. Antihistamine. Yeah. Anti viral. Right. And and an NL analgesic for the pain and the headache. And I said but you know better.

You intuitively know better. So when did it start. You started this this morning. And I woke up. So so what did you do last night. I picked out a pig that I just picked out.

Yeah I more food. I couldn't even breathe when I went to bed last night. Yeah. And I said, so your body is creating symptoms to let you know, to detox the body.

It's trying to guide you. Now, if you go get rid of all those symptoms with all those pills which are not curative, they're palliative. If you do that, you are going to learn the lesson.

What your body's trying to guide you do, and you'll be foolish and continue to do that and think you'll take a pill and get rid of it, he says. I know that's why I came to see you.

I said, well, good, because your body is an educational feedback system that's guiding you to act wisely, moderately, with rhythm and consistency, not erratic.

Impulsive. Yeah, and not so. Our body is a gift and it's a great feedback system. I think the wisdom, the body. Walter, can and Claude Bernard known for their their wisdom and homeostasis.

It's a magnificent work and the wisdom of the body. If people haven't read that, it's worth reading. And it talks about homeostasis in our space system, how our body has got intricate, unbelievable amounts of intricate feedback systems to try to bring homeostasis from the perturbations of society in the world.

And if we know what those perturbations, how they work, we will have applied physiology working on behalf. And we'll realize that our body's guiding us.

We just haven't been trained on how to interpret. Yeah, I hope everybody's hearing this because so few people on the planet understand what you're talking about, or even or even have heard what you're talking about.

They we've been so trained, particularly in Western society, you're sick. Take a pill that will cure you. It doesn't. Just like you said, it's a symptom.

There's a cause underneath that. That is, is is what really needs to be taken care of. And people are just treating symptoms. Hey, one thing you said, and I want everyone to understand this too, you talked a lot about authenticity is authenticity.

When we are living, our values are. How do you define that word? Authenticity. What? How can we give people clarity on that? Okay, so when we meet somebody, let's say we walk in a all and we see somebody that we think is more intelligent than us.

And we project our values on to them through the filtering of our values. We interpret them as being more intelligent. We will then not even realize that we will be minimizing ourselves relative to somebody, that we exaggerate.

So anytime we exaggerate a capacity of another individual, we tend to minimize ourself in relationship to. And this could create a dysmorphia. If you're a beautiful woman and you see a woman that's got thicker hair than you, you'll immediately minimize your perception of your own hair.

Or if they have more beautiful, shape, you'll minimize it. This is a dysmorphia, but dysmorphia is are not limited to physical appearances. Dysmorphia is, in a sense, or about anything that we exaggerate.

And every human beings. So if we exaggerate their intelligence and minimize our own, exaggerate their achievements and minimize their own, and exaggerate their wealth and minimize their own or their stability in their relationship or their social influence, or their physical beauty or or their spiritual awareness, anytime we put somebody on a pedestal and infatuated with them, we're going to minimize ourselves.

And that minimization is not who we are. It's a facade, it's a persona. It's a mask that we're wearing of intimidation. But we also can walk in a mall and look at somebody over their tummy and think of ourselves as greater than, and we can look at them and go, they're a failure and exaggerate our success and do the same thing around those seven areas of life.

And if we exaggerate ourselves and we put ourselves in pride, we're exaggerating ourselves. We're not being ourself. If we inflate or deflate ourselves, exaggerate or minimize ourselves, puff ourselves up or deflate and go into, exaggerate or minimize moans.

Those are inauthentic states. So anytime we judge another individual, we compare ourselves to another individual. We automatically lose our authenticity.

We're not loving and appreciating with reflective awareness. Now, when we live in our highest values, we are most objective. Our Pullman, our nuclei in our thalamus is a gating filtering mechanism.

It takes and filters are infinite reality and allows us to exact extract out of our world the things that help us fulfill what's most valuable. So when we actually perceive something and we're living in our highest values, we have the highest probability of objectivity.

And objectivity means neutral minded, non partial non subjectively biased mindedness. So the second we live by our highest values we're able to see things in a more balanced perspective.

That's why it helps us in homeostasis. But to say it we're not living in our highest values. And we're exaggerating somebody minimizing ourselves injecting our values, trying to imitate them, trying to be like them instead of being ourselves.

We just lost our authenticity. And our blood glucose and oxygen goes into our amygdala, where we go into survival mode, and we now look for fantasies, and we end up causing perturbations in our physiology, which creates symptoms to let us know that we're not being authentic.

Yeah. And and that's, that's a huge struggle by people, by most people I know. I even went through that, you know, as I was growing up, grew up in a family.

We didn't have a lot of money. My father passed away when I was three years old, had two younger brothers, and everybody looked like their life was better than mine.

You know, I was not not as, not as good as them. And so going through life early on, I was trying to, you know, trying to play the game and trying to look like I was successful or fitting in.

And then I realized, look, everybody's got their own little path that they're put on this planet to go through. Yours is different than mine. You know, you're going to have some things that are super cool.

I'm gonna have some things that are super cool. You're going to have some challenges.

Defining Authenticity and Self-Comparison

I'm going to have some challenges. And it all evens out. We're here with a specific purpose and being authentic to that. Like me not trying to be you and you're not trying to be me.

You being okay with who I am and me being okay with you, who you are. That's what I'm starting to think that most people haven't learned. And that's what a lot of stress when you're trying to be something you're not, you're holding on to, like this fake shell around you.

It it eats up a lot of energy. I felt that when I was in my 20s. Yeah. Einstein said, when your cat expected a certain like a fish, you're going to beat yourself like a fish trying to climb a tree like a cat.

But if you audit yourself as yourself. Yeah, they if a whatever is highest on a person's values, an individual's values, their idea, the rules. So if you're, let's say you're a mother, 35 years old, you have three children and your highest value is taking care of those three children.

If you ask them an ontological question, who are you? You know, an essential being? Who are you? I'm a mother. If you go to ask somebody who's an entrepreneur or he's running three businesses and he's a serial entrepreneur and asking, who are they?

He goes, I'm a businessman. I'm an entrepreneur. He's not going to say, you barely made your father. His highest value is entrepreneurship. He's gonna say, is an entrepreneur. Like I say, well, I'm a father.

He may say that second, but he's not going to say at first it's been shown. I've been studying values for 43 years and writing about it. The highest value, your identity revolves, or so the moment you're living completely on that and delegating lower priority things and sticking to the things and simplifying your life into the highest priority things.

My case is teaching research. I delegate everything else. What I've cooked you since I was 24. I haven't driven a car in 32 years. I don't do anything. Lower my values.

Could you devalue yourself? And you lower your energy and you dissipate your your potential. But the second you live by priority and you're being authentic and you're more objective, you're seeing life in a reflective way.

You now have appreciation, love for life, because you're not having these judgments that are distracting you and putting on facades that are tropic. That's in tropic because every time you store up a memory of having to put on a facade, that's creates an error of time.

And that's called entropy. And entropy is missing information because you're too proud or too humble to admit what you see in others inside you. So you have missing information about reality, and that's interpreted, and that's the reason it's interpreted to create symptoms, to give you feedback, to get you back on to what's true and be mindful of or see the whole picture.

I love people, yeah. Hey, John, how does somebody find out what their values are? So people listening here, they they it sounds really good. You know, I want to I want to be authentic.

But how do they find out what their values are? I started, I started to study as a values 43.5 years ago. And I asked a lot of people, it's in the millions now over the years about their values.

And 99.999999999% will tell you social idealism, tell you what they think it should be, what it ought to be, values, imperatives. Culturally, that's not authentic right from their right.

You know, so said they'll say honesty and truth and integrity and all the that's what you want to hear from me. Now, I have no interest in the facades of the imperatives from outside authorities, from mothers, fathers, preachers, teachers, traditions, conventions of mores, of collective consciousness that you conform to.

I'm not interested in that. I'm interested in what your life demonstrates. Because every decision you make is based on what you believe will give you the greatest advantage or disadvantage of any one moment to what you value most.

So knowing what that is is a crucial. So I created 13 value determinants that are on my website. People can go to the website for free complimentary. What's the website John.

Doctor demartini.com value determination I promise you private and it take your 30 minutes of your time and it's worth doing thousands of thousand people do. Yeah.

So I look at how do you fill your space for I've studied children right when they've been born all the way to elderly. I guarantee you that your most intimate space, which is a half around 2 to 4ft away, which is your personal space in, in these, this, proximity, if you look carefully, you'll see that the people that they really value something they keep, whatever that is in the personal and intimate space and anything in the social and public spaces that they push it away.

So if you look at what's really valuable to it, you'll find it's all within reach. So in my case, my computer is in front of me. It's within my reach pretty well most of the day.

If you look at what it is that you hold in your space, the top three most significant items that are repeatedly in your

space most consistently and ask, what are they demonstrated you've been used for?

What's the primary utility? And you will see it's telling you what you value. Stack at one is time. You find time. Make time. Spend time on things that are valuable to you.

So take your day. Take out your sleep. Look at your, your life and what exactly you spend the most time on. Second most and third most beyond mind is I'm on my computer again, teaching most of the day, or I'm researching most of the day.

So if I look carefully, you'll find a pattern that we iterate in, how you sell your space, how you spend your time. The next one is what energy? Whenever you're doing something high in your bow, your energy goes up.

Whenever you're doing something on your values, your range, when you when you're when you're doing stuff, you're inspired by it. You spontaneously love doing.

You have more energy than when you when you end with it, then when you start. But when you're doing something, it's low in your values. You break and you feel like you got to do it, have to do so.

Anytime you hear an imperative, language should always burst. You got to have too much. You need to. That's a sign you're in a dream state and that means it's low in your value, but something you absolutely love doing.

It's inspiring to hear that. Can't wait to do it spontaneously. I'm looking for those things that your life demonstrates. The fourth one is money. You make money, find money and spend money on things that are valuable to you, and you don't want to spend money on things that aren't.

So look at where most your money's going, second most and third most. And you may say, well, it's my cat, my house. I got a habit. No you don't. You could be renting and you could be investing.

I don't even have a house. I have my chip, but I don't have a house. I sold all the houses I invest. So where is your money going? That tells you what your value.

And you'll see a pattern in the space, the time, the energy and the resources or money. The next one is where are you most ordered and organized? So whatever you have the highest degree of order and organization in your life, that's what you value most.

Because the things that are important to you, you don't get around to putting in structure. And the next one is where are you most disciplined? Where do you spontaneously do things that nobody ever has to remind you to do?

No external motivation is needed to get you to do it. Mine is teaching and researching. I do it every single day, but doing it for eight and a half years.

I'm sure you probably do a lot of that too. Yeah. So then you look at what you most discipline and, and you'll again, you'll see a pattern if you're not getting a similar pattern reiterated somehow you're lying to yourself and you're writing down what you think it should be by expectations of society or what you know, you know, you hope it will be by your fantasies.

I'm interested in what your life demonstrates.

Finding Your True Values

Then I look at what you think about what you visualize and what you internally dialog with yourself about most, about how you want your life that is showing evidence and coming true.

If there's no evidence, you don't put it down. It is not what you want. You don't put it down. So what are you thinking about? Visualizing and talking to yourself internally about how you want your life that shows everything's coming

true?

I think about traveling the world and teaching. I visualize that outcome. I live that I say to myself, I'm a martial professional speaker, traveling all over the world, inspiring millions of people.

That's the internal dialog. Then I look at what my external dialog is. What do I say to people? What do I bring conversations to? How is your business? How is your golf game?

How is your your finances? How is your kids? You keep wanting to bring to conversations and revolve around what you value most. So look at what you converse with other people about.

Not to be objective. Don't just be based on your on your fantasy, but what's your objectives for? The next one is what inspires you and brings tears to your eyes.

There's the things that are inspiring to you and the people that inspire you are reflections of what you value. I will stay Nobel Prize winners and the great philosophers and the greatest leaders in the world for all these years.

For almost five decades. Those are the people who inspire me, because it's a reflection of what I want to put out into the world. So look at what inspires you, brings tears of gratitude, chills up your spine when you really nail something because that's a moment of authenticity.

Yeah. What is the most consistent and persistent goals that you are pursuing that are coming true? That you're achieving those things that are most consistently dedicated to getting done?

What are those three pathways? And the last one is what do you spontaneously want to read about? And learn about? Listen to, about watch on YouTube about what do you want to inculcate into your consciousness and learn about most in your life?

And I assure you, if you do that exercise and it's done thoroughly and you hold people accountable to really answer and not put down social idealism, right, there'll be a pattern.

It will just smack of right in the face of those. And now I know what I'm committed to. And once they structured their life around that, once they prioritize their life according to that and practice delegating everything else away and do something that serves people, so they're remunerated doing that so they vacation and vacation of the same, and they have the money to delegate the rest.

They're on a path of inspiration and a purpose for life. And that is healing consciousness at its finest. That is being present. That's where energy is infinite.

What you recognize that source I love that. And so there's a there's an exercise they can do on your website. They help identify their values. You want you to identify those answers.

What are the answers that reiterate in same or similar or ascending form? Which ones are those? Repeat the most sacred most? The third much? Yeah. And I've been doing this for decades.

Yeah, I've used it in school systems and governments. I've used it in corporate. So I've used it in and the football teams are hiring people. I mean, it's used all over the world, but it's a very powerful tool to do.

And I ask people to do it again now and then a week from now and months now and every quarter, because your values can be tweaked. You know, you might have a new baby to tweak your values.

You may have a new job or a company or something. So you have to keep up to date with it because they're tweaking and evolving over time. Yeah. No. Absolutely no.

I bring it reminds me of when we had, our daughter, we have two children, but our daughter, when she was born,

you know, before then I'd come home, I'd go hit some golf balls, when I, when I had an office.

Now I work out of my office here at the house, but, and I'd watch ESPN, and and I remember walking in the house and seeing my daughter there. I was like, I really feel like watching ESPN, but.

But I've got this baby. And and and I really want to spend time with her. And I shifted that. It shifted kind of what I focus on not only and watch ESPN anymore, but but you're right.

Values can change. Hey. Why, John? Why our why don't I mean, it makes total sense what you're saying. We should be authentic. It feels so much better. Your energy's flowing.

You're going to be healthier. You'll be more successful in what you do. Why aren't people doing it? Why are there so many people struggling to just be true to themselves?

That's that's one of the greatest questions. Ernest Becker, Pulitzer Prize winner, The Denial of Death, the book, talked about the the enormity or conformity of human beings, the individual hero or the collective hero.

Most people compare themselves to other people. Ralph Waldo Emerson said, envy is ignorance and imitation is suicide. The second we compare ourselves to others and put them on a pedestal and assume they have a better life, and minimize ourselves by injecting their values and trying to be somebody we're not and trying to be.

You might say it's living in a fantasy because we think that other people have a better life. They don't. You said it wisely. There's no better life out there.

They have a different life in their values. But if you try to live in their values, you have futility. And if you try to get other people who live in your values, you're going to have futility.

You're not here to put people on pedestals or you here to put them in your heart. And if you do, you free yourself up to be attention. But the majority of people compare themselves to other people and are afraid of banishment.

Frater, you know, exile. It goes back to a very, very primitive survival instinct and impulse that when we were out there in nature as nomads, we didn't do as well as when we joined together in groups, and then teams developed, and then we became dependent on those specialties.

And so what we've done is we've now instinctually, genetically and impulsively have developed this idea that if we were away from the group and not fit in, they must know we will survive so that our survival instincts and impulses make us try to fit in instead of stand out.

And yet we also have another part of us that want to make a difference. But you can't make a difference fitting in. You make a difference. Standing out.

So having the courage to live authentically is rare. It's like the one percenters to most people. I we say that there's there's a less than 1% that become the Nobel Prize winners.

Well, there's the 1% that become the great Olympic medalist, less than 1% become the great spiritual leaders, the people who are willing to walk the path of a number of visionaries.

And Rand, describe and go the path and beat the drum of a new drum and not fit in. Those are the individuals that do extraordinary things that leave their legacies and march of the world.

But our impulse and instinct is frightened to not fit in. And our mirror neurons want to copycat other people. Because if the majority of people said if they're doing, it must be right.

But we look carefully. The majority of people are not the wealthy ones. The majority of people are not the great leaders. So if you follow the, the, the, the herd, you're not going to be hurt.

Yeah. Who? Follow the herd. You're not going to be hurt. You're you're either following a culture or leaving a culture. I'd rather leave the country. Yeah.

And the word outstanding means to stand out. And every human being has the ability to stand out. But they don't have it. They they they they give away that ability by looking at other people on social media or, you know, the the person in their 20s that just made $1 billion.

And I'm 30. I don't have $1 billion yet. What's wrong with me? There's nothing wrong with you. Your path is not their path. And that person that just made $1 billion, trust me, they've got lots of challenges that you don't have.

You just don't see it because you see the money. I mean, you know, who wants to be Bill gates right now going through divorce or Jeff Bezos? You know, some of the richest people on the planet, you know, tremendous challenges.

And that's just in the relationships. But, you know, you've made money. I've made money. There's a lot that goes with it. It's not just peaches and cream, right?

There's all sorts of of things that come along with it. So I think today though, John, the scary thing is everybody's looking at social media. People are posting the the absolute food, you know, most shined up versions of who they are on social media.

They're not telling you all the crap that they went through that day, or their insecurities and fears, but people are buying into this fairy tale. I remember when I worked with, you know, Tony Robbins, like, you know, people look at that, people that are successful and they, they see this fairy tale existence that's just not true.

And, and so they try to live up to that instead of giving up why they're really here on this planet. So I love what you're talking about. What's interesting is I always called depression as a comparison of your current reality to a fantasy.

You're addicted to. Yeah, as long as you listen to I like that. No. As long as you have this fantasy that they have, they're. They're saints without sinners.

They're virtues without vices. You're heroes without villains. You have delusion. And that's what the amygdala does in their lives, in false positives, in order to assume something's there, even if it's not to make sure they get the prey and avoid the predator.

So anytime we're not living by our highest values, we get the amygdala going, we're distorting our reality, and we're becoming vulnerable to a disempowered state and vulnerable to the herd because we have a brain off load to the herd to to make decisions for us, because we're afraid of making decisions, because we have uncertainties, because of our subjective biases.

But giving ourselves permission to live by priority liberates us from the bondage of the infatuation, the resentment, vicissitudes that disturbance, and allows us to be core centered and allows us to be magnificent instead of insignificance in our world, and giving ourselves permission to be authentic according to what we value most is what my life's about is guiding people to do that, showing them how to do it.

But what's interesting is if you meet somebody that you put on a pedestal and, the second you do, you ask this question what specific trait action in action do I perceive this individual displaying or demonstrating that I admire most and write it down?

Delegation, Leverage, and Prioritization

Don't be vague. Well, they're just amazing. What specific trait acts in action do you perceive this individual displaying or demonstrating that you admire most in that? Now, now go ask the question to me.

You ask yourself, go to a moment self where and when I perceive myself displaying or demonstrating that same, similar or simian behavior in my own life.

And where was it? When was it? Who is it to and who perceive me? That way? If you go and dig and reflect and introspect, you will discover you only admire things in other people that represent things that you actually do. But you're too humble to admit.

Yeah. And the moment you go and reflect and identify where it is to the same degree, quantitative and qualitative, like you will take them off the pedestal.

You put them in your heart, you will no longer get distracted by them, and you return back to your telos, your highest value, and liberate yourself from the illusion that they have a better one.

Yeah, I love that. Hey, let's talk about the amygdala really quick. So the amygdala is is, activates the fight or flight fight or flight response when when that's activated, people really can't heal, right?

When they're in a protective mode, it's taking up so much energy that prevents healing. Is that correct? Well, it it is. If you perceive if you perceive with your perceptions imbalanced ratios of perceptions, seeing if you have a completely balanced ratio of perception where there's something supports your highest value or challenges it, and it's 5050, the balanced support challenge.

Your forebrain comes alive. The blood goes up there. To say it you perceive way more drawbacks and benefits or way more benefits and drawbacks. The desire center comes onboard and now you seek it as if it's gray.

I want to consume it and seek it like infatuation or you want to avoid it. In predator, the fight or flight is the avoidance response. Okay, the rest and digest agreed.

And in and feed is the the other side the person that it was part both of those responses through lateralization to the autonomic symptoms. Most people don't realize that the parasympathetic create symptoms do not just a sympathetic.

They think the parasympathetic is a big problem. That's a good state and the sympathetics the bad state. No, you can be infatuated with somebody and or resent somebody and create symptoms and great illness.

In fact, the very source, your subconscious mind stores all of the impulses. And in spring some infatuated tions and resentments that you stored in your life, and they're running you faster than your conscious state can do it, causing these.

These are decisions to seek or avoid. Just like a spider jumps at you, you run your time. Think so? As long as you're in the amygdala, you're not using the resources to bring homeostasis.

You're perturbing the resources. Instead of stabilizing. It's your intuition that takes you out of that, and then your rational reasoning that takes you back to the governance, and it put you back what you ask, the questions that balance out your perception.

So if you have a somebody resenting, if you don't ask what's the upsides to this, you're going to have it run you if you're attached to it, if you don't ask what's the downside of this?

It's going to run. You. But if you ask questions that normalize and balances out the perceptions and get you back into your executive suite, you self-govern yourself, you're stable, and you bring wellness again.

Wellness and energy automatically go together. At that moment, your mitochondria will express let you express how well authentic you are. Your mitochondria maximize and literally create new mitochondria to the degree of authenticity.

And even your telomeres will extend with telomerase. If you live by your tone, supple on your your frontal cortex. So when we have foresight instead of hindsight, we move forward in life instead of decay.

So with the telomeres extending that's anti-aging right? Anti-Aging. Why? Because what they found is when people live by their highest value, their telos, and activate the tone supplement, the telomerase goes up. Why?

Because the space and time horizons expand. Because every time you set a goal and you achieve it, you tend to expand to bigger goals. And so the space and time horizon start to grow.

And as Seneca said, that you measure an individual by their most distant ends, how big a space and time do they see in their mind and that that grows?

The telomeres will allow you to fulfill what you're holding in your mind. Your thoughts become things, and your innermost under thought becomes your outermost tangible reality.

So if you actually think about what you're going to do to contribute to the planet on a larger scale, your telomeres will grow to make sure you fulfill that objective.

Yeah, I love it. Hey, let's let's focus on delegation a little bit and we'll probably maybe end with this. So, I'm big on leverage and delegation. So I'm, I'm 100% on board with you.

And that's made a huge difference for me in my my health, my happiness and the results I'm able to produce. But the average person's going to be watching this.

And when I say average, that's not a great description. But but the person listening this might be going, well, that's fine. You've got you can pay somebody to to cook for you.

You can, you know, pay somebody to drive you. But how do I function? I've got all this stuff being dumped on me. I'm a mom with three kids. Four kids.

How can I work this into my life? How? What do you say to that person? Great. I love that question. First of all, all the choices you have around you is your choices.

You chose to live beyond your means. Put yourself under these stresses because of your values. Your hierarchy values dictate your financial destiny. It doesn't ever cost money to hire and delegate properly.

It costs money to hire somebody who's not inspired by to do the job, not qualified to do the job. And you're not going and doing what's hiring prior to that produces more when you delegate it.

The purpose of delegation is to liberate you to do something more profoundly impactful and more productive and more generating of income than what you would be doing, doing the lower priority things.

So you're actually liberated to generate more income, to actually have more delegations, to free you up, and doing what your core competencies about to live an authentic life by delegation.

So here's some here's here's some steps that if people can do an average that you from an average sit down, get a piece of paper out, put five vertical lines in it, make six equal space columns in the far left column.

Write down every single thing you're doing in a day, every single thing you're doing in a day. Not generalities. Accounting the actual daily actions you're doing in a day from the time you get up to the time you go to bed, personal and professional.

What are you doing? How are you spending moment by moment throughout your day? Every moment of your day? How is it being spent? What are the actions? Because just doing that alone will make you look at that.

You'll go woo! Or have major and minor stuff and mining your major stuff just by looking at it. In the second column you write down how much money does that produce per hour.

Each of those actions you may have 200 actions sitting there 100 actions. How much does it produce per hour. You try to extrapolate that to the best of your ability because you're going to say well it doesn't make any money.

Okay then put zero in there. Just know every moment you're spending devaluing yourself like that, well, that's your choice. You're chose to spend your time doing something to devalue.

Hey, John. John, just with that one two. They could also be thinking about how much health does that generate or how much happiness does that generate.

Because I'm about to get there. Okay, good good good. Yeah okay. So the second one is how much is it producing. Because if you're not serving people there's no income.

Yeah. So you have a humanitarian philanthropic objective sitting inside you. If we don't have that we have this narcissistic side. It's all about me. But the real truth is you got to have a balance between yourself and others in the world.

That's what wellness is, and that's where energy is. You don't have fulfillment unless you're making a contribution on the planet. Everybody who's learned that knows that.

So what is you producing? Because that's a measure. That's a metric measure of what service you're providing people. The third column is how much meaning does it have?

How much does it mean to you? That's the narcissistic side. How much meaning on a 1 to 10 scale is that action? And you'll discover going through there that you're doing a lot of meaningless stuff, and you're also doing a lot of no productivity stuff, and you wonder why you're weighed down and why you're feeling burnout and why you're feeling, you know, uninspired and why you feel you're blaming the world out there because it's a reflection of what you're doing to yourself.

In the fourth column is, how much would it cost to delegate that? If you hired somebody to do that job, how much would it cost to delegate that? And I don't mean just their salary, every cost, training cost, space utilization cost, parking cost.

What would it take to hire somebody to do that job and this is people that will do a greater job than you do, not just some anybody. This is somebody you can delegate, free it up and know that's being done because it's highest on their values to do that job.

That's the screening process. Finding somebody they absolutely loves. Doing what you want to delegate is free. You don't want to hire somebody just because you want to hire them.

You want to hire somebody that's absolutely inspired to do what you want to delegate. Why don't you do that? You go to the next column, how much time you actually spend on each of those items, and that's a real eye opener.

You'd be surprised when I first did this at age 27, I had one staff member working for me. I a little office. I was practicing as a doc, but I did this exercise after reading a book called The Time Tracked by Eliot Mackenzie.

He didn't have this in there, but I summarized it and did this exercise that I created. And then the last column you write down final prioritization. So what you're doing is when you're looking at the delegations or who you going to delegate, you're looking for where the biggest spreads are between what it produces per hour versus what it could cost per hour to get somebody to delegate it, to extract surplus labor value out of it.

So when I do a final prioritization in the six column, I then look at what exactly is the most important thing that produces the most, most meaningful thing, and then look at what I could do if I was to delegate it.

And I look at all the data, and then I summarize it and prioritize it according to all those variables. And then I divide those into layers, and then I hire people to do the lowest one, hire people to do the next lowest one, etc..

And in 18 months after doing that exercise from one doctor, myself and one assistant, I had five doctors, 12 staff members, 5000 square foot office and made ten times the amount of income and was only doing what I love doing, which was teaching and doing the healing process and everything else was delegated.

So you liberate yourself and in 18 months your life can change. That's how quick it changed for me. I love it and there's things today with Amazon, you don't have to go out and to a store to buy something, even your groceries.

So there's little things that that people that don't have a practice or don't have a big time job, like you can still do to put time back in their day and to delegated to Amazon to have a driver pick it up and deliver it to you, or elect I used to, I still like driving cars, but we've had a fleet, we've had Teslas, we've had seven Teslas, and I don't have to go fill it up at the gas station because that was one thing I hated doing.

We just come home, you plug it in, it does it for you. We have services that'll pick your cleaning up at your house and deliver it back. I hated going into, you know, so people need to think of even small things in their life that they can delegate to.

Well, anytime you're doing things lower on your values, you devalue yourself. And each time you do higher values, you value yourself and service the world.

So if you want to master your life and live a life of inspiration, that's one path. If not, you're going to have a life of desperation. You can be a victim of your history, or you can be a master of your destiny.

It's all how you decide to live according to priority. And if you don't prioritize your life, other people are going to prioritize it for you.

Final Takeaway on Living by Priority

And if you don't empower your life, other people can overpower it. If you don't. If you don't empower yourself intellectually and and decide what you're going to feed your mind, you're automatically gonna be told what to think by other people.

If you don't allow yourself in business, you're going to be told what to do if you don't empower so financially told what you're worth. You don't empower social relationship.

You're can be stuck doing, you know, go for jobs around the house by people you don't empower. So so you'll be told what you know. You know what you're worth, right?

They're going to you're going to have the fear of rejection be told and fall for the misinformation and all the media. And if you don't empower so physically to be told what drugs are taken, what organs to remove.

And if you don't empower self spiritually, you'll probably fall for some dogmatic, antiquated piece of idea. But if you give yourself permission to live by priority, you will lead the pack, not follow the pack.

That's as simple as that. Yeah, I love that. And I was going to ask you what what what's the final thing you want to say that might have been? Did you have any any other just final wisdom that you want to impart?

If there's one thing that people get out of this, what would you want it to be? I want them to know that the magnificence of who they are is far greater than any fantasies they'll ever impose on themselves.

So instead of comparing yourself to others, compare your daily actions to your own highest values, and how congruent you are with that will determine the energy, the healing potential, and the opportunities in your life.

The associations, your life, the the experiences in life that you will be able to see, as always, on the way instead of in the way. And you'll be grateful for your life and gratitude and love are still the greatest healers on the planet.

Yeah. Hey John, I love your wisdom. And even more than that, I loved your passions. 48 years after starting, you still have that passion for sharing it.

And so I'm so grateful that you've been on this summit with us, and I encourage everybody to go to Doctor John Martini's website. You got the value exercise, and I'm sure there's all sorts of other great tools.

And John, thank you so much for being with us. I really do appreciate this time. Oh thank you. It's been a great conversation. Thank you for the opportunity. Appreciate it. You bet.