Four Patients A Day Beats One Every Ten Minutes Transcript

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Introduction and Functional Medicine Background

I've had plenty of providers, new functional providers or people who are opening up new practices come to me and say, how do I start? How do do it? Why don't you tell somebody when they started?

What do you them? Get ready, get ready. It is hard. Fucking hard, isn't it. Yeah, make space in your life. And if you think you're gonna do this working full-time in another medical practice, forget about it, so you gonna have to have a cutoff date.

for that. tell everybody who you are. You're from my former hometown, Charlotte, but let's- Charlotte. Yeah. Charlotte North Carolina. I'm a family nurse practitioner by training who transitioned into functional medicine.

And I have a clinic, Simone Medical and brick and mortar in Matthews. See a lot of telehealth patients too, kind of functional, medicine, perimenopausal women have fallen into my lap.

Beautiful. It's so fun. So now for those of you folks listening don't know, I used to live in Charlotte for 23 years. I use to have a clinic in charlotte.

That's where the Carolina Men's Clinic started, was in Charlottesville. What part of like what part I know you're in Matthews, but like, what kind of town do you live?

Matthew's. You're Matthew. Okay, great. We're like we were. And I mean, it was a wax off slash, you know right off of Providence in 485. So yeah, know that area well.

Yeah. Yeah, I'm just right down the street. I opened my brick and mortar a year and a half ago and I am three minutes away. How's it going? It's lovely.

It is great. it's great! I have a large patient population that still wants to do a lot of telehealth and i'm glad to that it is so flexible and easy to see people from all over North Carolina.

But I love having my practice. Recently hired my first two employees which has been huge for me. Really? So you're really, this is really new. My practice is four and a half years old.

Okay. Opened up four-and-a-half years ago. As a side gig, I was working for one of the big hospital systems in Charlotte for a decade, and the pandemic hit.

Wasn't liking how that was going for me as a provider. That was a shit show, wasn't it? That a super shit-show. Yeah, yeah. When you were working in the Pandemic, so you're working with a big-hospital group, were you like, this doesn't make sense?

At what point did you go like From the get-go. I was too. Yeah. How did we come up with six feet? But I'm a moderately skeptical. Like I always ask a lot of questions, right?

Same. It just didn't make sense. I was seeing the protocols that were coming out, things that we're changing every day and it didn' make since I started questioning things and Iwas told to shut up and go see a patient every 10 minutes and that's when I said there's got to be more to this.

So what were some of the things that you kind of saw that, what did you feel like was the first thing that came out that based on your experience, and were you leaning into the functional medicine space?

Had you started doing some side reading and things like that? When I was in nurse practitioner school, I enrolled in

IFM. Really? Yeah. And so how long ago was that.

Nine years ago. So you were in NP school. Correct. I mean, that's heresy. Right, right. But I knew going through school, I was like, this is a band-aid.

It's all about, all I learning was about blood pressure prescribing, medicine presgiving and all that. And I'm was, but what about preventing it? My nutrition was four hours long, nutrition course in NP school.

Wow. Four hours, long. I had always been on the crunchier side of things. So I looked, what was gold standard in functional medicine? And so I started there.

And so I got out and going back to the pandemic, my first day on the job was March 23rd, 2020. So I walk into the clinic. I'd been a nurse there and they hired me as an NP.

And they said, pack up your computer. You're going home for two weeks. Yeah, love that. Two weeks of flat. Yeah. So my first day or my fist NP job was in my bedroom, seeing patients in the bedroom from my computer.

And of course it was six weeks that we were gone and went back in and you know, just things started coming out. Not making sense, not making since. You know going back to my functional medicine and healing people from the root, I worked in wound care for a long time and I proposed a nutrition program, a diabetes education program.

Well, why would we do that? Why would we do that for a wound care patient? Well, because the skin is the largest organ in the human body. It's too expensive to teach people about nutrition, blood sugar control.

How do you feel now? Like at the time of this recording, obviously Fauci just took the fifth 111 times a couple weeks ago. He's being held in contempt.

And when you see the data that's coming out now, what are some of the things that you do feel? Pissed. Really, not vindicated, but pissed. Tell me about that.

It's traumatic. Yeah. I, uh, it's dramatic looking back on it. it makes my stomach turn thinking about the patients, the employees, just people in general, you know, It really makes me so grateful.

that God, whoever put me in the place that I'm in now, to take care of patients like I take of them, constantly being told, this changed my life. And I was like, all I am doing is telling you to eat differently, you know, or take this supplement or whatever it may be, hormones, putting that in people's lives.

So huge, huge. I still pissed and that pissed me off even more. Could you imagine if we had taken a different approach of saying, okay, We're not gonna shut everything down.

Let's say we've taken the approach of Sweden, which basically said, if you are at risk, stay home. I haven't looked at their data in probably, I'm gonna say like nine months, right?

But the initial data that I looked out probably nine month ago was, they got vilified because they didn't shut down, but they had the lowest infection rates, some of the most mortality rates.

Now, so now imagine, let's go back into the time back, the way back machine. what would you have done if you were in that seat? What would have you done differently?

Yeah. What are some of the things that you would've done, if were leading the CDC? talked about food at being outside. We're talking like Doritos, mac and cheese, yeah, the good stuff.

Kind of like the movement that's happening now. Eat more Dorito's? The movement is happening. You mean like Whole Foods, like what Kennedy, Secretary Kennedy is doing?

Yeah. Right, right. Taking the dyes out, taking the sugar out. Eating less processed foods. It was never talked no prevention, vitamin D, you know. Vitamin D would have been.

Can you imagine if we just put everybody on vitamin Yes, I have not had one lab that's come back in the past four years that people have had adequate vitamin D.

I just got my, you know, Wilhas, up in Wendover. So he's my doctor, right? I go see him, and a client, a good friend.

COVID Skepticism and Pandemic Frustrations

And I've just cut my blood panel back and he is going to be so happy because for the first time my vitamin The charts, it's actually on the high side.

He's gonna be like, maybe we should bear that back. But anyway, so why is vitamin D so important? Why do you think that's, or why do know? It supports our immune system.

Vitamin D is a hormone. So we need that to build our other hormones. And it, anti-inflammatory. Our thyroid can't function without adequate vitamin-D levels.

There's tons of studies. You go in PubMed, this is evidence-based. This isn't functional medicine crunchy here, say. This isn't the Lindsay Simone, like, school of, I think it is.

I THINK that vitamin D works. It does. Yeah. So what else would you give everybody? Vitamin D, better food. What are some other things you would have done?

Yeah, open up, church, gatherings, get together. If you're not at risk, then get-together, connection. That was one of the biggest things. Well, because we are, we've had a huge mental health crisis.

Yes. My youngest is 21. my oldest boy is 28. I mean, my 28 year old, he spent his last year at TCU going to zoom classes, I paid $60,000 him to go to fucking zoom class.

Yeah, yeah, you know, what? Yeah. Isn't it fucking bullshit? And we swear it out of the system. Because my company is Mavericks. Oh, fuck. Yeah. So anyway, if that offends you, I apologize.

It does not, in the least. I'm actually from Gastonia. Oh, great. Wow, you clean up nice. Thanks. For those of you that don't know, Gastonia is a mill town, recovering milltown.

Yeah, yeah, so I've been out for a while. Okay, been off for awhile. Which loom did your father run? He actually lived really close. He grew up in a mill house.

Yeah, of course he did. Can I keep asking you questions about this? Of course, I love it. What is your feeling on Iromactin? So I have two very, very close friends that were nurse practitioners practicing functional medicine through the pandemic.

I wasn't quite there yet. So when I, it was, I opened my practice in 2023, end of 2022. But early on they were working for a big functional medical doctor in Charlotte and they we're prescribing Avromectin.

Both of them were investigated by the FBI. They had FBI agents come into their practice for our interviews with the medical board. It pisses me off. It still enrages me.

I just literally spoke to one of them last week and she said, I still have fear. She dots every I, crosses every T of any prescription she ever writes.

Because she says that's how quickly things can go. That I can lose my license over something that now they're looking at making over the counter. It's, you know, here we have a drug that won the Nobel Peace Prize, right?

Okay. And when you understand that the only way they could get the Moderna and Pfizer shots through is they had to declare, I'm going to forget the exact phrases, but they to say that there were no other viable options so they can pass track it, And so they destroyed, I think it's 60 billion doses of hydroxychloroquine, right?

Which they used in Africa and they had some of the lowest and then they do Sunday Sunday. And this is all, by the way, in case you're wondering if this true, go read Secretary Kennedy's, Bobby Kennedy book on the real Anthony Fauci, which he's never been sued for and he takes on Bill Gates and Anthony Fowchee.

It's so well-documented. Have you read it? I have, yeah. Kat Merritt, who's my chief revenue officer, she did all the marketing for the movie. Really?

That's why she said, I don't mess around. Yeah, no, you don. I'm on a fucking mission. No, we're going to change the way medicine is done. That is great.

If we cut off the supply of doctors, then they're gonna listen. Yes, yes. Right? And that's my goal too. You know, as I was telling you earlier when we were talking, of course I love patient care.

And I loved taking care of my patients. So that is why I opened my brick and mortar because I had been telehealth for a couple of years and I miss touching people, miss sitting across from people.

But I've recently started doing some courses working for the BHRT Academy. I do the cohort connection and then speaking at a conference this summer for NCIMS.

It's the North Carolina Integrated Medical Society. That was my first big speaking gig and it was life-giving to me because the questions that those new providers asked was amazing.

And I saw their eyes widen and light up and they asked me like, I could do this too. Like I can leave the hospital. Yeah, we get people out of the hospital every day.

We help them deal with their non-competes. I mean, I'm not a lawyer, but we just are like, you know. Yeah. A nurse practitioner asked, she said, how many patients do you see in a day?

And I said a heavy day for me is four. And she about fell out her seat. That's a busy half hour. But I see my patients for 60 to 90 minutes. You know, if not more.

What is it, what's it like for you? Cause you had a career before you were NP, right? You were, you're kind of later to the game. Right. I didn't go to nursing school until I was 28. Okay.

28, all right. And you are an artist prior? I'm an artists. Sculptor? Yeah, I painted and sculpting. You still paint and sculpture? No. Should I know I'm a recovering photographer.

So I went to I want to art school. I got accepted at RISD Parsons in New York Parsen's Paris Parson's in LA I Got accepted out here doing a couple of others.

Oh one up Rochester Institute of Technology. You want a number of When I was 16 years old in the whatever 1983 1984 I won four of the five Blue Ribbon National Awards for photography and Wow.

Yeah. And then the next year I didn't perform as well. I only won one or something like that. Are you still doing it? A little bit. Okay. So I will, I usually take it from me.

Mm-hmm. That was back in the day where we rolled our film in black and white. You'd sit in a dark room, put your hands on the chemicals. It couldn't have been very good.

But anyway, yeah, we did all of that and then You know, I'm an all in or all out guy. Same. So I still take it for me, like we leave for vacation today and we'll be out for two weeks and weren't gonna be in Northern California and all

that.

I'll take pictures, they'll do all of that, but it'll mostly be for my. You might post one or two of them. And it's all on my iPhone. Oh yeah? No. Well they're just as good.

Probably not for you, you're probably snobby about it. No I am not, not that snubby anymore. But let's go back to this, because I think this is really fascinating.

Let's go back to the whole COVID thing. Okay. So now the information is coming out. And I'm not going to get this number right. But they were advocating women in their first trimester whether or not they should get the shot.

Have you seen the numbers? I haven't, no. Something, I think it's almost as high as 80% miscarriage rate. Is that, do I remember that correctly? I know it is high.

It's a holy fuck number. Yeah. And whether it, let's just say it 20%. And why is it not being questioned? And the rate of cancer. Oh, how about the rate of heart attacks in African-American males, 18 to 40, and men from India, Pakistan, Thailand.

One of my doctors, unbelievably fit, lives out here in LA now. I won't mention his name. And his wife is a well-known pediatric cardiologist, right? High-level surgery kind of thing like really, you know, like left ventricle kind crap, right?

Yeah, yeah like very specific and he didn't make his coaching call one day I'm like, where are you and hear anything from him? He goes I Had a heart incident.

I thought I was having a hard attack in the gym. Like you are 40 something years old and you're fucking jacked and we started talking and he goes, he had the shock two weeks prior.

Whatever the cardiac, the inflammation, right? Myocarditis, yeah. I mean, they just sweep this shit under the rug. No, I know. This week, there's something came up on Facebook and I threw my phone across the kitchen and it was some New York Post.

And I said, it literally said like, is processed food really that bad? You know, It's really disgusting to me what they have done to the American public.

I mean, I think the number… I was driving over here and I figured we were gonna get into this. Really? Mm-hmm. What do you think is the No. 1 health issue in America today?

What is thing that keeps you up at night that you're like, holy fuck, we gotta fix this? Obesity, metabolic health. Yeah. It is amazing driving here through the neighborhoods and you see people out walking their dogs, which is their kids in LA.

And they're younger. you're a hundred pounds overweight. How is that possible? I mean, I know how it's possible. how do you feel when you see that? Because I do a lot of metabolic, weight loss is how I started getting into this.

I Know that it is changeable and there's one thing that you have to change is, how you feed and you move your body. It's just the lack of commitment, the being committed to yourself, I think.

Well, why is it so hard for people to stop eating the Doritos? Why is that? Well it's the way that they're made. It is the chemicals. Are they addictive?

Yeah, yeah. You think so? Oh, we think, so yeah, definitely. The oils, sugar, it is all addictive, very much so. You think it's manufactured to be addictive?

Yeah. Like heroin or cocaine? Absolutely. And sugar. Yes. The way they process it. A hundred percent. My

program that I put my patients through now at Simone Medical, I don't do anything but change their diet for the first 30 days.

How hard is that to get them to do that? It's hard. You should ask Lorraine. She's the one who coaches them through it, Loraine. So those of you that can't see off camera is the wonderful rain coach.

You're the health coach, right? Really wicked hard, Right? Yeah. Yeah, it's really hard. But it simple stuff. We're like, don't eat sugar. It's in everything process food, but these people struggle.

They struggle so we have learned a lot about addiction and coaching people through just motivating lifestyle. And so, you know, I'm like, nutrition, i'm not putting hormones into your body.

If you're not pooping every day, and you are still eating this garbage, because we're going to end up with something bad down the road. I see all these practices, these big online practices hormone clinics and even other clinics around me.

All they do is just give me shots. It's so bad. They were like, well, it's covered by insurance, and I can just cover my guy. And he gives them, like…

Did they run any other tests? Like, what tests are they running, right? Oh, did they check your PSA? Did you look at your estradiol? Look, I'm not even a doctor.

Right, you know that. Well, because you've been at it for 12 years. Yeah, yeah. Inflammation, y'know. The inflammation thing is, so I've done thymus and alpha, okay?

And I have been taking thimus alpha probably pretty consistently for the last 18 months. Now, I don't drink anymore. Quit drinking probably like in November of 24. Like I'll, Christine and I will go out to dinner and we'll have a glass of wine occasionally.

So don't drink anymore. As I joke, I gave up the crystal meth. That's a joke. The only thing I really do that's quote unquote considered bad is I love cigars.

Okay. Yeah. I mean, you know, gave it the bestiality too. Give me a break. Isn't that great? And with diamonds and alpha though, my inflammation number is like, That's incredible.

I know. Yeah. It's freaking great! Keep taking it before you go to A4M in December. Why? Oh, well, the Venetian is… Oh yeah, I hate that place….it's full of mold and…

Yeah, so keep taking. So I literally get the plague every year after A 4M. Really? Yes. Yes, why don't you just stay at the win? I should, yeah. Yeah.

It's an infinitely nicer hotel. Okay. This year. I've stayed in most of them. Remember, I do Vegas, but every month for business. All right. Good. Yeah, yeah.

How about that? I mean, that's gone from when I first started going a couple years ago, 5,000, it was 10,00. They have, we just sent in, for the first time we're going to be exhibiting.

Awesome, awesome. It's like my Disney world. Yeah. I think any functional medicine provider, it's our Disney World. Thought about taking the year off and I was like, no, there's no way I could do that.

Even if you go and just hang out, right? And that's another thing that I've started. One of the biggest pleasures in life for me since starting my business is hanging out with other functional medicines providers.

When I met Deb Matthew, she brings providers together in her mentorship program. And I have gone every three months, I make it a point to go to some type of workshop, mentor group, conference, something like that to meet

the people that I met through that.

And so A4M is like our big anniversary every year. You know, that's an important thing because we run a mastermind for our clients and we do a meeting every quarter.

The bulk of them are in LA because I live here and I love the West Coast, right? And my East Coast people are like, oh, you need to host one in the East coast.

We're going to do one like once a year out there. And I explain this to them every single time. It's not about the time away from the clinic, it's about time in the room for a day and a half.

And my most favorite thing about my work that I do is the friendships that go on after they've worked with us. Like the Schachters and Roddy and… Ash Goyal and Petra Polly and Will, they're all Tracy Gapin.

I just met him, he's great. Tracy's a great guy. He's such a good guy, Mark Hollis. They're like in chat groups and you go back to the conferences and they all have dinner together.

Yes. Like I see the pictures posted and that's because the community, if we're going to really change medicine, It's not about having a, I don't think it's about a standard of care.

Cause standard care really hasn't gotten us very far. I think standard cares made us fat and addicted. Yeah. It think its more about standard relationship with your peers.

What are your thoughts?

Vitamin D, Prevention, and Public Health

I 100% agree. Just this morning, I was in a chat group with some of the most brilliant minds, MPs, doctors that I know. They're just chatting on a Friday morning about Candida treatment, how to treat Candid.

And I'm like, oh my gosh, this is brilliant. Like I said, fucking brilliant to her this And I can go through IFM, I'm going through A4M's fellowship right now, and I get that, but I gain the most out of these friendships and these groups of other providers who are on a mission to heal the world, heal everybody in a different way.

And there's not a standard of care in functional medicine. I mean, we have protocols, they change all the time. But standard care is kind of bullshit.

Right. It's like normal lab values. Don't you think? Or I think. Yeah. I think standard of care is bullshit. It is. Because all it's done is made us, if you look at, I love looking at pictures of this from the 70s and 80s, and today.

Can you remember one fat person growing up? No, maybe one. Maybe one? Maybe. And his name was probably Bubba? Probably. Probably in Gastonia. His name is Bubb.

Jimmy Ray, something like that. My father was considered, quote unquote, fat. When he was six foot two and he probably weighed 220 pounds. Right? Yeah.

Like, this is just, Lindsay, it fucking blows my mind. It pisses me off. I know. Like, we have a national security issue because people, think about this.

I have friends, I've a lot of friends of mine in the military. And they go, you want to know one of the biggest thing that keeps them awake at night? I go what's that?

She goes, they can't pass the physical test. The PT test, yeah. He's like, Matt, Think about it. We recruit people that go into the Military, are people who are looking to go to college that can afford it, so they're probably lower income, lower middle income.

Single parents, traditionally single moms, they're looking for something that can provide for them and they come out of high school and do 20 years and then come at 38, 40 years old and got a pension, right?

And then they can have a career. And he goes, the biggest issue we have is these kids want to serve their country, They want this option. They can't even do a push-up because they weigh 280 pounds.

And he goes, and a lot of them have grown up on food stamps, welfare. Think about the food that they get. It's a massive issue. We treated, when we had the clinics, we treated a lotta people from Fort Bragg.

You should have seen how low the testosterone levels were of these 35-year-old men. They couldn't pass their physical ability test. And the government's like, yeah, you served in combat and your cortisol through the roof and you're testosterone to 110. Yeah, 110, and they won't treat them.

Talk about that. I see that a lot. Actually, I haven't had a man whose testosterone is over 400 in years come to me initially. Yeah, yeah, no, I get it.

Yeah. Well, i hope it would be about 400 if they treat after you. Yes. But it's crazy. I mean, these are guys in their 30s. Isn't it crazy? I had a 27 year old who is an army reservist whose testosterone was under 300 when he came to me.

We had a special forces guy, eight tours of duty. Yeah. Okay. Marine recon, I think he was Marine Recon. Always embedded. Eight tours a duty, 34 years old, testosterone level was 125. That's wild.

And they feel like shit and they're depressed. He was ripped, but what price to his body? And then we got him treated, he started sending all those guys to us.

Yeah, it's amazing. And young people, I have a 17-year-old daughter. I don't know anything about food, right? You don' know about anything. You'll get really smart at 28 when she gets 28. Right, so that is hard.

Teaching people how to eat, what is healthy food. We have to get so specific. So very specific, because we can say, don''t eat processed foods. How do you explain this to people?

Walk me through this. So, if it's in a bag, If it has more than about four ingredients, it should not be in your house or your mouth. Wait a minute, does this include Botox fillers and breast implants?

No. Not there yet. I had to go somewhere. So food, what you put in your mouth. He's celiac, he's got TPO antibodies, Hashimoto's thyroiditis. Okay, we're cutting the gluten, obviously.

And he said, I just got the best deal on gluten-free Cheez-Its at Harris Teeter. They're bowing going free. It's like, back up. Just because it's gluten free, gluten-free Cheez-Its, what else is in that?

Gluten- free CheeZits? What the hell makes it a Cheeze-It if it is glutenfree? Can you make it at home? Exactly. That's one of my things. If you can't make at it home, you shouldn't put it in your mouth.

I always say, if you grow it, shoot it. Pluck it, you know, if if you can hunt it grow it whatever then that's what you should be eating. Mm-hmm. You know So that and free free cheese.

It's buy one get one at Harris Teeter in Charlotte Yeah, God, he said I'll see if I can return them. I was like, yeah you do that Or just throw them away.

Don't even go homeless person Yeah Just get get rid of them So and and then the fight of well, I've got a whole pantry full of food. What do I do now?

Just throw it away Yeah, yeah. And the changes when people are amazed at their 31-day visit with me, when they follow the program, I have never felt this good in my whole life.

I've never in life felt like this and I can't believe it with these small changes. I can't believe it. I personally, I did it too. You know, was an NP, had some functional training, but I was raising three small children, working full time at the hospital, going through the pandemic.

And I could show you my picture. It was a February morning and I stepped on the scale and weighed as much as I had the day I gave birth. And I've been thin my whole life, and I didn't even know how it happened.

I weighed almost 170 pounds. Wow. Yeah. How old were you then? This was three years ago. Really? Yes. May I say that you look great, by the way. Well, thank you.

And that's a compliment. Thank you, yeah. I think, you know, a lot of times guys are not, they feel like we're not supposed to tell a woman that two weeks straight.

You look fucking great. I've worked my ass off. Good for you. Yeah. And so take the compliment. Thank you, thank you! You got it. But I want people to know it's hard, but it is not.

and the payoff for how you live every day, I wake up every and think I had no idea I could feel this at 43. No idea, could I feel good. Your 43? I'm 43 I am 58, feel better at 58. My body fat's a little high right now.

It's at 15%. Cause I've transitioned from, I know I decided it's going to be, yeah. I'm decided on yoga. Yeah. Tired of pushing weights around. Okay. Right.

Cause like shoulder kept getting like tweaked and everything. Like, don't like screw this. So I just made the decision this week. We're going all in on Yoga.

Great. Some hot, some Kundalini, right? Mine was similar. so we opened the clinics in 2014. And all we were doing was trimex for ED, inject the guys, corpus caprinosus, get my heart on.

Then we started doing cypionate and I was always patient zero at the clinic. And so they tested my, so in 2014, I, was 47 years old. I. Was working out three or four days a week and.

Had a program that I'm pretty dead. Yeah. Never been jacked. Always wanted to be a lean cut guy because of my body size. Um, high venture backpacking trips every month with my son's boy scout troop.

Okay. My testosterone level came in, take, you want to guess what it came at? 450, what was it? 92. 92? 90. You were crushing it, wow. 90, 92, and about, so because of what I shared with you about my father dropping dead with a heart issue when I was 13, I've been pretty maniacal about making sure that that doesn't happen to me, right?

Even though it wasn't a hard attack, it was a fib. And so I remember going to see my GP. Schnellenberger guy right on family practice guy read on railroad right there anyway And he does the test and my cholesterol comes on high and he puts me on statin Tells me to eat a low-fat diet.

Mm-hmm. So I start buying a little fat everything in the house My numbers got worse your low fat Oreos. Yeah my love fat. And I don't know what my testosterone level was like and that was I caged 45 So 92 so then I started doing injections and then move to creams because we moved to a cream protocol And my numbers went to 700, and I was like, I lost like 10 pounds.

And just from doing that, my lip and profile improved. Now, unfortunately, one of these guys, don't drink, okay? I don' take any statins. I have a stack of pills I take in the morning and a stock of bills I'd take the evening.

You know, work with the best doctors in th industry. Like I've got all the bes stuff. H-Bot twice a month. Do IVs twice month, like all of it. And my triglycerides are still high.

They're like, whatever, like 300. But I went to a top level cardiologist and he's like I don't care about your trig glyceride. Because but the point is, I've been able to do my cholesterol level is probably like what I think it came in

at 199 on the last test.

Yeah. No statins. And I'll tell you right now, it was like three hundred. This is what we can do with diet. My father was overweight for a long time, obese, and two years ago, three years, I begged him.

Ivermectin, Hydroxychloroquine, and Medical Censorship

I said, Dad, please, let me help you. He's 70 years old now. And he said okay, fine. Well, started telling him, throw away the Cheez-Its, whatever, all the ice cream at night, that kind of thing.

Put him on a low dose of semaglutide for 12 weeks. He lost about 35 pounds initially. Then he felt better, his knees didn't hurt anymore. So he started walking around his neighborhood in Belmont a couple times a week.

Long story short, he's 70 years old. His last testosterone level was 800. Naturally, He does not take TRT. What was it before? Do you remember? Lower than 400. Naturally?

Naturally, he does not take TRT. He takes supplements. he takes no peptides now. Yeah, we call him Duda. And it's amazing. He's 70 years old. We call them RFK.

You know, he's in the gym with his blue jeans on. That's great. Yeah. But he said to me, He goes, Lindsay, why didn't my doctor tell me to just eat right and exercise?

He was on Simvastatin, 80 milligrams for 10 years. Are you shitting me? And completely got off of it. His cholesterol looks better than mine. One of my, when we first started this in 2015, I remember we hired a PA and this was all new to me, right?

And my then wife was an ER nurse for Presby, no bond. And I remembered telling her I was going to start testosterone. She's like, please don't. I'm like what do you mean?

She's like, you're not supposed to do that. It's a natural part of the aging. I'm like yeah, no, I gotta do this. Let's go into that, let's talk about hormones.

Please, can we? Yes. Go ahead, take it away. Because it is, going back to my story, y'know I was fat, tired, pissed off. That's fat too, that's 210 pounds.

Yeah, 107, it's gross, the pictures are terrible. See if I can find one of me, go ahead. No, not posted. Oh, one you, yeah. You keep talking, i'm gonna find me.

Anyway, I wasn't sleeping. I was 38 at the time, wasn' sleeping, and I had to pull over on Independence Boulevard one day because I'd had a panic attack about nothing.

And I'm like, something's not right. Sorry, but I am not laughing because it's sad. It's scary to do pullover on independence. Yeah, it is scary. Anyway I went to my sweet PCP at that time with Novant and told her all these things and she wrote me four prescriptions that day.

Ambien Xanax. Fuck. Birth control. No! Periods were bad at 38. And ambient Xanax, birth control, and like a, you know, something for my heart rate too, metoprolol.

So when I didn't get so nervous when was at work. I said, I don't need birth-control. Don't want any of this. Especially don' want the XaNx. She said you're the first person in my career that's turned down Xanx and that all she had.

That's 2014. That is not wild. Yeah. One, I have facial hair too. It's long. My hair is long, yeah. Does not eat. I don't know if there's a way for us to share that.

But yeah, like I show pictures of my to my friends are like, what? I wish I could find I'll show you after that picture. Just found it because I was Lorraine trains me to and strength training and I'm trying to find Can you pull it up?

Find that I mean, look how pudgy I am. Yeah, that's nuts. Anyway, but that was when I knew like, I'm changing everything. So that amazing Xanax ambient birth control at 38. My husband had a vasectomy 16 years ago.

You know, um, And that was when I started getting really into BHRT. Let's just fuck up your natural cycle. You know, be this way one time and that way.

That's the natural flow of the river. And men try to build levees around women and make you all the same. It's fucking disgusting to me. Women are so fucking powerful if men would just wake up and just finally realize the beauty of your…

Changes the way that you flow if they would just if then would understand I had a guy in yesterday and doing a Consulting session a dominion pathway and he's like, yeah, I just wish my wife would come to me and talk to be more I go it's not her job to come To you and don't do more.

It's your job. To create an environment where if she feels she feel safe and seen so that You have to, it's incumbent upon you as the man, as divine masculine, to create the environment for the divine feminine to flourish.

No one's ever said that to me in 50 plus years. I'm like, yeah, I got a whole teaching on it. That's the truth. My sweet husband, Oh, I know exactly, oh, i know it.

Oh I, know Christine's. It's been a change. I can tell by the way. He knows what to do. You know. Tell by, the time when if I kiss her I Can tell, by this sense and feeling of her skin and she's like I'm like you're ovulating right now aren't you?

She's, like She looks, yeah you are right. Like you gonna get your period in 24 hours or 36 hours. She is like what? He predicts it I'll be like no I've got three days he's Like no and he is always, it pisses me off so bad.

How cool, what's that like for you as a woman to be known like that? I just, I don't know, we're very close. We're like, you know. I feel very taken care of.

Like, it's the best. But what's that like for you as a woman to feel taken of? Because a lot of, like the feminist movement is like I ought to be taken cared of!

And as very independent woman. Yeah! I'm an entrepreneur. Is he like a banker? No. He works for me. Oh, really? Yeah. Yeah, he works with me, right. Me.

He's my I. T. he's, my office manager. I don't know, fix my plant. And he does everything, everything for. Um, and at home, too. and it's amazing. Like, I just I feel like I have a partner.

This is my second marriage. Well, Christine and I aren't married yet, but yeah, it'll be my third one. Yeah, that's my second. And we just took, you know, we took everything from both of our first marriages and it's been a process.

It's has been hard, But now we're in this beautiful place. How long have you been married? Ten years, where we respect each other. We're growing a life that we never imagined we could have because of my business, because my entrepreneurship, my independence in doing that.

Now we're able to do that, we just bought 32 acres in the mountains in North Carolina. Congrats. Which was our dream. Awesome. It's like, it's amazing.

We're at the top of this mountain in Lansing, North Caroline, and you have a 360 view. I love the mountain. So amazing, so goals to be up there permanently soon.

But yeah, yeah. That's so amazing and he takes care of everything. Yeah. You know, I run the business, he's everything else, including me physically, you know.

We, it's funny, I am the least tainted guy in America. I can grow plants. Oh, yeah? Yeah, put me outside, and I could grow flowers. Yeah. But I'm not that great with growing plants, but we have a lemon tree, we're rehabilitating that in the backyard.

We call her grandmother. She was totally overgrown, all these other trees had grown over. And I was like, oh honey, let me open you up here. Now she's pumping out beautiful lemons.

I can't fix shit in the house. Yeah. Like, don't know how to plug in a hammer. But I know I have a credit card and the internet. So I'm really good at bringing guys, like I got a couple guys and I was like, babe, Juan's gonna come over today and fix this and this.

She's like oh, awesome. Awesome, yeah. Just let me take care of it. And there's so much to unpack there. Um, I don' think there is anything more sexy to a free man and more scary than a confined man, a narrow-thinking man than powerful woman.

I think women scare the shit out of men. Yeah. Thoughts? I can see that. Yeah, definitely. And that is why it's so sexy to have a husband that so supportive of my career and my dream.

I never thought, because the man I was married to before said, you don't have to work, I'll take care of you. See, that was me the first time, because I grew up in that stage of like, oh, the man's supposed to take care of the woman.

And I was an entrepreneur, and she could not handle it. My first wife is a wonderful woman, she's an amazing mother. She is phenomenal mother, She's amazing woman!

She finally has a man that understands her. I didn't, like… I couldn't understand her, one, I had all my trauma, right? That I wasn't dealing with. Didn't know how to deal with it, And, you know, she was not made to be married to an entrepreneur.

It's hard to get married. This business has almost ended us. Like in what way? I don't shut it off. No entrepreneur shuts it down. So Chris, Chris Flores, who owns, I have a partnership with the Mavericks Payments.

We do payment processing for doctor's offices, right? Merchant accounts, and Chris is 34. And we did an interview Monday. I'm like, we were talking about work-life balance, you know, trying to get work life balance and I just fucking laugh.

It doesn't exist for us. When did you realize that, as an entrepreneur, that there is no work-life balance? Work is life. It's been recent. Especially when I was like, okay, here we go.

We're blasting off. I'm going to make this into not just Simone Medical in Charlotte, North Carolina. Like, I want it to be educating other providers and getting my voice out there and helping patients and providers in that way.

Um, it's probably been within the last year, because that's really when I've been pursuing it, um, more than just like, I need to make enough money to pay my mortgage kind of thing.

Um. But that was also when my husband, Matt, he's Matt too. He said, you got to shut it down at some point.

Building a Functional Medicine Practice

It's hard. How do you shut. Oh, put my phone up. That's the best thing, isn't it? Yeah, I mean, that's what I have to do. I put my phone up, but he also asked me to cut off talking about it.

That is really hard. Yeah. It took me a long time to learn that. Now, again, i've got 15 years on you, right? And I've learned a lot of lessons over the years, Right?

I'm really good at shutting it off now. Like, one, have you ever done human design? I've heard of it though. Okay, you need to do it. And then send your chart to me and I'll do an analysis for you.

Now I'm not like trained in human design and you can send yours to Lorraine. So we run every single staff member through it and when you come in and every client that we work with, especially the ones that come into do Dominion Path Day where they come and spend a day with me here, so I just had two clients, one Wednesday, and one Thursday.

We run them, we ran their entire team. All the tools that I've ever used and some people like I don't believe in horoscopes. I'm like, do you believe the baby Jesus?

Yeah, I love the Baby Jesus, but you know those horoscope so I'll tell you they're sorry That's not a make of a redneck. But it just it makes it funny You know that at horoscope stuff.

My pastor said that stuff is evil. It's from the pit of hell I'd like really so how do think the three wise men knew? To go to Jerusalem They were astrologists, dude.

They followed the stars. How do you think we navigated up until like 50 years ago, up to World War II, the Stars? So you take your date of birth and where you're born, and the time you were born and based on that you have a design.

So my design, I used to be a, because I was taught that an entrepreneur never stops, go, right? Got up checklists, you know, money, love, speed, all that shit.

I'm actually the complete opposite. Really? Yep. And what's called an easy breezy genius. and I need massive downtime. Last week, for the first time that I can ever remember that wasn't a vacation during a work week.

Wednesday, Thursday, Friday, nothing on my calendar. I got so many downloads on business systems for doctors. I've got like two or three of them that are game-changing that I'm gonna release in November at our mastermind.

They're fucking amazing. And they came to me. It was like writing. Imagine what it was writing, don't stop believing, because they wrote it in like 45 minutes.

Like I was working on something else, it came. Oh shit. Wrote it down, put it together, sent it to my CO. She's like, this is amazing, wow. And the point is, is that you have to do this.

I believe cancer comes from a lot of issues. Yeah. One of them is you are operating outside of your design. You're operating in a way that's you're not supposed to be.

Your doing a job that your not suppose to, you in sales when you should be in operations or you. Are working in an insurance space based when should you be seeing patients every seven minutes when she'd spend 60 with it.

And I believed human design when we sit down and we go over their design with doctors and I'm like, this is how you need to structure your business. You can literally see tears in their eyes.

Oh, I bet. Yeah, yeah. What have you done? Personality profile? I haven't. No, no, get out of here, Lindsay. I have been flying by the seat of my pants for five years.

And it's grown by God's grace. Thank God for God's grace. No shit. Yes, no kidding. As Bono once said, somebody asked him, Bill Hybels asked, do you believe in grace?

He goes, I'm counting on it. I am a rock star. Same, same. Now I've had some amazing mentors along the way,

which has definitely changed everything. But no, haven't done that.

So you haven' done Myers-Briggs. You haven done Strength by now. Yeah, back when you're working for No Bon or whatever. They make you do all of that? Yeah.

It's fascinating stuff. When someone I'm trying to figure what you are. I kind of bad at guessing, but anyway, there's all these different styles and styles.

But when you finally get to that place that you're operating as you designed, it's like, oh, It creates a great roadmap for Christine and I. Because I have, I am an emotional authority, so I big highs and big lows, right?

So when, Right now, we're having a blast. We'll get done, we'll high five, I'll take a picture, you're going your way. And on the way home, i'll hit this low and I walk through the door and she'll know that I'm in a low.

She'll be like, do you need time? I was like yeah, just give me like 30 minutes, right? You understand your waves, understand how you are designed. You'll understand, oh this is why, this why I can wait until five minutes before I go on stage and write out on a sticky note what I am going to talk about.

Right? Because this how I designed, it's beautiful. I do get the most work done. It'll be, I'll, be exhausted all day seeing patients. And then I hit a second wind around nine o'clock.

Okay. How long are you up till? 11, 12. You get most shit done, don't you? Most shit. Done. Yeah. Is that frustrating for your husband? Very. Cause he just wants to lay on the couch.

Yeah, so that's that has been probably one of the hardest parts is cutting it off when I get home because it's not like I'm at novant every day anymore.

I have to go see patients take care of my practice and then come home and still do it. So what's been the hard thing for you as an entrepreneur? Has it been this shutting off?

Yeah. Or is it just that was it hard? Was that harder than the anxiety of starting? No, no, the anxiety, there wasn't anxiety with starting. It really, like I said, but it fell into my lap how successful my practice has been.

I started and I had a handful of patients and have a good friend, childhood friend from Gastonia that ended up, she's an influencer on Instagram. Your Instagram is really good, by the way.

Well, thanks. It's really. Thank you. And I don't say that with. I appreciate that. To tell my social media guy he's the best. Yeah, it's a really done, well done.

Okay, thank you, he is great. But I partnered with her and basically my husband lost his job about a year after I started my business. out of nowhere.

And I hit my knees, called my friend, but she had been saying, I'll go on Instagram, promote your practice or whatever, because I was treating her. I called her and I said, Bailey, it's time.

She said let's do a live tomorrow night. You know what's interesting is most people wouldn't have done that. They would have gotten smaller. What drove you to say, you know what, it's time?

Because I'm not going to fail ever. I've always been very, very driven. Anyway, Bailey and I went live that next day. I want to sleep. We just talked about GLP-1s and peptides and weight loss and hormones.

The next I woke up with 100 appointments booked. This was October the 4th. What? Between October 4 and Thanksgiving, 100. And I had like 10 clients before that.

Yeah, this is 23. And I mean, I like I could I still get choked up thinking about it. Like what a blessing it was that she

did that for me. She says she I changed her life.

Um, she was just on Instagram on the way here. We were looking at it, She was shouting me out, but my full script up on her Instagram. I've never paid her a penny.

You know, just that friend. Yeah. Just a good friend, But anyway, it has continued. I think that's a really hard thing for people to understand. Like, Deb's kind of the same way.

Amy's kinda the say. I mean, Amy spends money on webinars. Which, by the way, webinars done correctly to cold traffic, especially in functional space, is a fucking game changer.

You have people that make $50,000 on a $2, 000. She's got the stronghold on the webinars, yeah. She's taught our clients. She has given the formula and my clients use it all over the globe.

I have clients all around the world. And my client uses it. Well, this might work in Australia. It will work for Botswana. Go ahead and run it, human nature is human.

Yeah, and Deb too. Deb's practice is eight minutes from mine. No competition, right? No. The best hormone replacement therapy doctor in the United States.

For those of you who don't follow Deb Matthew, She's the happy hormone doctor. Yeah, she's a personal friend, client, and she has been a client. She is brilliant, She has a great program, a good teacher, the industry is blessed to have her.

They are. But going back also to the collaboration of functional medicine providers, Isn't that shocking to you that somebody that why why I was jaded for a long time and I wouldn't ask her questions for like the first couple of months I Was in her mentorship because I?

Was like oh, I feel bad. I'm right by her. Why would she share? I remember when she told me you joined really Yeah, she said I've got somebody right to I don't you know she's like I got something like ten minutes away.

Yeah. She's She didn't say what should I do? That's not what it was, but I'm like fucking sure. I mean I go Deb I shared everything with Deb about how to build a coaching company.

Mm-hmm I've built four of them since 2004. I've done this in numerous niches. Yeah, like I know how To build coaching companies, right? Yeah. And I told her all the pitfalls I like the tendency you can grow this to a million dollars by making it based on your personality Don't do it because then you got to unravel it.

Like she's like really I just saved you like five years Yeah, she's incredible. And what she taught me through doing that, not, She didn't verbalize, oh, you're down the road or whatever.

She said to me one time, Deb is, there's plenty to go around. Absolutely. But what that taught was just collaborate, don't compete. So I've had plenty of providers, new functional providers or people who are opening up new practices come to say, how do I start?

How do do it? What would you tell somebody when they started? Um, get ready, it is, hard. It is hard walking hard, isn't it? Yeah. Make space in your life.

And if you think you're going to do this working full time in another medical practice, forget about it. So you'll have to have a cutoff date for that.

You can start part-time. You start with Saturdays for a little bit. For a LITTLE bit, but after you sell 10. Oh yeah. Yeah. But you gotta dive in. That was the scariest thing I've ever done.

I had TMJ so bad for three months. The only thing had to eat was soup. Couldn't open my mouth on this side. Have

TMG. Check PRP and that you'll be fine.

No, all I have to do is sit down at my medical director's desk at Novant and say, I'm done, quitting, leaving. What did they say? What are you going to do?

They never asked me about my practice. They knew I had it. I haven't heard a word from them since. No, they don't care. We hear this all the time. They ain't gonna sue you.

They're gonna rattle their sabers a little bit. One, they won't even know. I had a client, massive, non-compete, like fucking draconian, right? Orthopedic surgeon.

Started his practice on every other Saturday. Was doing $50,000 a month. Leaves. Calls me one day and goes, They say they're going to sue me. And I'm like, let them.

They just wanted him to be on call for like four months. Yeah. Take the deal. Or whatever it was, three months, right? Yeah, it wasn't amazing to you that they didn't care?

It was sad. What did that feel like? I was heartbroken because I had worked there for a decade. And you had poured your heart and heart's soul in place?

Poured my heart into that place. I care. It's like, what are my patients going to do? Patients bawling, crying when I said this is my last week. Did you tell them where you were going?

Yeah, of course you do. Yeah. And I'm still friends with a lot of them, you know, but it was heartbreaking to know that I wasn't supported by the people that thought would fully support me in my own practice.

Even a couple of him had had their own practices before and they were like, it's too hard. Don't do it. I don't recommend it Well, it's because they were in the insurance space.

Yeah, right, but I was, you know, now I just have a lot of trauma. There's my trauma, I think, is getting out of the hospital system. Well, it's an abusive system.

It is, yeah. We talked about this. You know, we do a lot of, um, We've done a of plant medicine work, psychedelic work with our doctors, right?

Patient Care, Business Growth, and Community

I'm very open about my journey. Um, and I tell clients when they come to work at this, It's not a requirement. Like we don't advertise it, Right? We are creating a separate company to now do this But I always tell folks, I'm like, look, this is a tool in the toolbox.

You can choose to do it or not. I will tell you that I've done talk therapy for 20 plus years. Yeah. Lexapro, like I tried exercise, whatever. Nothing has moved the needle quite like plant medicine.

And so we've sent 40 doctors plus at least. I can tell when they go. And they'll be like, I had no idea how much trauma I was carrying. Wow. Yeah. I have no ideas that residency was that abusive.

Now that you're just beginning your own journey, you can share whatever you want around that. Like, when you look back on some of the things that you've done in medicine or how they've treated you, what are some things you stand back now you go, fuck, that was abusive?

What were some other things? Oh gosh, as a baby nurse on the floor, the more experienced nurses leaving, I'm going to smoke, you stay here. You've already got your four critical care intubated patients, watch mine too.

Were you ER or were you? Critical care, ICU. I worked at Trump. No, I started in Germany at Landstuhl Medical

Regional Medical Center. Were you military?

I was a civilian nurse for the army. My ex-husband was Air Force, so he was stationed at Ramstein. I see you there. Then I came home and worked critical care in Gastonia.

Okay. Yeah. And then went to Nevada. I was going to say, if you knew my ex-wife, that'd be really funny. Okay, so like, what were some of the things like that you saw that, you look back and like oh my God, there was abuse of training, the education.

What were the some things? Education was great, I would say. Actually, thinking about that. That had a preceptor in nursing school and she said, my goal is to make at least one student cry every semester.

Isn't that fucked up? Like, what the fuck are you accomplishing? Yeah. And I said something, there was some medical term I mispronounced because I did go to nursing school in Germany.

It was a hybrid nursing program. I was the first military spouse to go through nursing schools. So I had to like petition the school, University of Wisconsin.

Um, and fly back and forth, but I mispronounced a medical term because I was, I, was reading it, you know, wasn't in class and she ripped me to shreds.

It was perineum and I don't remember how, or perinium. I pronounced it perennium and it's pernium, what the fuck does it matter? And why does it matter?

So be supportive, be supported. That's why I, you know, when I have these other providers that want to do what I do, message me every day on Instagram, I want figure out how to support them.

I right now I'm like, go see Deb. Have them send them our way too. Give them a copy of your book. Like seriously, we've got to free these doctors. We have to.

And nurse practitioners and nurses. Doctors and the MPs, sorry. Sorry, MP's. I always lump you together and PAs. Well, I don't want to call you all providers because that's kind of abusive.

Okay, you don' t mind provider. Oh, fuck that. That's disgusting. Yeah, yeah. Don't mind the provider I have another colleague who's still in at Novant and she's always like, well, i don t want I to have work when I get home like you do.

Well, fine. Then take seven minutes. That's your choice. Like, this is not for everybody. Yeah. It's not. This road is NOT for everyone. No. But God, it's so much fun.

What was it that surprised you? Two sides of the screen. Yep. Well was that that surprise you about having your own business that you're like, hell, is this a blast?

And what was the thing that's surprised your like hell I didn't know it was going to be that hard? Um, I mean, just the freedom of deciding how to take care of my patients and the time with my patience and seeing the change in a human in front of me, their life.

I feel like I don't want to toot my own horn and say I've saved lives. Toot your own horns, that's the whole purpose of why we have a podcast. There are…

I got bows over there somewhere, let's get a horn. Let's go to the horn I had a girl last week and I looked at her and a tear rolled down my face and said I will save your life if you let me.

I know I can. If you stay where you're at, you are going to be dead in the next five years. I guarantee you that. But I KNOW I CAN. That was one of the things that gave me the TMJ when I was at Novant.

and had type 2 diabetes, you know, I didn't have time or the space to do it. So that and just learning what functional medicine can do for a person. It's not about medication, learning how to to it right too.

Functional medicine is blowing up. So I sold the practices in 2017. In 2018, I'd run out of my testosterone, so I'm like, all right, got to go to somebody.

And I knew of Dr. Mickey Barber, who was right down the street. She's on Pineville Matthews. she has two locations. He has Charleston and Charlotte. At that time, she was kind of like the big dog, right?

So, we're going to schedule an appointment to see her. And so, you know, we start talking, she's like, You own the men's clinic? I'm like yeah, I just sold it blah, blah.

She's, like all right. And she actually was my first client. Okay, She was client patient X. So she does a full she was like we need to get you in, and you need a do a stress test everything.

I was drinking bourbon, a lot of it. Because that's what you do in North Carolina. You start drinking Bourbon and eating barbecue baby. Um, and, uh, she got my blood panel work and she said, you need to come into the office and just came into office.

And she sat me down and he goes, You're going to be dead in five years. She goes. You will have a massive heart attack. I'm like, She goes, you gotta change your life.

And slowly, took me a little, the best thing I gave up was the booze. The alcohol's horrible. It's the worst. I'm not gonna say I'd rather have somebody do heroin, but it ranks right up with the heroin as to how it destroys lives.

Yeah, in every way. But yeah, she just, completely changed my life I love being able to say that. Had another man this week that said, why didn't my doctor, he's from Belmont, Gastonia too.

Why didn' my Doctor tell me any of this, Lindsay? He looked at my labs. He said I just was there in June. And I had told him the same. They don't know.

Yeah, they don' know, and it's not their fault. No, it' not that they're stupid people. And they won't hurt you, but they are. But it is not what they, you know…

Labs, I spend so much time just explaining normal lab values and optimal lab value and what that means. That's a huge part of my initial visit with everybody that I see, just so that can wrap their minds around, well, my lab said they were normal, why do I need to eat better?

You think it fear as to why they do not dive into it? You think they're afraid of getting in trouble or getting sued? Doctors? Yeah, because there's guidelines.

And if somebody's cholesterol is high and you don't recommend a statin, at least recommend statins, and somebody has a heart attack, it's your fault as a doctor.

Yeah. It's stupid. They have to. Doctors are supposed to be some of the most creative, always testing new ideas. Have you ever sat down and read the full Hippocratic Oath in the context and the content with which it was written?

But I can't say that I committed. So one of the, we grew up, and when we were in Charlotte, went to Forest Hill Church. And David Chadwick's a beautiful teacher, right?

And, David would always talk about people that would misquote the Bible. They would take just a chunk. Take what they want to hear. Right. Yeah. He said, you always have to remember context and content.

The context of The Times, why was it written this way in The Time? He's like, well, because you're getting a message out, right? And then the content, what's the story before it and after it?

So if you are reading, if your going to take a line from Matthew and your gonna say, I love it when people would be like, well in the Bible it says, blah blah, yeah but that's eight words.

of a 29-chapter book, let's go through the entire context and content of Matthew, who wrote it, why they wrote, the time in which they write it. What is the purpose of it?

Who are they writing it to, right? Imagine just taking a line from Rocky, and like contributing it like abortion, so you know. And so when you look at the Hippocratic Oath and you at it in the context, in content, it's amazing to me how few doctors have read the whole thing.

the gist of it as I understand it interpret it based on the context and content. Do No Harm is not about not harming. What it means is explore every single option available outside the norm of anything that you can possibly find.

As a doctor, you are charged to push the envelope, my words, not theirs, in order to find a cure for your patient. That's what it mean by do no harm. And we've bastardized it from the standpoint of do not harm, gotta take a statin, it's standard, we need to take Standard of care and everybody's got to fit right in that standard of character.

Everybody's good. You're gonna fucking kill him anyway Yeah, right. Yeah. It just pisses me off. I Look at how doctors have been Manipulated and lied to and told that you're bad with money or you just a dumb old doctor and you shouldn't be in business and You know doc just you know, it piss me often no end and Everybody makes money on your everyone is making money and your license and Yes.

Everybody. It is. And it's even worse. Really? What was that like? I mean, think about what you can pay. Well, the whole fight, okay, about autonomous practice in North Carolina.

So in Carolina, I have to have a collaborating doctor to practice. There's not a whole lot of requirement behind it. You know, we talk every month. I have a wonderful collaborating doctor.

And we talked every months and she looks at a couple of my charts. But there are a lot states where nurse practitioners can practice without a doctor to supervise them.

The big fight in North Carolina is between anesthesiologists and CRNAs. because anesthesiologists are doctors who give anesthesia and what they get paid versus a CRNA who is a nurse anesthetist, right, at the hospital.

It's about half, probably, you know, $3 million versus that. And so that's the big fight that is being put up in North Carolina because if nurse practitioners, CRNAs can practice autonomously, who are hospitals going to hire?

We're right, but then you've got the other issue. So then, you have the bigger issue, the whole bullshit of the corporate practice in medicine. If you're in the medical field, do you understand corporate practices?

It's different in every single state. What it basically states is that as a non-doctor in North Carolina, and along with a number of other states, there are some states where I can own a medical practice.

Virginia, Texas, I think is one of them. I don't remember them all. I used to. Anyway, the corporate practice of medicine says that a non-doctor may not own a medical practice.

So that gets me thinking, how the fuck are the VCs, venture capitalists, owning all of these? Well, I know because this is what we did at the men's clinic and it's totally legal.

You have a You have a management company, right? And the management, so we own the name, own, the domain, on the merchant account, hire the employees, and then we had a contract with the doctor that the Dr.

signed a a contact with us for us to manage his facility.

Hormones, Weight Loss, and Metabolic Health

And basically what you do is you create an environment where the the Doctor has all the medical control. But if they don't do what they want them to do, ours was not this draconian, but basically this is how you set it up.

If they don't do what they want to do, you can tell the doctor he has to sell. Okay. Interesting. Right. So they've created all these loopholes. The other thing is, do you want know the other way that you could own a medical practice?

Is if it's nonprofit. Oh. Because what are most hospitals? Non-profit. That's how they do it. Well, it was Presby, which was the big hospital. It's a non-profit.

So what do they? Do they keep their non profit status? But yet they have profits and they create loopholes in the management company. I think that even though I'm a non-doctor and I've owned, I think corporations owning medical practices and owning hospitals along with is hat in hand as bad for us as UnitedHealthcare.

Yeah, yeah. Have you heard about the new bidding system for shifts for nurses at UNC Chapel Hill? Oh, tell me about it. Oh my God. I gotta hear it, I'd love to hear this.

They are implementing a bid system, for the nurses to bid for their shifts at UC Chapel hill. So it goes to the lowest bidder. Whoever says I'll take this shift for X.

Are you kidding me? Yes. Wow, let's- I came out like two or three weeks ago I think. Awesome, that's really gonna make me happy as a patient. Right. Let's just drop- So you get the nurse that'll work for least.

That's like saying, don't get sick after July 1. Don't go to the ER after the July one because that's one of the new students are there. The new residency students.

Get sick in June. Yeah. I swear if I got out of health care, or if my practice failed, I would be out a health. Care I'd go work at Costco, probably. No, you wouldn't.

You would not go. Work at. Costco. There's no fucking way you'd. Go work. At. Cosco. Do you think you could make it till noon? You think. Of course not.

I don't think I can make it till noon. No, I love it. You know, going back, you asked, like, what's the worst part about owning my business? And it's it the business-y part of it, it is the taxes and the running that piece of…

I just want to see patience. Most doctors and PAs that just want to see patients. But you have to know it. I've never been trained in business. That's been the hardest part.

It's the thing that I love the most. You know how you when you had a patient come in? and you look at their chart, and know that you can fix them. Oh my gosh, it's the best.

And you get a tear in your eye? Yeah. I do the same thing when I look their balance sheets and P&L statements. Okay, I'm so glad that we're… I can literally look in…

You know how you could look somebody at Walmart and say, "I know I how I could fix him without a blood panel?" Oh yeah, all the time. Right? I'd do that same with businesses.

That's amazing. We had a startup in on Wednesday. He's got like 38 employees in yesterday. Two vastly different businesses, That is my operating room.

That's great. There is nothing better. I love freeing doctors. Like I could go do this in a lot of other industries and probably make like 5X, but this.

But look at the impact that you have. It's not just the doctor and his family. Look at how many people we're healing. They're patients. Yeah, I know that when we can make a doctor more profitable, because here's the thing, doctors

are like, well, especially like it's really prevalent in the MP space and it is really super prevalent and the naturopaths, right?

And we have naturopaths that are clients, and they'll be like, well, you know, I just want to help people and I want make it affordable. The problem with making something affordable is it doesn't mean that more people are going to buy it.

It actually turns out the people that can afford it, yeah. And, You know we can. I believe we could save our country by the work that you and i are doing.

Because let's say you positively impact the lives of Let's call it 250 patients in a year. And you do that every year and what that exponentially does, right?

I bet you, you have patients that their friends went to Deb and they couldn't get into Deb. Now they went. I would, I'm just, and I think of the marriages we can say.

Yes. Oh my gosh. Okay. LA number of homeless people. Mm hmm. a large percentage of those have gut issues. Yeah. Thoughts on that? And hormone deficiency.

Absolutely. Why? Okay. So help me. And I've, Kent told to Earth has talked about this. We talked this a couple of years ago, like, but I want to hear your thoughts on it.

Yes. Last night we were on the boardwalk at Redondo beach and I was watching Better watch restop. Yeah. But several people walked by and my heart aches.

Heartbreaks. Because something is going on, something probably gut. I have a patient whose recently her 17-year-old son went from great, strong junior at high school and a switch flipped.

And he spiraled psychologically and ended up committing suicide. And she truly believes that it was his gut, possibly Lyme disease, and they were starting to explore it.

He had been diagnosed. Is Lyne disease manufactured? Hmm. You know, I've got this land in the mountains and that is a big thing that we're, you know…

I don't know. I'm just… Yeah. Yeah, yeah. And you don… yeah, not trying to put you on the spot. This is something that, uh, ya know I wish my husband was here.

What would he say? What's his name? A hundred percent. His name is Matt. It's Matt, Matt Simone. Oh, that's right. So, um, Yeah I do. Game of function.

Yeah. Yay. So I think of this, by the way, I'm going to give a book for your friend to read. Okay. We do this training. You've read my books, right? So the stairway system, that's how you start a practice.

That's why you got to practice to a million dollars. My practice is over a billion dollars, then you expand beyond that. you don't just have one way that people come in.

Now you have the capital to bring people in from a bunch of different ways. So there is, we look at the stairway system, where you have the beachhead, that's the bottom level.

So we have a new version of it where we put underneath that culture, vision values, culture. Right? That's kind of like your foundation. Below that is the basement and we call it the origin code.

Okay. And so with my work in psychedelics and plant medicine since November of 24, in the work that we've done with our doctors, I've gone back and I looked at our doctor's that have gone through these journeys with Zeller or with Christine.

And I went, the ones that are consistently getting the biggest breakthroughs. Now it's not a straight line. You get a breakthrough, then you drop, because then, you find another piece of trauma you got to fight through or work through.

And I started looking at it and went, huh, the ones that are having some of their biggest breakthroughs are the one that have gone and they keep growing.

So that gets me thinking one day. And to think about my own journey, my traumas. Then I read the study on epigenetics and how the… The egg that became you was in your great-grandmother.

So the trauma that she was going through, the starvation, pestilence, whatever, was encoded in you DNA. Have you seen the 2013 Emory study with the lab rats?

Yes. The cherry blossoms, they have the parents, cherry blossom electric shock. Then they don't have electric shocks. They give them the cherry-blossom smell, and they still respond.

And their great, great grandpups respond the same way without the electric shocked, right? Yeah. It's wild. So, and it didn't start with you. The basic concept of it is, is that you have genetic wiring that predisposes you to the situation that also, I bet your friend had someone else on their family that at 18, something switched.

It's encoded, right? I've done my entire genealogy. I knew very little about my family. Took a lot of time to kind of, my father and I are the only ones that are not alcoholics.

Really? Really. A lot of failed businesses. Wow. Yeah. It didn't start with you. Okay? It's a great book. And it's not to make you feel bad, it is to stop the cycle.

I think that a lot these people that are homeless, one, alcoholism, sure. Gut health? Yeah. Yeah, yes, absolutely. Hormones? Well, gut plays into hormones.

It's all interrelated. And that's a big piece of my teaching too. We have to address your gut first, going back to that. I will not do anything for you if you're not pooping every day and if your still eating garbage.

Like I just, I wanna help everybody, but if not willing to make that change, i'm not going to help you because I know that it's not gonna work. Who doesn't wanna have a great poop every Right.

But the amount of people, especially women that come to me and are like, I'm constipated, you know. Four days, five days? Seven. Five to seven days. I talk to women all the time.

What do they normally prescribe then to fix that? Like if they go to their doctor, what is their family doctor or their gyno saying? Nothing. They tell them it's normal.

It's fine. Tell them, But then it'll be, well, how much water do you drink? That's the first thing that I always ask. And they're like, oh, I mean, have a glass in the morning.

I drink Diet Coke. Yeah. Diet coke, God Almighty. Coffee all day long. It's got water in it. Exactly. But the constipation issue is huge because then you're not detoxing your gut.

You're just recycling everything, all the other toxic crap you put in your body. You know, and alcohol then then comes in there. And then I have the wine because I can't.

Exactly. Yeah. So I'm not pooping. I don't feel good. I can exercise because i'm too tired. So you're not sweating. You're no detoxing it out. It's a whole cycle.

A couple of other questions. Let's talk about gluten. Okay. Yes. How bad is glycephate? It's awful. Yeah. Is that why you have gluten intolerance? I think so.

I have plenty of patients. Personally, I've been to Italy and been able to eat the pizza, eat pasta. Are you gluten? Well, American gluten-free. American Gluten-Free.

Is that a choice or is that as a medical issue? It's a choose. I have some sensitivity to it. Not celiac or anything like that. But how much better I feel when I am, I do eat gluten free.

It is a no-brainer. We were in France a couple of years ago, right about this time, because I always take the last two weeks of August off. And I was in france every day.

Felt great. I lived in Germany, I ate all the bread and went to Italy and never had any issues and it was coming back here. But it's so inflammatory. So if I have anybody that has any kind of autoimmune or inflammation, that's one of the things that we take out of a diet.

And I really have to tell them, it is not a thing that you can cheat on. You can't be gluten free Monday through Thursday and then eat pizza on Friday.

It doesn't work like that. Do you go so far as to bring in Italian wheat and grind it yourself? I have not made it myself. We do only eat Italian. My husband's Italian, so.

Christine's is Italian too. She's 50% Italian and 50 percent Irish. And I always tell them like, baby, there ain't any Irish in you. Trust me, you are all Italian in the DNA pool.

He's not touching any of the, you know, protein pasta or anything like that. So it's the Italian semolina pasta. Can he make really good gnocchi? That's what I need to know.

He makes good everything. Oh my God. When I'm in Charlotte, can we have dinner? He doesn't cook often, but he is Italian food man. The other night he was exhausted.

I said, I am going to make chicken cutlets. And he like, he perked up. He said, Well, do you have this? Do you Have those Italian breadcrumbs? do You have the monster?

I was like that I wasn't going to go to all those links. But we ended up cooking together until nine o'clock. We didn't have dinner until 9 because it has to be just right.

Yeah, I love to cook. I don't get a chance to Cook as much because you know, yeah, the gluten. Here's what I see.

Gluten, Inflammation, and GLP-1 Concerns

I'm pretty sure, I mean I follow Secretary Kennedy pretty closely. Like the guys, what he did to our waterways, how can you argue with them? Right, right.

And I remember seeing, there's always, I'm very visual. They showed the time that they started spraying and desiccating our wheat with glyphosate and the skyrocket of gluten intolerance.

This is what I try to explain to my friends. I am like, you have to understand statistically. Well, it's gluten. You know, we need, like you know that this doesn't exist in other countries.

Right. So like what? Yeah. We're at a party. And she's like, oh, I'm gluten intolerant. I go, have you been to Europe? She's, like no. You know that gluten doesn't exist anywhere else.

They're like what? And I, go here's the chart. Right? I think I used to have it on my phone. Here's a chart, we started spraying it. Look at the instances.

What are your thoughts on autism and Asperger's? You think it's just a cultural phenomenon that all of a sudden we have more? I don't. I taught school for a few years.

It was awful after I graduated from college initially. And it was, that's why I got out the behavioral, you know, and they, we don' have the space and the capability for these kids.

Then the diet goes back to diet. You thing it is also related to the red dyes? I think it's related to nutrition. I thinks it related some other things that might happen to kids when they're babies at birth.

Thermosol? Yeah, yeah. Let's give them 37 shots. Yeah. And by the way, for those of you that don't understand, I want to be really clear. So I'm not anti-vax.

No, me either. But to sit here and say that vaccine saves lives, you have to understand the measles vaccine came in in 1964. You know what has had more impact?

Right. Clean water. Right! You can look at the fucking charts. Yeah. Okay? And it's not, I have no issue with vaccines. I've an issue a baby getting hep C.

and the thermosol that they use the binding agent which is mercury which when they euthanize the monkeys it breaks the brain blood barrier which means that all of these things these head thrashing all that the monkey's exhibited the exact same thing and they suppress the studies go read kennedy's vaccine You won't make it through chapter two because you'll be so pissed off.

So mad, right. You'll so be pissed of. That's exactly. I won' t let Christine read it. Yeah. Like, you are not allowed to read this book. It'll destroy you.

Oh, yeah, I had to take a lot of walks when I read that. God, it took a long time to get through it, so when i drove from Charlotte to here, i was listening to the real Anthony Fauci.

i'd have to stop and walk. Yeah, we could we can go into that. So yeah, take us I Have a couple friends who I have tried to lay out Nutrition for kids and and then I had a sister-in-law who changed her children's whole diet and it was life-changing for their behaviors You know, they were it.

Was great So, yeah I definitely think that that gluten is one of the things that if you change one thing if You change. One thing get gluten out of your diet Unless it's like good gluten.

Unless you're in Italy. Yeah, sure. Last thing, GLP-1s. You use them a lot. I do. Obviously, you are a big fan. Big fan What's your worry about them? Do you have a worry?

Yes. What is it? I have big worry that they're mismanaged. They're overused. Everybody wants a shot. Everyone wants to shot I still to this day, I love my loyal patients.

Your favorite one is? So I just see a lot of mismanagement with it, but I see people who don't want to do the work. So, I've gotten really strict. If you're not pooping every day, if you are not strength training, strength is non-negotiable.

You have to something. You put them on creatine. I do creatinine, fiber, vitamin D. How much a day? I'm careful with creatines because I personally, I can't take over about 10 milligrams a days or it's like bad news.

So, we'll start with five and then move on. Yeah. We do like 10. Two pills, 2.5 in the morning, and 2,5 at night. Mm-hmm. And I think about starting to split it up like taking an evening dose too, so I'll do it in morning.

The studies on that is split up. Oh, yeah. Some people recommend 20. Yeah, I would love to get to that. I just personally can't tolerate it. It's a little rough.

Yeah. A lot of freaking water. But good stuff, good. So it's just getting these people to understand that they are going to hurt themselves if they take these shots and they lose all this weight without putting the work into it I'm always fascinated by the unintended consequences, okay?

And I always fascinate, like in history, the first time I ever heard this was there was a German doctor that said that, you know, in the morning the doctors would go down and they'd work in a cadaver lab.

And then in afternoon they would deliver babies. They were losing so many babies in Germany, right? Because they weren't washing their hands. In France, they did the exact same thing.

One of the doctors said, hey, maybe we should wash our hands, right? In Germany, the doctor said maybe you should watch your hands. They're like, that's crazy.

There's no such thing as germs and bacteria. And he was crazy, he wanted like dying crazy right. In this other doctor, and here's what the interesting thing, This was like the 1870s.

It was the difference between Germany having enough manpower to win the war and work the farms and France, because they had such high mortality rates of their infant rate in Germany, it was equivalent of something like 5,000 or 5 million people, which one of the things Germany had, they didn't have people to work to fields.

That's, we even ran out of food. Yeah. Isn't that fascinating? So I think one the unintended consequences I want to see with GLP-1s is the people that don't manage it correctly.

hip breaks, falls. Yep, osteoporosis. Osteo issues, yeah, especially with hips. Absolutely. What do you think? Yeah, absolutely. Muscle is our insurance, muscle is out fat insurance.

So one thing I can get a bell to ring usually in people is I say, if you build more muscle, you can eat more food. You can't eat food, If you built more muscles, that's how Lorraine had ice cream last night.

Way to go. Because she can and look at her. Lauren, I love ice cream. The good stuff. Yes. So you- The milk and sugar, real sugar cane sugar stuff, yeah.

Right, right. You can have that every now and then. If you build muscle, if you don't, you cannot have. And preserving bone, always try to scare the shit out of them with the, You break your hip and in five years you're probably gonna die.

It's shorter than that. Yeah. If you're over 70, it's like 18 months. 18 Months. This is the joy of working. I learned a lot of cool shit working without being excited.

A lot more about phones than I ever wanted to. There's age categories, but yeah, if you are over 80 and you break your hip, they're just playing the funeral.

Yeah. I mean, my dad's and my stepmom, they're both, she's 66, he's 70, and their transformation over the past three years to in the gym three times a week, lifting heavy stuff.

Good for you. Is amazing. And I'm like, if they can do it, anybody can, you know, especially these 40 year olds that come in. Yeah, I think I told you before we started and then we'll wrap it up.

Yep. You know I've decided I am going yoga. Like the body, the core and the one leg, to me it's better than, I've lifted weights for a lot of years. It's kind of like I want to do something else.

I think it's good to mix it up. Yeah. Lindsay, I am so glad you contacted me. And so I'm glad we were able to make this work. We wedged you in between clients and me leaving this afternoon.

Well, thank you. Will you come back on and do this again? I would love to come to LA again. This is great. Come on out. Let's hang out, seriously. For sure.

Bring Matt. Introduce him to Christine. Stick the Italians together. They can talk about gnocchis and chicken parm. Oh, my gosh. Definitely. Okay. All right.

Thanks so much. If this episode got you thinking differently, hit follow and share with someone stuck in the system. Please leave a review, it helps us grow.

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