Introduction and guest background

Welcome back to the reversing Marcel activation and histamine Intolerance Summit. I'm your host, Beth O'Hara of Mast cell 360. We have a very special guest on this episode, Connie Zach of Sunlight.

And the reason I'm really excited about this interview for you is because I had been recommended to try Sana many times as chronically and severely ill as I was, but every type of sauna, I try to try to steam saunas.

I tried the portable saunas, I tried a few different types of infrared saunas, and every time I was more inflamed, I was severely brain fog. I would flash and be bright red, itchy all over.

Couldn't sleep that night and I had decided sauna wasn't for me. And then I had two clients who came to me and we work with such a sensitive population, and they said that I tried a sunlight and sauna, and I felt great, and I felt better afterwards.

And I thought to something to this sauna that's different, especially the second time I heard it. So then I reached out and we've developed this relationship, and I found out a lot more about why.

And I want to share this interview with you so that you know a bit more about sauna for people dealing with mast cell activation. And it can really help you make choices, because sauna is a wonderful modality, and there are ways that those of us with mast cell issues and histamine issues can do sauna.

We just have to be very choice ful about how we're doing it and what we're using. So Connie is going to give us a lot of background and great info that you'll need.

If you're thinking about sauna for yourself, I want to share a little bit about Connie for you. So she is the co-founder of Sun Lighten, and they're a global leader in infrared light therapy.

And infrared sauna manufacturing. And after seeing how spending time in infrared sauna transformed her brother's traumatic health issues, Connie and her husband committed everything that they had to helping others to the benefits of the healing nature of infrared light.

And this is something I love about them, is that it's really not just a business for them. This is about a passion and it's about a service. And they're now spent nearly 20 years bringing light, hope and happiness to people around the world and in 13 different countries, as well as opening our operating an award winning day spa in Kansas City and Sunlight, and delivers its promise to help people feel better so they can do more of what they love and live fully through a caring approach that drives innovation, investment and relationships.

Welcome, Connie. I'm so happy to have you. And I also want to tell people that you also were a big supporter of our summit and helping us produce this this year.

Thank you so much for helping us get this free event out to so many people who need it. Of course. Of course, we're happy to help. As you said, you know, this is a passion and I loved how you said it.

It's just so much more than a business. Right? It's we want to make, you know, a difference. And, make sure that people are able to feel better than they currently feel, and so they can do more of what they love with the people they love to do.

And our community as they have dealt with health challenges that most people struggle to even fathom. And I know that it helps them to hear and be able to connect when they know your story.

And all of the speakers have been sharing a little bit of their story. Can you tell us more about what drove you and what was going on with your brother to to develop this and to get into infrared light therapy?

Yeah, so it was over 25 years ago, and it's so hard to hear those words come out of my mouth that we've been doing this that long. It doesn't feel like that.

I was working at Procter and Gamble on the pharmaceutical side, so it's really interesting that I was in pharmaceuticals. And I was there because I wanted to make a difference, and I wanted to, you know, I had a passion to leave the world a healthier place and thought that that's, you know, what I was doing.

And simultaneously, my brother was extremely ill.

Why infrared sauna became a mission

And talking to you and reading your story and reading about everyday people that are in the same situation there reminds me it takes me back to watching my brother try everything and nothing helped him.

And it really wasn't until his dentist, he was at the dentist and it's Dennis and said, Jason, I think you have high levels of mercury in your body. And I think that your fillings.

And keep in mind, this is a long time ago, right? 25 plus years. I think that your, your amalgam fillings have lead mercury into your body. And I think you, you need to find a way to get it out.

And so he tried it again and nothing worked. And, the next time you saw his dentist, he said, you know, I have been reading articles from Asia about, a technology called infrared, and it is able to get into your body and work with the cells to get stuff that's trapped in there. Out.

I said you should give it a try. And it changed his life. I mean, it, you know, it took a long time, which is kind of how I got involved is I think I started doing research when I was at P&G.

The pharmaceutical had access to medical libraries and oh my gosh, there's there's valid information out here about this technology that nobody knows.

Nobody has any idea that there's there's an opportunity to be able to sit inside an infrared sauna and get better without drugs, you know, without side effects that nobody knew about it.

And so, you know, I left my corporate job and, jumped off a cliff, you know, with my, my husband and we've just talked about spent the rest of our life committed to constantly providing the most effective, most efficient.

It's really important to me. It's time. Like, not wasting time is really important to me. Product with the safest materials, you know, the healthiest product that we can find with the most effective technology to the market. And that's what we've been doing.

Well, it's it's I also know that there are different types of saunas. And that's where I kept getting stuck. So I had tried these. I call them the like space age, the, the little, foil portable saunas.

And what I learned later is that those have such high levels of emfs. And it was off gassing. It's dank in there. And then, their heat saunas, their steam saunas, and then there's infrared.

We talk about the difference between those types of saunas and then what is infrared? Because there's even difference in quality between the different infrared.

And I tried their infrared and I still wasn't okay until I used your sauna. Correct. There's a big difference. And we did I'll get to that. We we did a, there was a study done in 2005 with, Casey, which I'll talk about the second that addresses that.

But the as far as the types of saunas, there's, the dry sauna that uses, you know, high heat that you'll see in lots of fitness centers and gyms. And that's often a trigger for mast cells.

That kind of temperature. Right. And you can't and really a lot of people cannot tolerate high levels of heat for extended periods of time. So there's also steam which is humidity and moisture.

And you see steam a lot, you know, in spores and, again, in fitness centers. And that moisture can cause problems with mold. And, people always ask on a side note, over the years, once we started, you know, getting into this business, like, okay, so now are you going to develop a to this?

Are you going to develop a state? And, you know, we're so passionate about how infrared works, which we'll talk about. We've just always stayed true with this is our lane and this is what we know.

And and we're going to, you know, stay in this lane. And it doesn't make any sense to get all these health benefits. And then you're sitting there breathing and mold. Right.

So and it's making yourself sicker. I think that best is is going to cancel out and and but more likely people are going to accumulate those mold toxins over time.

Right. Exactly. And then the other thing is, like with the hot air, when you talk about breathing, and a lot of times it's difficult for people to breathe, right?

Which is not good. You know, we have a philosophies and like like life and your experience and so enlightened is meant to be enjoyed and not endured. So you should really enjoy that experience.

And if you can't, if you're just fighting every moment, it's not it's not right for you. So infrared operates at a much lower temperature without moisture, without mold.

And the way the wavelength works, it's fascinating. So he. I'll go back to hot air, traditional, like dry saunas, the air, the heat that's there stays inside the cabin.

It doesn't really go into the body. So you're getting hot because the air is hot. And then a lot of people probably can't tolerate that and have an adverse reactions with infrared and specifically far infrared.

And we can talk about those different parts of the spectrum. The far infrared goes into the body directly and is absorbed and into the body, and then works with the water molecules to change your cells and to detoxify and to provide all the benefits.

We're going to talk about. And so the experience is completely different. It's much cooler. And a lot of times people it's counterintuitive because they're like, well, if it's cooler and there's no benefit, it's like, no, that's not true.

There's a lot of benefits because the energy is working with the body together to transform the body. It's not about the heat, it's about the the infrared light waves.

Correct. It's about how the body receives that wavelength and what the body does with that. One of received and absorb, which can be, you know, transformational.

You take my brother's story, you know, for one, I mean, just completely transformational, where all of a sudden, over time, he's able to, like, walk again and like, run and like, immerse back into, you know, the world instead of being so sick.

So then we covered the different types of sauna and I, I found also steam sauna. I was getting triggered. I'm pretty sure it was the mold in there. Couldn't handle the high heat, but some infrared is even still bothering me.

There's even differences in the different types of infrared. So can you talk with us? Yeah, more about how infrared

works.

Sauna types and why sensitive users react

And I know there's far mid and near and what people need to know about that when they're making choices. That's a great question. So the reason that you would have problems with another infrared sauna is because the quality quantity of the healing part of the wavelength, you weren't getting enough as you were getting actually to reverse, you were getting too much.

The traditional so what makes sunlight and special and what we've spent, you know, 20, all these years studying is how do you deliver the right frequency, the right quantity of infrared so that it is absorbed into the body and can be transformational.

What we want to do is we want to leave all that non healing energy out. And that's what we've done. We have the highest emissivity which that means is the highest amount of infrared on the market.

We have a patent on it. And that's what makes sunlight and different. So back to that study that we the University of Missouri, Kansas City did in 2005.

And it was a robust study. It was, I still can't believe we took that on. It was a double blind, placebo controlled, randomized. So we had our solo unit, which is a portable light on unit with your head out.

And then we created a lookalike with another infrared heater. And then compare the two. And it was a six week study. People came in three times a day.

And the results were very different, but only on the sunlight side. But nobody knew, right? Because that's what made the double blind, placebo controlled, randomized.

We didn't know. So. But after the and when we analyzed it, the people who use sunlight in had significantly lower blood pressure. They had lower quality of life.

Scores were significantly increased. We had, arsenic and some toxins removed. So it's it's not just, it's going to get an infrared sauna from Costco and like, call it a day yet.

Yeah, it'll have infrared heat. Any heat has infrared. That's kind of the part that people don't understand it. They could sell an infrared sauna and it could be 170 degrees heater, because any heater emits some infrared.

But you're trying to emit the right frequency with the most amount of right frequency. Does that make sense? Yeah, it definitely makes sense. So there's even within infrared there's different qualities of infrared.

Correct. There's there's the infrared spectrum. And then there's wavelengths within that spectrum. Because I've even known when I've used red light therapy for injury, some of them flared me, some of them made me better.

And it was I mean, I don't understand the physics of it well enough, but I knew it was the wavelengths they would just the difference. Right. And it's it's where the wavelength, like we use near infrared that's at 880 nanometers.

And that's the net that it's so precise. Right. But, you know, I always use the analogy of water and boiling water. I think it's what, 220 degrees I believe it.

I mean, you can have it at 219 and that water's not going to boil. So, you know, but at two to at 20 and I don't think that that's the right frequency, but, it's somewhere around there.

And so it's, it makes a difference what frequency that wavelength is being received at. And that's what makes, you know, that's that's what makes the magic happen.

And I just want to clarify a couple points for because we have so many brain fog people or people, this may be brand new for them. With your study, a lot of people's health issues have high blood pressure.

But our community, most people have pretty low blood pressure and myself included. So I will tend to run around 90 over 69 over 50. And I find it has more of a modulating effect.

So if you're low, it's not going to keep dropping you lower. I've never had that. My blood pressure gets better after I do the sauna. And then with the water example.

We were just talking about that. You have to be right on the diet with this kind of wavelength to get the effect, but it's you. I just want to make sure people know you weren't comparing infrared to boiling water inside their bodies, because some people were older in their minds, it was really just you've got to be really fine tuned with these things.

Yeah. And I mean, no different. Okay. A better maybe analogy is, is if you think about the radio right frequencies, if you if you have a certain station that's at 98.1 and that's the station that you listen to, if it's at 98.5, you don't hear it right.

So it's I'm just talking about exactly. I'm just talking about the precision of the frequency that if you want to listen to your country music and it's on 98.1, you have to turn it to 98.1.

You know, 98.6 isn't going to work. So that's what I'm talking about is you can't when they do a lot of there's a lot of confusion. Infrared as a category.

But what we need to understand is, you know, it's precise as far as how it's delivered. And that's what makes sunlight special. Yeah, I like that radio example.

I think that makes a lot of sense. So when people that have been in our audience for a while know this about us, but they're going to be people who this is, you know, new to when we recommend something and when we make a recommendation is very different than a lot of people because we're not doing it to, just promote and make as much money as we can.

The I'm always transparent. We, we do make small commissions. It does support all of our free resources that we do. Like the tremendous amount of time that went into making this summit and our Facebook lives and our blog posts, but for us to recommend anything, months of research, go into it and for this audience, I have to make sure it's low because it's not off gassing, it's hypoallergenic.

It's not going to trigger most people. Now, of course, we can't promise and people are super sensitive. I have people that come into my practice that can't drink water, that reverse osmosis purified water.

They can't have a sprinkle of baking soda. So, we are going to talk about who this is for and who this isn't for, and if you might be ready if you're not ready.

But I really appreciate the graciousness and generosity of your team because of how much we drill into these things and need that information. And that's one of the things that I really appreciate it.

Oh, another one is EMF. So we can't have products that are high EMF either because that mast cell trigger. Can you just talk about some of those aspects of what whether people are going to choose sunlight and or they're going to shop around?

Infrared wavelengths and the Sunlighten difference

I've shopped around a lot and I want to save people time, but they may need to do some compare. And what is it around this that they can look for, particularly if they're in this sensitive audience?

Yeah. So that's such a great question. And, you know, it brings me back. It reminds me of, you know, 20 years ago when we were starting and we always had this foundation, right.

Like that, like our North Star was always whatever we do, a has to be backed by science. It has to be proven and then be it has to be as healthy and as safe and non toxic as possible.

And that was such that every, every time we made a change in something like that. But one of the first changes we did is that the supplier we're working with had these like plastic windows and we're like, that's just not going to work for us.

We just can't we can't promote something that's hating plastic, you know? And again, this wasn't about the business. This is about healing people. And providing a tool and resource to do just that.

So we analyze every part of our product. And, you know, we don't have enough time to go through the entire product and all of our products and each element.

But I'll highlight some of the main ones and I'll highlight them, because every change that we made was because somebody would have a reaction. Right? So we weren't they we didn't know.

I mean, I'd never done this before. And and I'm not, you know, super, super sensitive. So I'm extra sensitive to those who are. So one of the main things that we started with was wood, and we had a wood that we're working with, with a supplier who told us at the time that it was hypoallergenic.

And, I'll just say that the type of voice of the people. No. Like, there was poplar, there was aspen, there was spruce. And they kept switching us to different and and all of those did not work.

We had people and one person was too many for us. Like if somebody called, we're like, okay, this we can't we don't ethically we can't say it's hypoallergenic if somebody has a reaction.

Right. So yeah, and we went up to common allergens, especially the pine type of family. Yeah. But but we were told, you know, that it wasn't. And so it was very frustrating, you know, because it's very costly.

And we you know, I mean we didn't have the resources, to just continue to search. But anyway, we kept mortgaging stuff and just kept doing whatever it took to like, you know, find the truth.

And we found this wood called base wood. And, it is the type of wood that beekeepers use to harness their hives. So it's very natural and healthy and clean.

It's it's blond. It kind of looks like maple, but it, it is completely hypoallergenic. And there it's fragrance free. It's, it's soft. We work with a company in the United States where we source it from who, like, we just adore their ethics and their intentions.

And we have a video on our website that if people are interested in searching, learning more about who we work with and, and so it it it's just a really great, it's a great wood.

So I would stay away from cedar. We make cedar. Full disclosure. But that's not for this audience. We do make a wood that I have zero. We had zero reactions to, which is called eucalyptus.

It's a little counterintuitive because it sound if you sounds like it was eucalyptus, it would have a fragrance. There is no fragrance, there's no oil, there's nothing.

You know, we've had no no problems with that. We still have. We always recommend based wood. We've had just more years of experience with that one. And I would stay away from hemlock for sure.

We've tried all the wood, you know. So that's what is the one I would, you know, would recommend. I'll just leave it

at that. That's the one I got. And that's the one that, we've recommended for our audience.

I did have a little bit of a wood smell, but not not any kind of off gassing. And what I did was the first few weeks I just turned the sauna on, let it run on high with the door open, and now there's nothing.

I mean, it didn't take, I mean, like three weeks. It was totally gone. But it wasn't even anything that bothered me. I just wanted to see if I could get it totally gone.

Because we have people who just smelling of food might trigger them, and. But it did. It went totally away. I also know that you don't really use glues, and that was another big appeal for me.

Use magnets. We use and we came across magnets because, you know, 20 plus years ago when we were assembling the sauna and putting it together, the, company we now do all of our own stuff.

But at the time, you know, when we were, you know, broke and trying to make this thing work, we had to work with other people. And the company we worked with used, latches, like, like suitcase latches to put so the walls would go and then they would latch together.

And what we found was that when the walls were heated, then they would start to move because, you know, wood is a living thing and it like changes, expands and contracts when it's heated and and the it just wouldn't mean our design was too beautiful, not only effective, you know, an and safe but, you know, also beautiful, esthetically pleasing.

And so it would make these warping changes. So we went on this mission. So that's the background to why we went on this mission with magnets. And we found, a way to use magnets to put it together.

And then when we did that we're like, oh wow, we can use magnets for other ways, you know? So, it's really been a great not only is it safer, but it's also been a make it easier.

People love our assembly process. Yeah, my husband put it together. I know it says two people, but he actually put it together on his own. Oh, wow. I had some injuries and I couldn't help them, but it's really sturdy.

I mean, it's like it's very sturdy. It feels like it's been glued or nailed or, you know, that thing's not coming down. And then one of the other big pieces for me is the Emfs.

And I believe you have a study about the Emfs on your website. And, being the little, maybe overprotective, but I'm very protective of our community, so I always check for myself too.

And I use an EMF meter. The only thing I got was I have one of the small cabin units and the light above. I just leave it off because there's just a little, little bit, not much, but little bit.

It comes from there, but otherwise. And then there's a tablet in there, and I leave it in airplane mode and it just stays in airplane mode. And I don't register emfs in there.

Yeah. When we did a test, I mean, we were committed again going back all these years. You're like, take me back on this journey. When when we first designed our first, sunlight and sauna, we, we wrapped the coils in, like, stainless steel.

We did all that. We took everything that we could at the time that was available to us to protect against the amount.

Safety factors: wood, magnets, and EMFs

And this is when people didn't even talk about EMF. And maybe nobody even knew anything about it. But we were doing that way back then. And so it's been on our radar.

Every time we make a change, we test. And now, you know, we have all the testing published. And what's great is that you can see for yourself. So because a lot of companies will say they're lonely and math, but they don't use glues or they have, you know, hypoallergenic woods, there's no sanction in our industry.

So you do have to be really super careful because anybody can say them. And we were like told that. And then you have a reaction, you know, and so, or they do have emfs because they're not showing you their own testing data, but we had a third party.

That's our big thing is we're just going to make sure that we have somebody else come in and test everything, publish it, and then we, you know, post it.

Yeah. That's because even the best intentioned person, it can be hard to not want want a particular outcome for a study. And that's where the third party is so helpful.

And I did want to circle back on the reason you mentioned the bees and bass. What is? Because they are incredibly vulnerable to toxins. So they're like canaries in the coal mine like us.

And so, if there's any kind of off gassing or even just a wood like a pine or something, it's not good for the bees. And that's why they use it for their hives.

So these are the big things to take a look for when people are shopping around at and for different saunas. And I do want to also let people know you have that beautiful large cabin unit behind you, but they're also small ones.

I have the two person and I'm five two and I've had brain injuries, some pretty significant ones. I really wanted one that was going to work with my brain and the drainage from the brain as well.

So that's why I wanted a cabin. And at five two, I can lie on the bench and bend my knees or put my legs up on the wall. I love to have the space for that size, so I could just totally lie flat.

But you also make a solo unit, and I'm going to link on our Summit Resources page at Mast cell three six. Akamai Summit, our blog post that goes more into the recommendations we have for specific units and why.

And cool. It might work for and then also the Facebook Live that we did. So people have a lot more information. They can go into more details, but I just wanted people to know that you have these various options available as well.

And can we talk about what infrared does for the body is some people, most people just know it as well as is. And detoxing. And what I love about it is we can really dial the temperature down in your units.

They can do it at 75 degrees. I have people start at five minutes once a week and just get this just to start getting some lymph moving, just to start getting a little bit softening in the tissues and starting to move out.

And then they build. They can add time. We in our in our clinic we go up to 20 minutes three times a week. And that's usually plenty for most people. Now I'm at a place where I can do 45 minutes three times a day and love that.

But let's talk about there's so many benefits beyond just this kind of gentle detox. Yeah. So I would like to start with farm for because I really want to make sure what you mentioned mental fog.

And so I don't want to leave without addressing that with this audience because we have, you know, we have data showing how we can help. So I want to make sure we get to that.

But I'm going to start with, far infrared because each wave that we just we discovered 2008. So whenever that is 14, 15 years ago that, that each part of the spectrum is absorbed differently.

And as far as the light waves and as well as there's different results so far, infrared is the one we really been talking

about the most, which is helping with that gentle detox.

And you can absolutely, absolutely dial it down. It is really important. In fact, I just talked to you, one of ours, advisory board, medical doctors, Doctor Hamlin, who is the expert on infrared, and he, he said people need to get in as soon as they turn, turn it on, because that's when the infrared is most powerful, because the way the and the far infrared.

I'm going to clarify the way the far infrared is working with the body is it wants to, you know, get in and absorb into the into your cells, right. And change them.

And if it's too hot it can't do that. And so the cooler, the better. And the right. The exact frequency is right around 9 a.m.. And to get to nine, the surface temperature of the heater needs to be as cool as possible.

So it's very opposite of to what people think. And I recommend you you know, turn it on, get in. I mean that's like really when the magic is going to start happening and and then follow of course, your protocol.

So gentle detox is one of the benefits. It is going to help, you know, with your immunity, and help you be healthier and help you fight off. Because what's happening is when you're getting the infrared into your body, it's helping to eradicate toxic cells, too, because they can't live and sustain in like, a heated environment.

And so you're helping your body be healthier. It's also changing the body. So part of her Macy's. So whenever you're kind of gently like kind of changing your body, it's helping it adjust and be stronger, you know, no different than like your muscle recovery.

Like when you, you know, you lift weights and you're like, you know, you get sore and then like, it changes your muscle and you get stronger. You know, same thing with your body.

You're getting stronger, whenever you make a change. So, immunity is really, helpful. It helps to burn calories because you're, you know, heating the body up from the inside, not in the air.

So heating it body. And then then the body is working to cool itself down, and that energy is burning calories.

How infrared sauna supports detox and healing

So that helps with weight loss. And there was a study done, you know, a while ago measuring the waist circumference after using a sunlight and sauna. And there was a significant reduction in the waist circumference, which also helps with hormonal issues.

And there's lots of other things that can be derived from, you know, from that benefit. It helps with skin glowing, because you're purifying the body from the inside out.

And so we have a saying, purify the body and the skin will follow. You really do glow. And then you feel better because you're lighter, you know, and you're glowing and people are like, oh, my gosh, you look so great.

Well, it's because you're, you know, you're getting this imprint into the body. And then, I do want to touch on Mata Nir and really specifically nir for this audience the most, because med is a little bit hotter.

Not a ton, but it is. It is a hotter wavelength. It's closer to the sun, and it does provide inflammation for the joint and and tissues. Nir is the one I really feel that, that if they if people who are listening, if they can, you know, use impulse, which is the one that has all three, and specifically you can even customize it and use near and far together.

That's the best approach for, for everybody, because Nir is the closest one to the sun, so it is the hardest. So you have to convert it to LEDs. So when you receive it, it's a lightweight and there is no heat at all.

But because we found the right frequency that we talked about earlier, the 880 nanometers, it's invisible light and it penetrates the deepest. And there is so much data, so much on how it basically like re-energize the body in so many different ways.

And one I want to talk about is the brain, because that's really important to this audience. There are lots of studies on if you were to take the LEDs and you put it like an eye headset, you put them on your brain, how it basically resets or engages the brain.

And so they'll measure the, and do neuroimaging, you know, of the brain and show there's atrophy, which is like people with dementia and Parkinson's and lots of different types of conditions.

Their brain looks different right on imaging. And then when using the, near-infrared, it tends to activate kind of almost like a put a switch on and engages, you know, the brain and so allows the brain to like kind of get rid of that mental five.

And that's what people say when, when using near-infrared. So, and it also is good for people with there's studies on depression after just one use. So that's also good as well.

But my favorite is just the experience of being able to have a wavelength that's so powerful, that has no heat at all. And they combine that with Barbara that you can dial down.

Right. And you can turn low and using those together. That is what I would recommend for this audience, for sure, especially even just listening to your story and your experience.

You know, you can work up to longer, but starting slow, seeing how you feel would be good. And the impulses, the one that I got and I looked at all the models and talked with you guys numerous times and, that's the one we generally recommend.

And then, it is an investment. So it is we saved up for it. And I just after experiencing it in the, the spa that I went to that had it, I felt really good.

And I knew I already knew the longevity studies on sauna and improvement and quality of health and all of that. So I knew it was something I really want to invest in that I would use for 30, 40, 50 years.

So that's why I was, very interested. But there is the solo unit, and we've had people who've done really well with it, and that's a lower entry price.

I wanted to share a few other things that I've noticed and being and in the sauna is, I, I've had chronic pain for a long time because of some pretty serious injuries.

My pain levels go down after a minute. And I've also had an exercise intolerance for a long time, and the exercise tolerance has been improving, I think is helping with that muscle recovery.

And, I feel so much more relaxed. And I know there's studies on also the mood and the nervous system. It's really good for the nervous system. I also will tend to, if I'm flared, get edema, I get fluid retention.

But then afterwards I'm running to the bathroom a lot. But that fluid's coming off and it just helps. And I can lose sometimes 2 pounds, you know, the next morning I'll be down because it just that fluid.

So that's been really a wonderful benefit. I've also had a number of people with tick borne illnesses who've told us that they feel much better if they do sauna, and I think it's keeping those microbes at bay.

But there's a huge amount of studies, and we have a lot of these studies linked on our blog post that people can again find at Mazda3 and Sycamore Summit.

And we've linked to the studies that you guys have done. I think I love just the amount of research that that you put on your website and how research back these are.

I have three questions that I asked people to think about when they're deciding whether they're ready for a sauna. So I also don't want people to spend money if it's something that they can't use.

And one is, can you tolerate being in about 75 degree heat? Most people I work with can, but there's a small number of people even that's too much. The second is can you take at least 1 or 2 supplements?

That means your your nervous system is settled to where it's going to allowing new things. And then the third is can you take at least some little sprinkles of some kind of binder?

And I'd like people to take binders, at least on the days they're in the sauna. You don't have to be up to a whole capsule or more and any kind of binder.

I don't care what it is, just can you do even just a few sprinkles and water, charcoal or chlorella or whatever works for you, then that's a good time to try it.

Another thing I really love about your company and what was the final piece of yes, this is a match for our community, is that if they contact you guys, you can let them know where spa is in their area and they can go try it without having to invest in the whole unit to find out.

And that's what I did. But then when I added up, okay, our 2 or 3 years where it's going to cost me to go into a spa and use the sauna and the time to get there and back and forth, and then I know other people have been in there and I'm a little germ aversive.

I don't want to share those spaces myself. So, that was the the no brainer for me that it just was so much cheaper for us to get our own unit. It is nice to be able to do it on your own schedule, you know, and especially if all of a sudden you have a flare, you know, or something's going on in your body, it's nice to be able to just hop in.

I do want to mention that we have a because I love the solo.

Choosing the right sauna and getting started

So I want I want to make sure it's clear that, like, you don't have, you know, to to get and Paul it is like use that an investment. It's not about that for us.

It's about taking that next step to heal yourself. And a solo is a great way to get started because you can completely dial it down. And there's two domes.

And so you can adjust the lower dome and the upper dome separately and your head is out. So if that is an option, there is another option to do that. With that.

Well, we have a product I'm not sure about if you're familiar. It is called luminaire and it is a handheld, wand that has the near infrared. And it's extremely cost effective.

It's small. I mean, we use it, you know, a lot of times, I mean, it goes on on your face to help, like, you know, with, anti-aging because there's a lot of benefits of doing for it.

But what I'm thinking is, if, you know, the solo was the viable option for right now, you know, to get started, because you can also, once you get that, you can easily, like not easily, but you can if you decide, okay, now I can afford to do impulse.

You can, you know, sell that and people are always looking for that product. I mean, we've had that for 20 years. It's a it's like the just the greatest product.

So but you can use it the, the handheld, the wand it like put it on your head while you're in the solo because, you know, you think if you're lying out right, and you could take that and you it beeps and then you could just kind of like move it around.

And that's a very cost effective, I mean, significantly less to do those two than it is. I mean, you, you know, it's obviously not as easy and, you know, restrictive, but at least it's a it's an option for people who are listening.

I love that and I didn't I didn't know about the handheld. And I'm really excited about that because I've also had an, number of clients who had severe acne.

Yes, blurring acne. And it got so much better doing sauna. And it was being triggered a lot by these toxins, and the sauna would just take it away. But then they couldn't.

They didn't. They were in apartments. They couldn't get it. They didn't have the space for cabin unit, but they really wanted to get the skin effects on the face.

So that's a great option. I'll have to circle back about that. And we also, sorry, Connie, I recommend the solo for people who are even super sensitive to heat because their head is out.

Yeah. So what I was going to say is we have a on the luminaire, and it's, it's Lumi for light. And then and I are for near infrared. That's the origin of the name.

There is a LED adapter that has blue light, which is designed specifically to treat acne. So that's another, you know, way. I mean, it's, it's it's really good for the farm because then you're getting everything out.

But if you're trying to do it like directly that that had that application is also good. Oh, nice. Well, we have you guys shared with our community, which we're so grateful for.

Really nice discount on both the cabin and the solo units. The solo units are great if you're, you know, you need to have an easier entry point financially.

But then if you really want to invest and you want the full benefits, I love my impulse. And it's, just what I get with the drainage, the lymphatic drainage with my brain.

And I get the skin for my face very easily. And it's so relaxing. So I can just lie there. But we've got so much more information on this on the blog and on the Facebook Live that we did the interview.

Don't need a Facebook account to watch that video. And you find those links over at Marcel three six eCommerce summit. Any last, bits of information? We didn't get to? You want to make sure we cover.

You know, I just think it's really important for people who, if they're confused, you know, just contact us, you know? So just we we are here to make this, you know, more accessible, as accessible as possible as we want people to know everything, and we don't want them to be confused, and we want them to be excited.

Like, this is like a big deal, you know, to do. And it shouldn't be a painful process to go through and find it. So we are more than happy to help. And I just want to make sure that they know that they can contact us.

And, you know, there's they can chat on our website, they can call and they can fill out a form, whatever is best for them. You know, it's best for us.

And we actually did a little mini training for your team on Marcel activation and histamine intolerance. And I just love that they reached out and asked for that.

And then if people want to follow up more on that angle of it, we don't know the physics of it or, you know, that definitely reach out to Connie's team.

But, if you want to know the Marcel side, don't hesitate also to reach out to us and we're all happy to support everybody. Thank you, Kai, for just everything that you all do.

I love the the ethics and the integrity and the passion behind your company, and it's very closely aligned with ours and, thank you again for helping us get this summit produced and all that you've done to support it and getting this really critical, life saving information out to people in the summit.

We couldn't have done it without you. Thank you Beth. Appreciate it.