How To Use Nutrition For Hair Growth And Hormonal Balance Transcript

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Introduction and Guest Welcome

Hello and welcome back to Mastering the of Transition 3.0. I'm your host, Dr. Sharon Stills. And, you know, it's an honor. It's a privilege. I'm so excited to be here with you all.

I just love having these life changing conversations. I love sharing information and knowledge with you all, whether it be what you can eat or how you can move, or things you can take and it just, you know, is my my gift to all of you to bring you these informative conversations so that you can step into your sacred, sexy act and just really embrace menopause and rocket.

Because that's what we're here to do. And today I'm super excited. I have Cristina McKay with us. She's one of our sponsors. So thank you for sponsoring.

It's due to our sponsors that we're able to put on these summits. And so she cares a lot. She has some amazing products, tasty products too. I even brought mine with me because I'm like, I think I'm going to eat it like because they're so healthy and they're also like, oh, it's a snack time.

And so, and we're going to talk about a topic that is important. You can look at her hair and it's beautiful. Mine is kind of wet right now because I just recently showered like I'm really attached to my hair.

I know as women our hair is it's important. And I I've told this story before when I was living in a monastery in India and everyone was shaving their heads, because that's what you do when you're.

I was doing a monk for a month program, and when you're a monk to shave your head and you know you're letting go of attachments. And I was like, I'm going to do it.

And when I kneeled down and the monk came at me with the razor, I was like, stuck. I can't do it. I'm too attached to my hair, I mean it. I let him shave like a tiny little bit in here, just symbolically.

So I might, you know, I have a lot of empathy and compassion. And I hear from a lot of women, that hair loss is a concern at this time. So we are going to dive deep into hair and health and loss and what you need to know.

So I'm thrilled to have you here, Cristina. Thank you so much. and just before we went live, Cristina was sharing that she's concerned because she lives on this beautiful farm, and they're trying to put up these horrible power lines.

And so it's like, Cristina gets it. She knows what's important. And that knowledge and that caring and that lifestyle that you live goes into the products you make and the information you teach.

So I'm really honored to have you here. So thank you for being here. Thank you for the beautiful introduction. I'm honored to be here. And I'm super excited to share, hopefully some life changing information with everyone watching.

I know that, you know, I'll be honest. I'm in my 30s. I am not going through menopause. but I am a firm believer that I actually was at one point experiencing some perimenopause symptoms.

and what I will be talking about today, how hormonal imbalances, whether it's menopause, perimenopause, even postpartum, even prolonged stress, all of these things can lead to an estrogen drop, which leads to a hormonal imbalance which can lead to hair loss.

as well as a slew of other things that you're experiencing. so I'm excited to share shed some light on this, my

personal experience. and not to mention there are thousands of women across the globe, in their 50s, 60s and 70s that are true believers in my products.

And it's completely changed their life. So I'm excited to share all of the knowledge that I have. And, hopefully it can help you. And in your menopausal journey.

yes. And yeah, I think it's, you know, I started working with menopausal women when I was in my 30s to now I'm 56 now I am part of the menopausal triangle.

Cristina's Hair Loss Story and Brand Origin

Yeah, I think it's great when we pre grant game when we thinking about things down the road and you know more and more women are coming to the summit.

Obviously lots of women here are either going through menopause or in the throes of perimenopause or postmenopausal. But I noticed last year and I know the the rhythm is just continuing that more and more younger women are coming because I'm such a firm believer to the summit.

They're coming because I'm such a firm believer in pre gaming. Right. And absolutely you do it when you're younger. You know you just go through menopause easier.

And if you do it after menopause it's like it's you never missed the boat right. It's never too late to get on track. And I know I was having some hair loss from like after post-Covid, which is very common.

Yeah. As cinnamon rolled my way out of it and so I'm super excited about your products. So I guess just for those that don't know you, you know, just to get to know you a little bit, you know, how did you get into creating healthy yet tasty products?

Yeah, absolutely. So basically just shy of my 30th birthday, I looked ages older than I was and my my skin was weathered and dry, I had blemishes, I had sunspots, I had wrinkles, I had low libido.

I was tired all the time. my belly jutted out. So I was experiencing a lot of things that, you know, you could potentially associate with perimenopause, menopause, etc.

and the biggest one was hair loss. And you may not believe it now because my hair looks great. but not so long ago, I had a bald spot on the very top of my head about the size of my fist, and I kind of combed my hair every which way that I could.

I was wearing hats, I was wearing big headbands and it was devastating. And I had gone to a lot of dermatologist, regular doctors. I even went to Chinese healers.

I tried all kinds of things, and no one could really figure out what was wrong with me. I felt like I was crazy. some of them said I had alopecia. some people said I had female pattern hair loss.

Some people said, oh, you, you know, you're just you're just going through perimenopause. And I'm like, what the heck? I'm 29 years old. So it was just a lot of, information that was overwhelming.

And then I just kind of decided, I'm just going to kind of push out all the noise and do my own research. and basically what I found out was two different things.

Number one is I had a nutritional deficiency, which I'll get to later. and number two, I absolutely had hormonal imbalance. And, I wanted to figure out how I could correct that without taking a prescription.

I was like, there's got to be a way to balance my hormones naturally. So it led me on this journey, and basically led me to learn about how hormones impact here.

What is hair, right? How does your hair grow? What stunts the growth? So, my basically my personal health struggle led me to do my own research, find out a ton of stuff from interviewing other health experts and scientists to basically craft what I.

What I end up making is a supplement line, that truly turned my life around. I ended up sharing with other people, and today we basically sell products worldwide to women of all ages who are basically, you know, experiencing accelerated aging is kind of the word I'm going to use.

and they're trying to remedy that, or reverse it, frankly. So, that's kind of my story and how my company ever came to be. I, I just freaking love people like you who are like, you have a problem, and you just go, like, figure it out, and then you, like, create a product line to solve it for other people.

I think that's so cool. So before we jump in, I'm just curious. EverBella, why did. What is that? Why did you name the company EverBella? What's the significance of that? Sure. Yeah.

So EverBella, was inspired by my Italian grandmother. So I have Italian heritage. And my grandmother was a first generation immigrant to the United States, and she spoke fluent Italian.

Her English was. Okay. sadly, she passed away when I was only about eight years old. But when I did have time with her, she spoke Italian to me a lot.

I didn't keep up with it, but one of the phrases she always said to me was cuantici bella, which means you are so beautiful. And, so I kind of took the word ever and Bella put it together.

And just to me, that means forever beautiful. and that's kind of how I came up with the name. Oh, my God, I love that. You know, I'm a grandma. So any grandma's story is always get me.

That's beautiful. So back to, back to hair. So let's, you know, let's just dive in and let's, like, just, you know, we want to get the information to the women listening.

So grab your pencil and paper because we're gonna, we're going to, we're going to put on our snorkels and dive deep. So let's just talk about for starters, like how do hormonal imbalances affect our hair.

So we can start to kind of understand. Yeah. Absolutely. So hormonal imbalance can happen as I kind of mentioned earlier. So of course menopause perimenopause postpartum even prolonged stress with high cortisol levels.

All of these things can completely disrupt your hormones. so what does that mean for your hair? There's a few things. These are kind of what I call my my six warning signs, if you will.

Number one is you're going to experiencing thinning hair. So of course this is caused because of decreased estrogen production. And what ends up happening is your hair follicles end up shrinking and they're going to produce finer hair.

So again that hormonal balance your hair is going to get thinner. Number two is hair loss. So a lot of women experience frankly noticeable hair loss like I did.

it could be diagnosed as female pattern hair loss. It can be diagnosed as alopecia. And a lot of these things happen during menopause. and these again, these hormonal fluctuations basically change your hair growth cycle, which I am going to talk about in a little bit here.

But basically your hair gets stuck in a shedding phase when you have these dips in your estrogen. the number three is your hair texture is going to change.

So your texture during menopause might be dry or more brittle. So as you're coming out of the shower and drying

your hair, you can feel it feels different, right?

So that that silky smooth hair anymore. So hormonal imbalances are going to affect your texture. number four hormonal imbalance can actually grade your hair.

So, you know, maybe you're starting to see some grays. That's a sign that you're, you're estrogen dipping. this happens because the melanin production slows down and your hair will lose pigment.

number five is scalp sensitivity. So when your estrogen level drops and you have hormonal, it's like, I can't talk hormonal influxes. you will have scalp tenderness.

So if you feel that your scalp is a little itchy or flaky or dry, this is because of that hormonal imbalance. And the last one is delayed hair growth.

So hormonal fluctuation can disrupt the hair growth cycle, which I mentioned a bit earlier, which basically just leads to slower growing rates.

How Hormonal Imbalances Affect Hair

So you might get your hair cut and you're looking in the mirror, you're like, man, I have been like six months and my hair hasn't grown an inch. That's again because of hormonal fluctuations.

So there's those are the big six that, you know, those estrogen dips are going to cause those six noticeable differences in your hair and your scalp. Yeah.

So I love that you pointed all those out because most women who I see in my office come because they're, they're thinning or they're losing their hair, but no one ever really talks about or thinks it's an issue that like they're having delayed hair growth or that their scalp is sensitive.

And so these are all important factors just showing him Brownell imbalances and showing whether you're, you know, having healthy hair, healthy scalp because that can be an issue with scalp sensitivity.

And it's interesting what you said about the the graying of hair and how that can even so the even that can be sort of slowed down. It sounds like. absolutely. Yeah.

It's the thing is, is I think I mean, here's the thing. It's inevitable, right? It's inevitable we're all going to get older. and you think it's inevitable that you're going to lose your hair, your hair is going to gray.

It's going to get dry ice. It is, but it isn't, I guess is kind of the what I want to give the message here today is that, yes, some of these things are inevitable.

Like we're all going to get old one day. Yes. That's true. and one day we're not going to be here. Right. But there are things you can do that can prolong healthy hair.

There are things you can do right now that can enrich your hair, make it shiny again, delay the graying process, and even restore your hair. So if you've lost a lot of hair, there are ways you can get it back.

This isn't, you know. Well, you know, I'm in my 60s now. I lost my hair. Too bad. So sad. No, it's not too bad. So sad. There are things you can do to help it, And really give you beautiful hair again, so that you can enjoy it, you know, hopefully well into your 80s.

I certainly hope. Yes, exactly. Yeah. It's never too late. I love that you say that because I say that all the time. It's like, sure, it's better. Like I said in the beginning, it's, you know, optimal if you're pre gaming and you're thinking about it in your 30s.

But I have women come into my office sometimes in their 80s, and they've never really addressed any of these hormonal imbalances. And we just start then. Yeah.

And we we see results. It's like it's never too late. So moving on. Our hair journey. you know, let's talk about just a little bit about like, what the heck is hair actually, you know, and how does hair grow?

just some, you know, I want to get some basic. Absolute. Anatomy. So your hair is basically a protein called keratin. So it's a fibrous structure protein.

And keratin makes up your hair and actually is also what makes up your nails. And it is the outer layer of your skin. So keratin keratin keratin, that's really what you have to remember what it is.

so how and what causes your hair to grow? I wish it was very simple, but it's not. I'm going to try simplify as much as I can. It's basically four different phases.

Okay. So there's the antigen phase which is the growing phase. So this is when your follicle actually pushes a new hair fresh out your scalp. Then there's the candidate phase which is a transitionary phase.

So the hair follicle at this point is going to shrink up and your hair will stop growing. But it's already kind of out there if that makes any sense. Then there's the telogen phase.

So it's a resting phase. So your hair is not growing but it's not falling out. So it's already it's formed a full strand and it's just hanging out in your head.

And then there is the oxygen phase. So this is the shedding phase. So this is when a hair will fall out. and during an oxygen phase, believe it or not, you're going to lose 50 to 100 hairs a day.

So these four phases are all totally normal. These are something that your hair will cycle through throughout your lifetime. But I say, but when you do have hormonal imbalance, sometimes what can happen is your hair can get stuck in that oxygen phase.

So the shedding will just keep happening. Right. So you might be beginning menopause or further into that journey. And you notice, like me, and every time I'm getting out of the shower, like I have clumps of hair falling out and it's been months, right.

or, you know, you might wake up in the morning and there's a lot of hairs in your pillow, and you just feel like they keep falling out. Well, it might be because your hair is stuck right now on the oxygen phase.

But have faith you can get it out of that phase. But you really have to focus on getting these hormones balanced again. So that way your hair can flip that switch and get back to the antigen growing phase.

So I have a question. I just want to make sure it because this is when I tell patients I will make sure I'm telling the right thing. Absolutely normal to like every day we lose 50 to 100 hairs.

Or is that just at certain times when we're in an oxygen phase, or is there always some of the hairs are going through oxygen at some point? Correct. So all of your hairs aren't going through the same phase at the same time.

Does that make sense? So you might have a hair stuck, an antigen and a different hair stuck in oxygen. So yes, every day you're going to lose hair. But when several hairs are all kind of locked in that oxygen phase, you're going to be losing a ton.

Okay. And usually what I tell patients is if you're seeing hair kind of like what you said, if you're seeing hair on your pillow or it's clogging the drain, that's probably too much.

But opening something. Yeah, some hair or having some in your brush that's kind of normal. Is that totally okay?

Yes, exactly. So, for example, when I was having my hormonal imbalance that again, this was not menopause, but perimenopause, hormonal issues I was encountering.

it was gobs. Like I would wash my hair and just go like this, and it would be gobs of hair coming out. same thing brushing. Like, I remember I was constantly cleaning out my shower drain.

And like I said, within a few months I just had this massive bald spot on the top of my head. So trust me, you'll know, if it's coming out a lot. And then, of course, use your senses, right?

If you're looking in the mirror and you're moving your hair around and you do see a actual bald spot or very thin area, then it might be a warning sign of, oh man, I really should probably think about addressing this.

So I just I just did it myself. I'm like, so, so I just like, ran my hair through. I don't know if you saw me, but I got like a hair out, so that's normal.

Like, if anyone at home wants to do that, it's normal. Yeah. You know. If you're going like this, like, I just did it and I actually did not lose a hair just now.

Maybe I'm not pulling hard enough, but if you're doing that, a lot is coming out and it's not just like 1 or 2 hairs. and again, you're looking in the mirror and you're noticing, you know, that there is a thin spot in your hairline somewhere.

Then let's talk about trying to do something to remedy that. Gotcha. Okay. So we can all do that hair test right now. And then okay. So moving on because I know we have a lot to cover.

So we know that or at least I know. And I'm sure a lot of you are unfortunately experiencing. But when we start to go through menopause or perimenopause our hair starts to thin.

I like the way you explained it. You know, you're getting stuck in that oxygen, that shedding cycle. And so to you, what are some warnings signs that your estrogen levels are declining.

And then that is a cause of why your hair is starting to thin. Totally. So for me, these were some warning signs that I experienced. And then not only that, I'm very communicative with my my customer base and many women are like, oh my gosh, I noticed this, this and this before my hair started coming out.

Right.

Hair Growth Cycle and Warning Signs

So something you might notice is that your nails are just constantly breaking off and cracking another thing you might notice is that your hair right now is just very dull, brittle and dry.

Your skin, whether it's your face, your arms, your legs, just in general, your skin is just feeling very dry and scaly. and then lastly is just you feel like your scalp is just so itchy and flaky.

So if any of those things are happening, it's definitely a little waving, a little red flag that, hey, your body might be in a mood right now, that your estrogen levels are declining and that you might want to take a look at that.

Okay. That's that, that's really good. Because those things I hear patients thinking about a lot. And you don't always necessarily start to worry like this is a precursor for your hair.

So it's good. I'm always talking about how signs are sacred messengers so that are good. You can kind of use that as a checklist. So I love that. so what do you do for scalp care?

like you kind of talked about. So stress, nutrition, scalp care. Could you talk a little bit about those and then we can

go I want to really because I love this I want to talk about this like the top six nutrient deficiencies and how you put this together.

Yes absolutely. So just kind of a quick recap here. So obviously hormonal fluctuations decreases in estrogen. It's going to basically really you know dampen your physical appearance.

So you're going to notice all these things in the mirror. My skin's dry. My scalp is itchy. My hair is falling out. My nails are breaking I don't feel right. Right.

All these things are signs that your estrogen levels are going down. so what can you do to get them back up? Right. What can you do to soften? the side effects and hopefully get rid of them entirely?

Right. So there's a few things you can do. Number one is nutrition and supplementation. So nutrition meaning hey what are the things that I can eat. So a diet that's very rich in biotin you might may have heard about biotin.

Biotin is actually a nutrient that promotes keratin production. So a diet rich in that rich and vitamin D you also really want to, up your intake of iron and zinc and protein rich foods.

So all of these things are really good to help balance your estrogen. number two, to help specifically with your hair also is scalp care. So, using gentle hair products.

So I know many of us, for convenience, we probably just go to the local drugstore or the grocery store, grab something off the shelf that looks nice. And. Hi, I'm just washing my hair. wrong.

Something I also learned. Unfortunately, many of these products, have a lot of harsh chemicals in them that may artificially make your hair feel softer, but it's not actually giving your hair the nourishment it needs.

So I personally look for something that's organic, natural, paraben free. So definitely think about that. and switching those out for your shampoo and conditioner.

I also prioritize scalp massage, which might sound strange, but honestly, I just do it a couple times a day. I just sit there and massage my scalp. You're going to be increasing blood flow, and when you increase blood flow, it's really helping your hair follicle get nourishment.

It needs throughout the day. So just five minutes a day really sink your sink your hands into your scalp and massage, as well as hair serum. So I actually make my own hair serum.

You can definitely go online and look for them, but those same things to look for natural, organic, paraben free. Look for things rich with coconut oil, rosemary oil, peppermint oil, olive oil all these things are really good for your scalp.

and I personally apply a serum a couple nights a week before bed, right in my hair line. Great for nourishing your follicles and your scalp. And lastly, stress management.

So my personal, hormonal imbalance is triggered from prolonged stress and some nutrient deficiencies. so really prioritizing self-care. So I know it's hard.

I'm sure it is. We're all busy, but even if it's taking ten minutes of a day to just have some quiet time, well, you know, if you're not into meditating, go for a walk, sit there with a cup of tea and read a book like prioritize.

Just giving yourself some quiet time and remove stressors in your life if possible. so those are kind of things I do to help kind of mitigate, you know, your, your hormonal influxes.

but then there's obviously some superior nutrients that I want to share with you today that can really help promote hair growth and, frankly, stop it, and really help you have more graceful aging when it comes to your hair.

And I just want to say, like, I love scalp massage when my, my dream is to go to a massage therapist and like, how many aches or knots in my body so I can just say an hour of scalp massage, please.

Like this. This massage my head. It feels so good. I mean, it's still good. My husband, I'm like, I could be a cat. Like I would just love to someone just pet hair all day.

But you know, it's so funny. Like, I never, ever thought, oh, I should just do it to myself. Like. And I even bought one of those, like, machines that has, like, little fingers and you hold it in and massages your head, and it feels so good.

Yeah, yeah. I should just sit here and, like, self-love, self-care. I'm always about self-love and self-care. So thank you. I'm going to start scalp massaging.

Like, what a nice thing to add to my bedtime routine. Yes it is. It's so relaxing and it's so good for you. So yes, I'm glad. We're all going to rub around scalps. Thank you.

You know, sometimes, like things that are stirring in you in the face, but you just hear it in the right time, in the right way. And I'm like, oh, light bulb.

Okay, I can rub my own stuff and it's going to help my hair. All right. So let's talk about these, these six top superstars, these nutrients that the ladies know about.

Yes, absolutely. So through my personal journey, obviously I've shared a lot of tips and tricks with you, but I found that healing my body from the inside out was obviously the most effective thing that really drove my hair to really come back.

from when I had that bald spot on the top of my head. so what I found through my research is there are these six super power nutrients. So I'm gonna tell them to you today.

Number one is biotin. So I mentioned this earlier. So biotin is the building block of keratin for your hair. in fact, this is a surprising fact. 1 in 3 women with hair loss are found to be low in biotin.

So without biotin, your body cannot produce keratin, which is the main structure of your hair. So biotin super important.

Scalp Care, Nutrition, and Stress Management

that second nutrient is going to be vitamin D3. So whether it's menopause, perimenopause, postpartum, anything that is causing your estrogen levels to drop, vitamin D3 has actually been shown to balance estrogen levels and will also quickly promote new hair growth as a result.

in fact, there are not hundreds of studies from Yale, Johns Hopkins, Harvard that prove if you increase your intake of vitamin D, it will actually result in faster hair growth.

So vitamin D, fantastic. next one. Now the the next two men mentioned are actually oils. You may have heard of them, but you might have not thought about ingesting them.

so pumpkin seed oil. So there actually was a recent study that brought pumpkin seed oil to kind of the forefront of hair health. So participants that were experiencing extreme hair loss were giving a daily dose of pumpkin seed oil, and some were given a placebo.

the result was shocking that those ingesting pumpkin seed oil experienced a 40% increase in hair growth. It's like crazy to me. crazy crazy. and so obviously just with that fact as well, the other studies have just shown a pumpkin seed oil is really helpful in stopping thinning hair.

another oil is called black cumin seed oil. So it has been used actually for hundreds of years. And in the recent

published by the National Library of Medicine, found that there was a 76% reduction in hair loss when a woman took it daily.

So again, ingesting it and not using it topically, the next one is selenium. So your hair actually needs selenium in order to grow. And it actually helps support your thyroid.

So your thyroid is what's considered kind of like your body's hormone balancer. And again, when you're going through these different hormonal drops in your estrogen, selenium is going to help balance that.

So it allows you to, maintain balance and kind of keep things where they need to be so your hair will keep growing. Not to mention it's also an antifungal property.

So if you ingested, it actually helps your scalp keep away dander and keeps your your scalp more moist kind of from the inside out. So it's a really good thing, not just for your estrogen levels, but also for your scalp health, generally speaking.

and last but not least is cinnamon of all things. So it actually has a long track record of supporting hair health. It shows it's actually almost as equally, potent as common hair growth drugs, cinnamon of all things.

Really, really, I always joke with people. I don't know if any of you have ever heard of the cinnamon challenge, but it was popular years ago where people would put, like a tablespoon of dried cinnamon and try to eat it, and it's basically impossible.

Like, you could choke. It's so dry. But the point is, it's actually high doses of cinnamon, help with hair growth. But who's going to take a tablespoon of cinnamon? Right.

Not many of us. but anyway, it can also help with dander and your scalp health as well. From the inside out. so of course, yes. You can go out and buy all these things.

You can buy biotin, you can buy vitamin D, you can go buy all these products and kind of make up your own concoction and take it daily. Of course you can.

but if you're looking for something a little easier that already has all of these amazing ingredients in the perfect proportions, and that's what I'm sharing with you today.

And that is my complete biotin plus, supplement here. And. Yeah. I, I feel really embarrassed because I have an empty box. I just finished it. I can't.

Empty box because I'm almost there. I need to order more. But I was like, I'm going to just eat it live, because what I like, I love, I just learned I did not know that about the cinnamon.

So that's so interesting to me. And these specific oils and what I love is you've got it all in here. It's all natural, it's all good. And it tastes. So it's like, you know, I tend to have a sweet tooth, right?

And so my complete biotin plus that has definitely made changes in my hair and scalp. It's cinnamon roll. And it's like what? I'm going to this castle.

And so yes. It's so tasty. It's like heaven. That's like, okay, I'm having a snack during our interview now. So it. No, it doesn't get any better than, like, healthy, tasty and actually effective.

Absolutely. Yes. And it took many trials for me to kind of get it absolutely right, because, one thing I pride myself in with all the other Bella supplements that I have, is that a I don't want to have any sort of preservatives in there.

I don't want any weird chemicals in there. Like, I want these things to be as natural as possible. I also want them to taste good. Right? I think a lot of products, you know, that are effective, taste terrible, and you don't stick with it for

that reason.

You know what I mean? and I like that. But sugar free. So these products have absolutely no sugar in them whatsoever. They taste absolutely delicious.

and you're getting like a very hefty dose of all these products. So. Or not products of all these nutrients. And I actually back it with a 180 day money back guarantee.

So if you do not experiencing life changing results in your hair in six months, like I will happily give you your money back. most women actually report seeing a difference in as little as 29 days.

So if you are having a thinning spot, if your hair is feeling really dry and falling out, or just breaking off your graying like all these different things, you will experience new growth within 29 days.

And then I give that maximum of six months for like a complete hair restoration process.

Top Nutrients for Hair Growth

but this is again, not only worked for me, I'm a younger person, but thousands of women much older than me have said how much this product has helped them.

restore their hair, improve the quality of their hair, and it's effective. so again, you can absolutely buy these things on their own, but I try to make it easy for you and a product that is backed by a really great guarantee, and that has been proven to work for thousands of other people.

and now I'm sad because my daily dose is done because it's like, all right, well, you get to wake up tomorrow. I get to have some more tomorrow because it is so tasty and it is effective.

And I love that you have such a fabulous, guarantee that, you know, I know your products work, so I, I don't need to be sold, but that, you know, makes someone purchasing really confident. And, and it's not your only product.

You have other products too. you're, you're you're, you're vegan gummies. But like, your products are. I, I love them because they're just like, I'm like, okay, I don't need to eat chocolate, don't need to eat organic dark chocolate.

I'm just going to eat my gummy or I'm going to have my cinnamon roll biotin. I'm going to get healthy benefits. And then you also at the beginning, which like I was like what you said you're going to give, we have a code for everyone and it's distills 40 such as doctor stills 40, distills 40, but you're giving 40% off to anyone at the summit, which is just like, so beyond generous.

You know, I thought you were going to say like that. Still ten, you know, which is still really nice, right? 10% or 15%, but you're getting 40% off. And so I just want to thank you for that, to make it where women can really have this low barrier to entry and get this wonderful discount and try your products and know if they don't work, you guarantee them.

And so it just goes to show you know who you are and what your company's about and what you stand for. And so, I guess they need to know, where to go to use that code.

I, I just like that. I like I like the code, but I don't know where they should go. Yes, absolutely. so you just visit everbella.com. So EVERBELLA.com and it's a very easy website to navigate.

but you'll look for the complete biotin plus product, which is this cute little green box here. I don't know why I'm becoming invisible. yeah. You can go there and learn more about the product.

you know, you can read about there's tons of testimonials on there, and get more information about it. And, of

course, if you're feeling like you want to give it a try, by all means use that wonderful code.

The doctor stills 40 and, you know, try it for 40% off. What do you have to lose, right? Yeah, yeah, you have to not lose your hair, right? Yeah. Well, absolutely.

Yeah. This is so great. So informative. I love, you know, I love like I said, I love sharing the information and I love just getting better educated myself.

And if you can do it well it tastes delicious. That is like a total win win. So thank you. Go check out EverBella.com use DRSTILLS40 Stay tuned after the summit for more information about EverBella from me and yeah, I thank you.

Thank you for thank you for your products. Thank you for your knowledge. And as I was interviewing you, I know that you're only, you know, in your 30s, but I was thinking, I don't know, like when I have, like, my 40th annual summit and you're, you know, in your 60s, I'm like, I think she's going to, like, look the same.

Her hair is still going to look same. Her skin is going to look beautiful. Like I just think, you know, you're on to something here about and you know, you said like, right, we heal from the inside out.

But as women, you know, as men too. I mean, I think it's important to look in the mirror and feel good about what we see. And so. Absolutely. Yeah, absolutely.

it helps heal our and, you know, when we like what we see on the outside, it helps to have more harmony on the inside. So thank you, thank you, thank you, thank you for being here.

And it has. Been an honor. It has been an honor. And again, I appreciate everybody watching. It has been such a pleasure to introduce myself and to just share some information with you all.

and you know, I just I just love what you're doing here. And I think this is just everything you're doing, right? Everyone you're interviewing and all the information you're sharing is just gonna help so many people.

So I am honored to be a part of it. Thank you, thank you, thank you, and thank you, everyone for being here. So go to everbella.com. Use the very generous DRSTILLS40 and we can have like cinnamon roll eating parties together.

You're going to love her. I know that's what's so I that's what's so fun about it is it comes in a little pouch that's perfectly portioned and it's, it's a liquid supplement.

And so I always love like my customers will write into me and be like, oh my gosh, I made the best, like cinnamon latte, because you can put it in anything.

Like, you can put it in your yogurt. Like sometimes I'll squeeze the pouch out on like vanilla yogurt. And it just it's fun because it it actually gels well, like, pun intended into what you're doing daily.

So we can put your coffee, you can put it in your yogurt, you can put it in your oatmeal, you can just eat it right if you want to, just. Like I did. Like you just did it.

It does taste that good. But, like, in fact, I actually have on my website there's some recipe books that you can download. just like fun ways to enjoy the products if you want to get a little adventurous.

But, yeah, really easy to take and very effective. so anyway, I digress. I know I'm going to dinner and I'll meet you on her website. I got to go read the recipes because I use in my latte in the morning.

I never even thought to do that. I'm just like you feeling like screaming let's veg. All right. Thanks to everyone for being. Thank you so much.