Invisible Rules About Age, Love, and Money Transcript

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Welcome to Hotness, the podcast that brings you practical tools to balance your hormones and rekindle connection, confidence, and desire in midlife and beyond.

I'm your host, Dr. Liz Lister. Hotiness is a safe space for honest conversations about menopause, sex, identity, love, loss, reinvention, and desire, because you can embrace your hotness at every age.

Welcome to Hotness, the podcast where hormones, confidence, and desire come back online. My guest today is Matt Gologley, founder of Mavericks Profit System.

I met Matt earlier this year at a medical conference where he came to speak with us, doctors and other practitioners and the audience. His business is helping doctors free themselves from the constraints of the broken medical system as it exists, at least in the US at this point in time.

And we've also become friends and his partner, she's just wonderful. We talk about her. This is a very juicy conversation. You'll get to hear about Matt's previous incarnations and entry into the business world running erectile dysfunction clinics and what he learned from that.

So he's very humorous and also very passionate. Also, we talked about being in mid-life and what does that actually give us? It gives us a huge gift, a big opportunity, especially when we take advantage of everything that exists now to feel our very best at every age.

So, please enjoy a very fun and spicy conversation with Matt Gallogly. Enjoy. Welcome to Hotness. Welcome, Matt Gallogly. I'm so delighted to have you here.

Yeah, I am thrilled, Liz. It's great. back up later in our discussion and talk about how we met, because that's a really fun story. But first I just want to jump in and let's just start really riffing a little bit.

I know that your work really focuses on breaking doctors out of a conditioning. Yes. Is that fair to say? Yes, it's fair say. So I have a book. Yeah, I want hear more about that applies in life.

So the name of my latest book, it's an international bestseller in seven countries. It's called Out of the System. You can see it right behind me over there.

Yep, got my copy right here. What it is, is it a book that what we do is we're showing doctors how to reclaim their purpose, their power, and their passion.

And what I've noticed in working with doctors since 2014 is what has been created is the modern medical plantation. Now the reality is that most people live on their own form of a plantation where they create like this bubble and they don't necessarily, they become slaves to the way they think, the they eat, and the ways that life should be.

And it happens in all kinds of places, right? In our case, what I've noticed is America spends almost three X more than any other country on its healthcare.

And yet we have the 50th worst results. We have some of the highest diabetes rates, highest high blood pressure rates highest cholesterol rates. Highest autism rates high as Asperger rates and nobody really, I shouldn't say nobody, but doctors like you, my clients, doctors at Frank Schellenberg or whatever.

we've started asking why, why is that the case? And I am unbelievably passionate that I believe that health of our society is the greatest crisis more so than budget deficits facing our country because of food supply, because the cost of care, the profits of the insurance companies.

And the insurance companies, pharmaceutical companies the medical industrial complex, they have a job and that is to keep you addicted, keeping you stuck, taking the pills because it helps their return on investment.

Right, it's the model. Yeah, and you know that's why I love working with doctors like you, Liz, that they're just like, wait a minute, there's got to be a better way.

There has to a be better. And I mean, look at us, like I won't reveal how old you are, but I'm 58 years old, right? I am 61, I talk about it a lot. I know, my mother taught me not to reveal the age of a woman.

That was very polite. Your mother, she should be proud. Don't talk politics or religion. So we've got one done, we're going to have to cross the Rubicon and the other two.

So like, you know, You and I are living embodiment of what this can be. If you look at pictures of me from when I was fit 48. I Was fat. It was like 30% body fat mean today I'm 12%. I mean, it's but the point here's my point.

We all get enslaved to some kind of system. Right? We have the power and knowledge and wisdom of providers like you that can help people have better lives.

So that's who I am. Yeah, I love that. And that is why we love each other and work together. Exactly. Say a little bit more about the way that these invisible rules, that kind of the phrase that I'm using for this discussion, affect us as individuals.

As men and women, you know, most of the people listening to this podcast are a lot of women in midlife. I know a lots of men listen to the podcast as well.

But say a little bit more about these invisible rules and conditioning that we experience individually. How we're supposed to live, how we are supposed succeed, make money, even be in relationships.

Yeah, I mean, there's a million of them, a billion of, them I'll give you a great example. So I got started in the medical space by owning a rectal dysfunction clinics.

Yes, so I gave men erections for a living. And I drew that from one. Yeah. The jokes are endless. Um, and we started the clinics in 2014. It was in Charlotte, North Carolina.

I had a doctor who ran the Medical side of it. That was the business person. And we grew that to three locations in 18 months doing about six and a half million dollars a year.

Now that's a lot of erections. And what I noticed was that guys would come into our office and they had tried everything. They had try pills, potions, pumps, and porn, And they couldn't get an erection.

and They were like 50 years old. now I'm 47 at the time. Now granted, my marriage was not very good. And I'm like, you know, so it's not like sex was really happening all that much, but I was, there was a couple of things I noticed.

I notice that these guys were coming in and sometimes they'd bring their wives or something. Like 85% of the clients were monogamous. Everybody thought it was like going to be swingers and things.

It wasn't, it wasn' people who committed heterosexual relationships primarily. Yeah. They would sometimes bring your partner in, and their partner would be crying going, I just want to make love to my husband again.

And that threw me for a loop and I started realizing and started doing the studies that there are four causes of erectile dysfunction. I call them the four horsemen of the ED apocalypse.

And when you look at statistically how many men have erectal dysfunction over the age of 45, the numbers were staggering. So it's high blood pressure medications, high cholesterol medications diabetes medications and

antidepressant medications.

Those are all essentially vasoconstrictors. They reduce blood flow. Well, we want blood to go into the penis in order for it to become erect. And what happened is that began my journey and I started noticing and this was 2014 and i was like a go see the doctor have health insurance guy.

Today I carry catastrophic life insurance and I work with some of the best functional medicine doctors in the world. And my life, my metrics are, I just got my blood results back and they're fricking perfect.

I take zero pharmaceuticals, right? And what I noticed was this, is I started doing the research and started looking at the food we eat, the medications we do, and the process that we have.

Then, Liz, started seeing what society does to women. It made me vomit. violently. It's, you know, it's bad enough. Women don't get the credit that they deserve.

There's not a man in the world that could handle 45 days of being a woman. Let alone giving birth, let alone going through menopause. And, women are the most powerful beings on the planet.

And men try to constantly control them and make them feel like they're not worthy. And what happens is that then when women, like women have unbelievable intuition, something is not right and you go to your OBGYN and they say, just take this, you're depressed, take Lexapro.

Right, they just write you off, right? And that's happening less and less, thank God, because of work like Doctors Like You, and like, you know, PHRT Training Academy, where we met all these beautiful people that are, Dr.

Monk Hyman, Anne Klein, all of these folks. any trauma, I started noticing I don't consider myself a conspiracy theorist. Like I believe we landed on the moon.

I do not believe that 911 was an inside job. And you believe there's aliens, but that's another topic for another day. So statistically, there has to be.

Just I'm like, wait a second. Why? Why are we? why aren't we helping women live their fullness their lives? And I think it's because men are afraid of what happens when a woman lives in her fullness.

I find the most beautiful fricking thing in the world, right? There's nothing sexier to me than a women who lives her fulness. We at Mavericks, I talk about the divine masculine, the feminine and our teachings.

When we work with doctors, we talk these things. Usually men look at business and look At life obviously through the divine masculine and its control and dominion and dominance and all of this and Women are like the Mississippi River.

I lived in Louisiana for five years. Most people don't know this The Mississippi river is a man-made river. It is levied from Memphis down which means that they built these berms so that the mississippi river and All these overflow areas won't overflow its bank, you know won' t flood the farmland And it won't flood New Orleans and all of that.

But the reality is, is the reason why all those at that time plantations were, and I built a golf course right next to the Mississippi River. That's why I was in Louisiana.

Every spring and summer, these would flood and they would have these rich mineral deposits from up north, from the Missouri and the Ohio and everything deposit into the farmland that was Louisiana, they'd have the beautiful bounties.

Well, what's happened is that since 1927, they've started to completely levy the Mississippi River. And so what happens is, that sediment doesn't get to overflow its bank and go into the wetlands.

Well Louisiana is losing 100 sized football fields a day in wetland, sinking. On top of it, because the sediment doesn't have anywhere to go, it goes out the Mississippi and it creates a dead zone that's a 75 mile square deadzone where there's no life because all that sediment is being pushed out.

Well, this is what men try to do to women. We try control you. Women are rivers. They're like the Mississipi River. they're supposed to change course.

There's supposed overflow their banks. Their supposed provide all this beautiful bounty, right? They are not supposed be controlled. If you look at it, men constantly are trying to control women through dams and all of these things when women are designed to be free and flow.

And I look what we've done to women medically, how we tell you that you're crazy with your menopause, all this. All of that is designed for men trying control because we're scared of what women can be.

How about that? How about that? How bout we're going to end up doing an entire other episode where we are going talk just about. I know, I love that. And I interviewed a wonderful Daoist sexologist and she talked about just how our bodies have peaks and valleys and flow and all these features.

So I absolutely love it. The men of the sun, we get up at the same time every day. We go to bed at same every time. It changes 30 seconds every front and back.

Women are the moon. You wax, you wane, sometimes you rise, sometime you're already up in the sky when the Sun sets. Sometimes you come up on the morning.

Like women are constantly changing. And all we try to do is try and control women and make them like men. when men have fucked up the world for the last 6,000 years, why don't we give the chicks a chance?

Maybe that's the bumper sticker. Give chicks the chance. That is truly an entire other conversation. I know, so I love this conversation, how do most doctors respond when you start to bring these ideas up when your working with doctors?

Because I was raised by two doctors, my dad is a retired neurologist, and my mom is retired pediatrician. So you can imagine My mom's a little more open to a lot of the things that I talk about.

My dad, if it's not in the New England Journal of Medicine, it is not real. How does that go over when you're meeting doctors and you are talking about all these things?

Or do you wait until they are working with you already? Oh no, we wait till they're working before I start talking. Okay, all right. Until they sign up.

I got it. You gotta remember, even people that come to me, they are done in some way, shape, or form with the industrialized medical complex. We're not at the orthopedic society, whatever, that takes up the Moscone Center in San Francisco.

where every orthopedic surgeons walk around in cacti pants and blue blazers right it's like a bro conference right we we've done that but and i've spoken at those events but we usually are at the regenerative events or the biologic events the bioidentical hormone events be chapter training academy symposium of the sea a4m so we're dealing with.

Doctors and peas all of that that are already They have one foot out the door. They're completely out of the system So when they come they have an awareness minimum they haven't awareness that the System is broken and they want an alternative, right?

We want to know turn When they come to me, or they came to us I should say at Mavericks, their journey is beginning. And so then when I share these things and teachings, and you've been in the room, I'll share some

controversial stuff like when it did the origin code.

You know, it's funny, the people in room that go, this is stupid, why are we talking about this? Those are the ones that need the information the most.

Right, of course. Then you always have people that are like, oh my God, that's the greatest stuff in world. That's just, by the way, just the artists.

I'm an artist, right? What I do is art. And it's just, you know, I don't create my stuff for my clients per se. I create it for me. It's always something that we generally use in our company first and then we release.

So my art, my business frameworks, what we teach is always created for first. But it is a breakthrough that I've had. And the Divine Feminine, the divine masculine was a breakthrough that I had about a year ago and I have a meltdown in the courtyard of Christine's house and she's my girlfriend and partner.

And I was visiting, you know, we were, I wasn't Arizona. She was in LA at the time. I got up and this download came and that's how things come to me. It really made me realize like just from money, like if you treat, most dudes treat money like a dude.

But if you treat money like a woman, like your lover, your partner, or your romantic interest, when you're first dating, right? The first nine months when everything's fucking amazing, the first 18 months before the hormones drop and the dopamine drops.

You're buying flowers and you are the most amazing person in my life and all of that. Money is just like that, it wants to be honored, It wants be consulted with, revered, and reverence.

it wants fearlessness so that you can have sovereignty, like all of these things come into play. And so just answer your question. Yes, we talked about it, but only when they come in, after they've been with us for a while, because it's a pretty heavy topic that, you could imagine, Liz.

It's big. I want to use the last thing you just said as a take us back into my area that I love to talk about and focus on, which has to do with midlife.

And you've had your own experience with a marriage that ended, that was, am I correct in assuming that mid-life was an aspect of that? So I'll put that out there and I will also say based on what you just said, I feel that, of course, lots of hormonal changes, but a lot of time it allows women to have that kind of awakening.

to her own divine self, that feminine essence or feminine power. A lot of people say it a lot in different ways, but I would like to hear from you as a man in your not distant experience with women in midlife and how you think that that impacts us.

Yeah, for the record, I've been married and divorced twice. So I think the Latin is caveat to simple tour buyer beware. Anyway, or I always say you're an optimist.

But okay, go ahead. I am an optimistic. And maybe you should listen to me when it comes to marriage, because I know it doesn't work. But we got married in 1992 and back then it was kind of the bridge between like, you know, her mom stayed at home or dad worked.

That was kinda what we were going for. And, we fell into that common trap. I think that happens is it just died. And we just thought that's just what it was.

And that life now became, you know, Boy Scout meetings and horseback, horse riding conference events and big sales at the church. Yeah. We weren't given tools.

I remember when I started the ED clinics when was 47 and I start hormone replacement therapy and my then wife

was an ER nurse and she was adequately against it.

Right? Oh no. Yeah. And I did it anyway. Um, and we wound up getting divorced when I was 50 and then I rushed into another marriage, another relationship too soon and that it did not work.

So here's what I have learned. Here's, what have I learned men by and large in my generation, I as born in 67, they generally still do not understand the plight of women.

They just shrug their shoulder and go, well, that's just what it is. And I'm sorry that I don't remember the question completely, so I may need you to re-center me here.

The thing that have seen in this, I am the anomaly. I still in touch with all my college buddies. There's a group of 25 of us. We text just about every day.

Stupid stuff, right? College football crap. Saturday on college football day is insane. And then regular football is just the usual boy buffoonery, you know, but all of them are getting their hips replaced or 50 pounds overweight.

They're losing their hair and they're all like, and you Know, Christine is younger than I am. Like, yeah, I know. And they were like they all call me Maddie.

I like Maddy. What are you doing? I'm like guys, look at me. You know there's more to life guys than retiring to Florida. There's life to me, life-to-me begins at 50. Ooh, I love that.

You're 61, right? Yes, yes. We're going to be hanging out together next week, we've hung out on the cruise ship. I know we're gonna have a blast, because I might be 58, you might the 61. But we have the wisdom of our ages, but we had the cellular age of a 30. And it's the best.

It is the absolute greatest thing in the world. It really is. I mean, Christine, my girlfriend's 30 years old, like some of her friends are 35 40. It's I don't look at it that way.

It's supposed to be fun. It supposed that we have more money now. We don't have kids tethering us down. Right? We can fly off the moment's notice. Now I'm not a burning man.

But you know, because a lot of people are I know where I live, we see them all the time. I don' I hate that phrase, youth is wasted on the young. Youth is waste on us.

Yes, we get to feel that vigor and that energy that's accessible to us and the conditioning like we were talking about earlier is that it goes away, it necessarily goes way and we necessarily have to accept it and you and I know that that is not true.

I take good care of my body, but it's mostly because of the peptides and what I've been doing. I mean, it sounds like I'm in the gym every day. Like I do most of our workouts at home.

They're like air squats, pushups, and like crunches or, you know, core stuff. Right. All the things, all the thing. That's absolutely right. Yeah. I wanted to talk a little bit about how we met.

As you've mentioned, it was a medical conference on a cruise ship. And besides being so much fun, we were assigned to the same table for the dinners. So that was just such an amazing coincidence.

We just went straight into deep topics. Is that what they call kismet? Is it kizmit? Yeah, I think so. I think that's a good word for it. And so I actually wanted to ask you to say a little bit more because I know that you and Christine don't see the world exactly the same way, but you have, I'm gonna say maybe a balance between you.

So I just wanted ask to you comment a bit, you know, when people come together that maybe see things differently, what you've each learned from each other, if you could share a Yeah, this is great because, and you

and I have talked about this, but this great.

You know, Christine, for those, she's 30 years old, right? She's an actress in LA. And I grew up in, you know I spent the last 23 years in Charlotte, North Carolina, going to a non-denominational church.

So I'll let you kind of fill in the gaps from there, okay? But I think the first thing is, is that, look, we, like any other couple, have different opinions on some things, We're probably have differing opinions on a lot of things.

Here's what I've learned in my age and wisdom. The whole purpose of politics and religion is to drive us apart. It's not to bring us together. OK. And so once you understand that the media's job, the Media has a job and that is profit.

They're all owned by Wall Street and they make a ton of money on advertising. How do you make money and advertising? You have to have a villain. Yes. So when I had the ED clinics, we spent a lot of money and we advertise on Rush Limbaugh.

Okay. Now I made a fortune off of Rush. Okay. I also advertised back in the day in The newspaper and the sports page. Now the interesting thing is, you want to know, so most people are like, that's horrible.

You were giving money to Rush Limbaugh. They were supporting conservative views. And I said, yeah, do you wanna know what the second largest listenership is on Rush was on rush limba.

Hardcore Democrats. Because they would listen in to get, yes, they'd listen and they get so pissed off. Oh, Jesus. Okay, so I actually for a while worked in the political field writing sales copy.

You know, fundraising letters, you know. Hillary Clinton or whatever. John McCain, this is before Trump was on the scene. Yeah. I wrote for both sides.

And they have an unlimited amount of money and their entire job is to at each other's throats. Now, when I can actually spend time with someone and I always say, are you open to hearing a different viewpoint on something?

Most people say yes, okay? And what I find, and by the way, I have friends on both sides of the aisle, I have friends that are hardcore democratic socialists and I had people that our hardcore right wing fucking get the food and put it in the storage unit and get your AK-47.

Like I've friends, I'm, all across the spectrum. Okay. Yes. Religiously, politically, I have Mormon friends Jewish friends. You name it. Mormon Friends.

And what I notice is that the person in Abilene, Texas, who has the pickup truck and the gun rack and works at the Air Force base, wants the exact same thing as the transgender person, in West Hollywood.

They want to be left alone and they want live their life. Now, most of them really don't give a shit about the other person. is what I find, because by the way, I have transgender friends.

I friends that are transitioning, and I had friends of mine that live in West Texas and have gun racks and Trump signs, okay? And I've been to bars, line dancing, And everything in between.

And so what i realize is that my job is to bring love. Love is the core of everything that we do. We have four values. Love Is the Core of What We Do and unconditional love.

People always say, oh, you just have to have unconditional Love. You cannot have Unconditional Love for your enemy until you have unconditional love for yourself.

Most people do not have conditional love For themselves because of their traumas in life and they don't even know what 90% of Their traumAs were. And so we Do a lot of work with our clients and with Our friends to help

them break into those traumAS because that's where real Breakthrough comes through.

Now, I certainly have had my moments, right? I've had moments in life where I have been dogmatic and hardcore belief on who should win the presidency and who be in control, and it's been both sides of the aisle throughout my life.

But here's what I learned in studying the writings of Jesus. I'm not a Christian, but Jesus is my homeboy. And that is love. So, when we have unconditional love, then we don't really need to argue or prove our point.

And I just, you know, Liz, and I have different views and things. OK, great. But that doesn't I don't love you any less. I love when your views like people want to cancel people.

Oh, I can't hang out with you because you said this. And I'm like, wow, that's, yeah, it's really sad. Like somebody found out I listened to Joe Rogan.

How could you listen to him? He's a, you know, he's misogynistic. I like. Okay. Are you open to hearing different viewpoint? No, I can't talk to you anymore.

That changes. Right. So like I, like for me, not political. What I am is I have a different view of the world in that If we let them will become pawns and then we'll become angry and the more get cancer and I don't want to be angry.

And I want cancer. So there you go. I think that's amazing and we will absolutely pursue that another time. Oh yeah. We're going to have more about that.

Let me. Lots of work conversations, a lot more conversations going on, please. and i am so delighted to. Be in your. business mastery program, really the first mastermind that I've been in, for sure the most valuable.

I have to think of a moment if I'd ever been on one before, but no question, unquestionably the valuable, so I know you work primarily with doctors, you also have a podcast, as you mentioned at the very beginning, called Out of the System.

So if people want to learn more about you and your work, where should they go? They can check us out on Spotify and it's out of the system. The logo is purple.

It's got a microphone on it. There's some really, we interview doctors. Liz will be on next week. We interview leaders in the industry so you can hear some different viewpoints.

And we interviewed people like Mike Zeller talking about, We do a lot of work with the work of psychedelics and psychedelic therapy. we've sent probably 40 plus doctors and are creating a separate entity company for that.

And so you can hear that interview. I have a great interview with my friend, Brandon Boyd, who talks about the divine feminine. We jump in right off the bat, first 30 minutes.

That conversation was not expecting that, you know, it's a blast. And then we have great conversations with Ash Goyal or Tracy Gapin, leaders in the medical field and just how they see medicine and the human body.

So there's all kinds of different things on there. It is geared more towards a medical feel, but there is an underpinning of anybody that wants to get out of an abusive system.

Excellent. I love that because, yeah, gaining freedom. And that is also really at the heart of what I do. The reason I want women to feel great at every age is because I wanted them to experience the freedom that comes from that.

So again, as I've said many times, we could talk for a very, very long time, so we'll have to pick it up a different time. But let me wrap us up with a question that I ask each of my guests.

And that is one thing that you personally do to reconnect to your own hotness. Ooh. Well, aside from constantly looking myself in the mirror and saying, god damn, you're hot.

What do I do reconnect? Balance. What do I do to reconnect to my hotness? You know, I've never been asked that question. So this is going to be this a little bit of a loop.

I mean, do a lot of things. You know, I had a couple drinks. But I would say, but I think my energy and my fearlessness of a room and reference for the room, and for people in that room.

I thing the energetic component for me is how I connect to my hotness. Because I believe that's, you can walk into a new room take command of the new and take the meaning of room not in the evil way, right?

But like in a way of like I'm bringing my love and presence into this room so that what I do. Yeah, sounds pretty hot to me. Okay, there you go. Thank you so much.

You know, so there ya go! Okay I haven't seen that yet, but you know we'll work on that one. We'll ask Christine about that. She doesn't care. I know she wouldn't.

Yeah she'd take it off, take off her shirt too. All right, that could get very interesting. Yeah, I know. Thank you so much. People will be like, what are they talking about?

I don't know, where did this conversation go? Well, thank you again for being on Hotness. I value you and our relationship and work together and I really appreciate you.

You got it. Thanks for having me on, Liz. And thanks for all the great work that you're doing and helping women. You know, all it takes is just, All you gotta do is help the women in your village, right?

Before you know it, we got a million villages fixed and our country is transformed. Wonderful. Thank you. I love it! Thank You. As a gift for listening, go to drlizmd.com forward slash hotness for your free midlife guide filled with powerful support for you mind, body, and soul because you can embrace your hotnes at every age.