Epigenetics and stress response

Epigenetic patterns express themselves as elevated baseline cortisol, altered autonomic nervous system balance, and emotional predictability. So you can understand your lineage and still live inside its chemistry.

So what do we do? How do we change it? The change requires that we interrupt the stress response. We have to create elevated emotional states and we have to recondition the nervous system daily.

We have to create new signals which will equal new gene expressions. The body updates when the environment changes and your internal emotional state counts as an environment.

You didn't build your clinic to feel like an employee in your own business. I'm Matthew Kulowgli and on Out of the System, hosted by Doctor Talks, we challenge the broken rules holding healthcare entrepreneurs back.

hear from clinic owners, rebels, and builders who are creating bold, profitable patient center practices and doing it their way. I've been in the personal development space teaching, attending events.

Basically, I read the first transformative book that I read was at the age of 19 years old, and I read a book called The Championship Season by Lou Holtz about Notre Dame winning their national championship.

And that book really changed my life. Yeah, great book. If you've read it, it's fantastic. I still have it. I have a signed copy from Lou Holtz. But ever since I was 19 years old, I have been And even earlier than that, pretty much when I was like 14 or 15 years old and I was trying to figure out how to play better golf, because I could always hit it well in the driving range, but I had a difficult time of translating that to the golf course.

And so I always was reading books and I've been fascinated with the mental side of life in the game. Why is it that some people accomplish great things in a mother's struggle?

You know, I'm giving you kind of bits and pieces, the most important parts so that you can take this and start to apply this. And the thing that has always fascinated me, the thing that it took me forever to get my head around, is why is it that people always repeat patterns?

Introducing the podcast and personal background

I have been coaching entrepreneurs since 2002 or 2003. And you'll always see, you see sometimes where an entrepreneur will have some success, they'll go up and then they come right back down.

And then they are like, woe is me, right? It is, you see some situations where somebody has success and they plateau and they keep going up. You see that, but overall, I can't tell you the number of times I've worked with people over the years and they have some success.

And they, they don't, they can't sustain it. Or people go, well, I've been in a couple of different coaching programs and none of it worked. Maybe yours will work.

And really what it is, it's a function of biology and life experiences. Okay. So here is, here is the thing that I want to just remind everybody. Here's your life.

Okay. Here you are. Okay. And what happens is that everyone winds up reliving. They're passed. 90% of what you do every single day will make his legs a little bit longer so he doesn't look like, you know, he got chopped off at the knees like to lose the track.

What happens is that everybody's like, I'm going to have a better future. I'm going to have a better future. I'm going to have a better future. I'm going to have a better future.

I'm going to manifest. I'm going to think positive. But the reality is, is this past right here, yesterday, this chemical, this is a, this is a neurological chemical that exists in every single one of us.

And what happens is that we replay 90% of what happens here comes from in the future and the present. I'll just put present right here. 90% is what happened in the past.

We repeat the same thing over and over again, and it's a neurological chemical that goes on, okay? The reason why I talk about this every single time is I want you to understand what you are up against, okay?

Here is what science tells us. So here is the reality. There are there are different brain waves. Okay, so Delta at the very very top Don't pay attention to these Delta.

This is a higher higher level of Delta Okay, but at this very very I'm sorry Delta's down here. I apologize at the very very top in this purple right here These are the gamma waves.

This is where people spend the bulk of their time Okay now to give you an idea in this This is where logic and reasoning exist Okay now what happens is that our areas of Delta which is over here on the left in the green and and Theta Theta waves these are the areas where we can actually start to reprogram or Program the subconscious mind our subconscious mind drives everything and here's the amazing thing From zero to two, so like Aaron's child right now, spends the bulk, if not all of their time in delta waves, okay?

Which is why they eat and sleep and poop and then eat and sleep and poop and then eat and sleep and poop. Delta waves are where you sleep, okay? If you wanna be able to sleep better, one of the things that I always tell people is play binaural beats delta waves.

I play it every single night. My sleep scores have improved dramatically, okay? So then the years two through six are the theta waves. Okay. So by the time a child is six to seven years old, everything has basically already been programmed inside of them.

Money doesn't grow in trees. Who do you think you are? You're just like me. God is mad at you. Whatever. Okay. Whatever those things are, those are programmed before you have any opportunity to decide whether or not that's something that you want to have.

Why people repeat patterns

So up until the age of six or seven every single one of us were operating in Delta and Theta waves Which is when you meditate and you go into the goal is when you go into meditation Is that you go into Delta and Theta waves you go into a life awake?

Dream state which is really kind of what happens with when you're in Delta and Theta waves that kind of it is scientifically what happens And what happens is that you can start to reprogram the mind.

Okay. Now we're going to talk about reprogramming the mind and getting rid of this past to create a bigger and brighter future. Okay. So what happens is that then once you start to get six to 12, you start going into alpha waves.

So alpha waves, theta waves and delta waves. Those are the waves of what are known as the subconscious mind. By the time you reach 12 years old. If it hasn't already been installed in you by the age of six or seven, it is firmly implanted inside of you.

Okay. So I want everybody to understand what is happening is that you are fighting a significant uphill battle. This is why at the beginning of the year, everybody goes, I'm going to lose 15 pounds.

Like a friend of mine actually posted Carrie Wilkerson. She's really funny. And she goes, this is the first time in 56 years that I have not made a new year's resolution to lose 15 pounds.

she goes, I figure I'm just not going to do it. So I'm just going to give up already and start eating cake. Okay. Now she's like incredibly fit, right?

It's kind of tongue in cheek statement. But this is why on Sunday, I believe it's January 18th is the official day where like 95, 99% of people have given up on their New Year's resolution.

It's not that they don't have willpower. It's not that they don't have determinations. It's not even that they don't want to accomplish it. It's that their chemical biology is preventing them from doing it and they don't even realize it.

There is a program that is constantly playing in the back of every single one of our heads every single day that is drawing us back to the past. Because what?

Because that's where comfort is. This is why, I'm telling you right now, our biggest challenge in working with, Dean will tell you this, I'll tell you this, our biggest challenge that we deal with in helping you make this transformation isn't the packages, isn't the pricing, it isn't any of that.

It's the biology of what was installed in you before the age of seven and 12. Okay. Now it is rare that you have somebody that has done a tremendous amount of work.

Dean is a classic example of that. Dean has done an unbelievable amount of work, but even he will tell you in his twenties and thirties up until when he really started dealing with this, there was a lot of repeating chemistry biology that was happening over and over and over again.

Right, Dean? And I'm putting you on the spot, Dean. So I don't know if you want to make any comment about that. It is true. What? But even my more evolved, mature, developed self, you can continue even at the age of 52, see this at play.

And so wherever we are in life, there's something for what you're teaching right now to get to a place that really helps us step into our full potential.

So keep talking. Yep. So I'll give you an example, share specific stories. I'll just talk generally in our team and in our very close friends and associates.

I don't, I don't do this with clients, but we definitely will do this with team members. And we definitely do this with very, very, very close friends.

I've had, I've done this with a couple of my close dear friends. I'll have them come to my house. And what we do is we actually will take them through and we, I can see when people are stuck.

Okay. I literally can see when they are completely stuck in the repeating over and over again. Now, if you ask people, where are you stuck? They'll be like, I'm fine.

I'm good. Everything's great. Yeah. Everything's fantastic. And invariably as we take them through this four to five hour process here in the house, and we, we have a whole methodology that we take them through invariably at the two and a half to three hour mark.

They will remember something from the age of four years old or seven years old that is still playing and preventing them from making movement in a positive way.

And they didn't even know that it existed. I knew this because I discovered it myself. And I'm like, oh, and then I when I work with teammates, people on our team, We did this with Heather and Heather came out to LA and spent a weekend with Christine and I.

And so we like, we're going to get you cleared. There's something inside of you. And she's like, everything's good. Everything's good. And then, bam, at the three hour mark, she said something and go, that's it.

And she had been told something when she was very young that she constantly was repeating and we cleared it, right? Like we took her through a meditative process to like reframe, not reframe it, but to create a new picture, picture and an image of her future self and what that would look like and feel like.

And instantaneously it can disappear. Okay. So the thing that you also have to understand is very much up at the top, right up here. You see this area, this high gamma waves, the 500 to 100 cycles per second, that is high stress.

You know, what's fun, Dean, is I always get something that throws me for a loop. It's always fun. And yet you always seem to overcome it. Yes, I always do.

So here's what I want you to understand about gamma waves. And these very high, low cycle, the high beta waves, the low gamma waves, these are stressed in cortisol responses.

So when you operate and you have stress operating in your life, what happens, and you all understand this, there is an epigenetic response that is going on.

You have high cortisol spikes, which causes your body to do what? Hyperfocus. Now think about this. You all did rotations in the ER. I will say most of you did rotations in the ER.

Some of you are recovering ER doctors. But you get this focus when all of a sudden something comes in and the course all hits and all of a sudden you just go zero your laser focus.

Well, what that is, is that's a fight or flight response mechanism. And what that does is it actually prevents you from learning. You just go into fight or flight.

Let me give you an example of this. Okay. What happens is that when you go into, when your analytical mind, the conscious mind, which is at the very top, the beta, the gamma waves, brain waves, when those hit, you move into a very quick analytical mind, which as your analytical mind goes up, reduces your ability for suggestibility.

Suggest ability only exists when your analytical mind surrenders when your analytical mind. Here's your analytical mind.

Brain waves, subconscious programming, and early conditioning

Okay, and Your subconscious mind is where all your habits and your behaviors exist So if you have unknown things that are running in your background unknown programs that are running in your computer That create fight-or-flight responses You can never be in a place where you can be open to suggestibility, okay?

And what is I'm reading this, I was preparing for this this morning and I was going, you know, I have my preparation processes. I wind up with a bunch of crap on the walls and things like that.

And I just keep putting things up there and then like literally in the span of like 30 minutes, I'll put everything together. Okay. And usually the closer to the deadline, the faster it comes together, but I'm going through this.

And one of the things that my old self always had as I was incredibly defensive. When you have high analytical mind and you're having high cortisol releases, you're at the gamma waves, the beta waves, the very, very high level of those waves.

What happens is that your suggestibility decreases dramatically. And I spent so much time of my life up until I'm gonna say probably early 50s in a constant high level beta and gamma level.

that the cortisol releases were through the roof. That's one of the reasons why at age 47, my testosterone level was

at 92. Today, my testosterone levels at like 900. Okay, through a lot of obviously three injections and a bunch of other things.

And so what happens is that a lot of you, when you get into stress, and I want you to really understand this. When, when things get tight for you, when you're making this transition and you all are going to have periods when things get really tough.

Okay. You can't avoid it. This is why you have Dean. This is why we have these group calls. This is why we have the masterminds. That's why you have a community.

The worst thing, the absolute worst thing you can do is zero in your focus because you start to operate from an analytical mind. and you don't open yourself up to suggestibility.

And how you open up yourself to suggestibility is that you get your brain into theta, alpha, theta, and delta waves, okay? When your brain waves go down, when they go lower to the theta, alpha, theta, and delta, you move more and more to a trance level, your analytical mind decreases, okay?

And your suggestibility goes up. If you go into the high beta and gamma levels, your ability to go into trance goes down, your brain waves go up, your analytical mind goes up, and your suggestibility goes down.

What do we do with this? Okay. So this creates a bit of a conundrum. Okay. Because all of your training has been when the shit hits the fan, get laser focused.

I know this because I've done this. Okay. And I've had periods of my life when things got when the shit hit the fan and I was like, I'm going to get really laser focused.

But what happens is that your creativity goes out the window and the creativity is actually what opens up the opportunity for you to be able to solve the problem.

So one of our clients, Dr. Rodney McGee, we did a human design on him and he's one of those rare people that when things get really intense. He slows down.

He actually goes into a state where he like, he's like, everything slows down. I can see the total field. I don't, I see all the options and all the opportunities and I can calmly direct and I can hear everything that's going on.

These are. We used to think that these people are rare. This is actually something you can learn. And this is an incredibly important skill for you to have when it comes to being owning a business and succeeding in this stuff.

Okay. So, but we have to understand that there are a lot of things that are moving against us. Okay. Now, what I'm going to do is I'm going to I'm going to share with you an oversight overview of a book that given to me by Mike Zeller, and he recommended that I read it and I read it.

So one of those things that I was like, oh, God, as soon as he gave it to me, I was like, oh, shit. OK, all right. And I trust Mike empirically and emphatically.

So like, yeah, what if Mike if Mike gives me something to read that I read it? OK, now the book and I've got notes that I'm reading over here, there's two books that I highly recommend you all read is Your Body Keeps a Score.

Okay. The other one is it didn't start with you. Now, let me give you a little bit of background on the book. It didn't start with you as written by Mark Wolman.

W-O-L-Y-N-N. And the link to the book is in the Mighty Networks as one of my favorite books. And he tells this story of this client who comes in. And the basic concept is that he uses this a lot.

He wound up working a lot with clients in New York that had Holocaust ancestry. And what they discovered is that

sometimes we carry emotional fear, panic, and bodily or bodily reactions that don't match our current life because the origin isn't ours.

It's inherited. Okay. And so he tells this opening Holocaust story and he says he describes working with a client who was in an intense fear and terror responses that was irrational to her present day life.

Okay. And she was having overwhelming sensations of panic, dread, unsafe in the world feelings, almost like she is reliving something. And what they did is they, after a while he goes, let's explore your family history.

And what they do is they uncover that an ancestor or a close family line survived the Holocaust. And the client's symptoms strongly matched the emotional reality of that experience.

Hiding, being hunted, fear of capture, starvation level threat, all of it. Now the client isn't remembering the Holocaust like a normal memory. She's reacting as if it's happening now, even though she never lived it.

She's living in Manhattan. This was like in the 80s or whatever it was. And here's the other fascinating thing. The relative who experienced this, this client was experiencing it at the exact same age as that relative was experiencing it in real life.

Okay? The nervous system, your nervous system is running a survival program. Okay. It belongs to the family history. So family history can have a big impact.

Now we'll talk a little bit about the biology of this in just a minute. Okay. So really what's happening is you may be responding to a past danger that happened to someone you love generations ago, as if it's your danger today.

Now we'll talk about how this can be. Okay. I'm not telling you that you've inherited, and Wolman is not either, that you inherited your ancestors' memories.

What Wolman's research has told us is that you may have inherited the emotional physiology, the threat response, the hypervigilance, the guilt, the grief, the terror, and the beliefs like, it's not safe, if I relax I'll die, I must stay ready, something terrible is about to happen.

And your body treats that as truth. Okay? This becomes incredibly fascinating to me. I've actually done this with my family. I laid out both my mother's side of the family and my father's side of the family to understand why some of the things happen at particular ages to some of the men.

I can lay out the family and see all these things that happen. And it's very it's fascinating. But what's more important, I wanted to dive into more of the science of this.

OK, so the core scientific issue that's going on here is that intergenerational trauma does not mean that the memories are passed down. It means the biological instructions about stress, safety and adaptation are passed down.

they are specifically passed down through epigenetic markers, nervous system calibration, and hormonal environments during development. Okay? Now, all of you know this is that when a woman is born, she is born with all the eggs she will ever have.

So that means Okay, when your grandmother was pregnant with your mother, your mother already contained the eggs that would become you. That means at some moment in time, three generations existed in one body.

That means that when the grandmother is pregnant, inside her womb is the fetus your mother is developing. Inside that fetus are immature egg cells and those egg cells later mature and become you.

Stress, cortisol, and reduced suggestibility

So any stress chemistry present in your grandmother, cortisol, adrenaline, inflammatory cytokines, can influence how those eggs are epigenetically marked, how stress response genes are expressed or silenced.

And this is not theory, this is developmental biology, and he goes into it in depth, in depth, and it didn't start with you, because it's the whole promise, the whole premise.

Now this begs then what actually gets passed down scientifically? And I'm going to be really specific on this. What is not passed down are memories, stories, emotions as experiences, trauma events themselves.

What is passed down is stress sensitivity, threat detection thresholds, baseline nervous system tone, things like that, and then gene expression settings.

And this happens through the epigenetics. Now, I'm not gonna explain epigenetics to you all because you all understand what it is, but stress doesn't change the genes.

What it does is it changes which genes turn on, which genes stay quiet, and how easily stress responses activate, okay? Now again, I'm not going to try and teach you all epigenetics.

You have way more in this and I would just make a fool of myself. But under high stress, the body says we live in a dangerous world, prepare the next generation.

It is the fight or flight response mechanism that goes on in our brain, the crocodile brain, to make sure that the human species continues to live. So if your grandmother was dealing with a tremendous amount of stress, maybe she was young and she was pregnant and she wasn't married or something like that, or they didn't have any money and she was hungry and starving and she didn't know what they were gonna have, that stress marker is passed down not to your mother, but it went into her eggs as well, which means that it resides in you.

This is fascinating to me, okay? And the reason why this is fascinating is, and I'll speak to my own life, It's why if I go back and I look at the history of my life and I look at the arc, okay, there was a period of time as an entrepreneur or my businesses would get to a certain level, they would cap and then they would fall off and they would get to a certain level and they would cap and they would fall off.

Well, there's a lot of history of that that exists within my family. Okay. And a lot of that was going on during pregnancy time. I'm not going to go on all the details.

Like I've laid this whole thing out. I've spent freaking weeks diving into this and then went, Oh, now I get it. And then we got rid of it. Okay. So. This, you know, like these fast fighter flight activations or stronger stress hormone responses, they're great if you're if you're in war, but they're terrible for the modern life.

OK, so here's a couple of things that I want you to start to consider. OK, where does your body overreact to non-threatening situations? What stress response responses feel automatic rather than intentional?

And again, we'll have the transcript for you to go through all of this, OK? Okay? And how does your baseline state shape your decisions? Once I realized this, once in the last year, once I realized that I grew up in an unbelievably chaotic environment in the household, that I never knew what I was going to get out of my mother.

And when my father was alive, it was still pretty chaotic. And then I had that situation at the age of 13 where instantaneously everything that I had known was completely grabbed and just taken away from me with the death of my father.

and I created and I lived in that environment. I understand now why I would Respond and lead the way that I did. Okay. Now the cool thing is is that you can reprogram all of this You don't have to succumb to it But you once you can recognize it and you know, look you don't have to do a deep dive like I've done Okay, like I'm one of those rare people that when I want to dive into something like I go on Dean will tell you all the time Like there is one gear there is two gears.

No, yes or no, right? That's it. There is no in-between for me right Dean so Okay. So when I decided to fix this, I went and all that and like, you know, read all the stuff and figured out now we got to teach it.

Okay, so paternal trauma can also be transmitted primarily through sperm epigenetics. However, the grandmother, mother, daughter is the clearest biological line and it involves direct exposure during egg formation.

This is why things like anxiety, hyper-responsibility, over-attainment, fear of instability often show up without clear personal origin. You can have a person, this is why I have a friend of mine, he adopted Two children from Romania got them when they were like four and six They have basically been completely abandoned like like living in these like these metal like cribs, right?

And he said, you know, they had a great house He gave him everything they could possibly have and he goes they had they've had all these issues in their 20s and 30s Well because all their hard wiring of what they learned was everything in the before the ages of four and six.

Okay Okay. So what why is this? So being aware about this and this is where we're gonna get into the application of this There's a reason why the awareness of this isn't enough.

You can know the cause and still be controlled by the chemistry because the chemistry is running constantly. Okay, every single day. And check yourself.

When you have stressful things, look at how you're responding. And you'll start to see this pattern. And then you'll start to maybe recognize the pattern like, I responded a lot like the way my mother did.

My mom would just fucking fly off the handle. Epigenetic patterns express themselves as elevated baseline cortisol, altered autonomic nervous system balance, and emotional predictability.

So you can understand your lineage and still live inside its chemistry. So what do we do? How do we change it? The change requires that we interrupt the stress response.

We have to create elevated emotional states and we have to recondition the nervous system daily. We have to create new signals which will equal new gene expressions.

The body updates when the environment changes and your internal emotional state counts as an environment. This is why, if you've ever watched Tony Robbins, he says when you're feeling down, change your state.

When you're feeling stressed, change your state. He spends a lot of time talking about changing your state. Now, he has you jump up and down, he has you dance, he has you do all these things, right?

And those are great. I'm going to suggest a different way to add to that process, okay? And the thing you have to realize is the trauma you learned all those things you learned before the age of seven or were downloaded into you at birth okay through your DNA these create excess importance about survival and the importance doesn't disappear when the danger doesn't when the danger passes what happens is that over time and you'll see this with people like I used to be an unbelievable control freak.

Well, of course I was a control freak. I used to get like to the airport, like Uber early and like all this stuff. Right. And I did all of these things because what was I trying to do?

I was trying to control. Right. I had over control, hyper effort. I didn't want anything to go easy. I was always vigilant. Like, okay, what if this goes wrong?

I had backup plans. I had backup plans for beasts. I travel a ton. I always had backup plans for B C D E and F always. I was always playing. Okay. What happens if this goes wrong?

What happens if this goes wrong? What happens if this goes wrong? What happens if this goes wrong? And so

what happens is that we do this like hyper effort.

We have guilt around rest or abundance. I could for years, I got arrested. I never ever thought it was enough. I was always working. I was always had a book in my hand.

I always was reading something. I was always doing something in this inherited stress creates a lifelong resistance until we can lower the importance to it.

Okay. So now let's talk. We're going to, we're going to go to this meditation in just a minute or two. Okay. But here's what I want you to do. You did not inherit the trauma.

What you inherited are things like preparedness or sensitivity or survival intelligence. Your work is not to reject this. Your work is to update it. Your body must be taught that the future is safe.

I'm going to say that again. when you are struggling to get the consistent outcomes that you want, okay? So a lot of times what happens is when somebody's been in the program for a year, at about month nine to month 10, they hit a plateau.

And then they go, well, I guess that's as far as it's gonna go, or there's really nothing else, or you know, I've heard all these same things before, and I'm doing it, and I guess this is just what it's gonna be, and I guess I've learned everything I possibly can.

No, what's happening is that your body is saying, this is good enough. Your brain is saying, okay, we let you have your fun. This is where we're going to cap it.

All caps, all plateaus. Yes, they can be fixed with systems, but the number one system is, is it to retrain your brain? It is the absolute number one system.

Inherited trauma and epigenetic transmission

Okay. So I want you to understand is you have a lot of things that are potentially working against you. Trauma, by the way, trauma can be. Again, I have clients of mine like I was never beaten.

My kids, my, my parents were fantastic. They provided everything for me, right? Like, you know, Christina is a great example. Like she grew up in middle-class upper middle-class Raleigh.

Her dad's got a really good job. Her mom works like they have a beautiful home. It's at the end of a cul-de-sac and a wooded player. You're like, they paid for her to go to Elon.

Like really she hasn't, like there was really no trauma, right? Like we kind of laugh about it, but she has things that happened to her that to her in that environment were traumatic.

And as we've been able to dive into those things, I mean, they're not what Dean experienced. They're not like what I experienced, but to her, they are incredibly traumatic.

Okay. Heather is the same thing, right? So what I want you to understand before we do this meditation and meditation will last about 10 minutes. Okay.

I'm going to want to frame this in a language. Your training will understand and respect. Okay. Most of you were trained to believe that change is a cognitive process.

Better data, better strategy, better discipline, work harder, right? Learn it, study it. But here's the fascinating thing. Science doesn't necessarily support that.

Change fails not because you don't understand what to do, but because the nervous system interrupts change as a

threat. Let that sink in. It's not because you don't understand what to do.

When you start to break through this and you start to understand this, all of a sudden, things that you've been hearing from me or from Dean or that you've been working on that you've been stuck on, instantaneously, it's like the scales fall off your eyes and bam, you get it.

You're like, my God, I get it, okay? I know this because it happens to me all the time. When the brain detects threat, and I want you to understand, your brain is detecting a threat with you trying to make this change.

To go into cash, to leave insurance behind, to make a transformation, to have a new life, your brain is going, yeah, what are you doing? You were making half a million dollars a year at the hospital.

Yeah, it sucked, and you were probably gonna die of cancer working midnight shift, but you know what? It was predictable, okay? This is why battered wives go back to the husband.

Because it's better to go with the double that you do know than the double you don't know. That's the old saying, okay? So when the brain detects a threat, the stress response activates, the prefrontal cortex down regulates, and long-term planning shuts.

This is not a weakness. This is your biology doing its job. And so our job is to change the way that works. The short practice is not about motivation or mindset.

Okay. What I'm going to share with you, it's about lowering the body's threat response. So the thinking brain can actually function. We're going to, our goal is to get you to move into alpha, theta and delta waves.

Okay. All right. So. Over the next 10 minutes, I'm going to show you how to signal safety to the nervous system and interrupt stress based conditioning.

And before I do this, I want to just do one really quick thing. I'm going to show, I'm going to share my screen because I want you to really, there's something I need you to do.

Okay. And that's this. What I want you to do is I want you to think what's the emotion is on the right hand side. And what is the, you know, what is it that you want to accomplish?

Okay. Now. And we're gonna wind up going over just a few minutes. So over here you might have, be free of insurance in 18 months, right? Or it might be that I wanna make $150,000 a month, right?

Or I wanna pay off my student loans, okay? Whatever those things are, okay? So I want you to just take a minute, I want you to write down in the left-hand column what those things are, okay?

Just go ahead and list them in and list whatever they are. Okay. It doesn't have to be related to work to be reconnecting with a brother or sister or a parent or a child or whatever.

Okay. And then on the right hand side, what I want you to do. I want you to, Mark Jankowski, hospital medicine is like a wife beater. Yes, it is. Okay.

So what I want you to do on the right hand side is the emotion is when you accomplish these, when you hit these goals, what is that going to feel like to you?

What is the emotion that you are going to have? Now, if you're telling me, Oh, yeah, I won't have any emotions. That's a red flag. Okay. We need to get you back in line with your emotions.

You'll be amazed at how many medical clients of ours say that. They think it's actually strong that you shut off your emotions. Actually, by shutting off your emotions, you're changing your opportunity to reprogram your wiring, okay?

What is emotion? You accomplish these things, give me peace, okay? Gratitude, okay? That you're worthy, that you're happy, right? That things are calm, that you can breathe, okay?

whatever those emotions are. Now, what we're going to do in this meditation is very simple, is we're not going to focus on what we want to accomplish.

We're going to focus on the emotions of what it will feel like to you when that becomes reality. Because when you change your biology, when you start to change your programming, when you start to change all of this, your brain doesn't know the difference between reality and fantasy or dreaming.

Okay. It has no, it cannot tell the difference, but when you can tie into the emotion of what that will feel like. Now what you're doing is you're changing the biology in your system.

Okay. So. I want to make sure, are there any questions on that before we start this meditation? And again, we're going to go probably just about five minutes over.

Okay. Any questions at all? Anything coming in, Dean? Okay. All right. So what I want you to do is I want you to, I want everybody to mute themselves and cameras are optional.

You do not need to leave your camera on. If you're going to be creeped out that, you know, some people might open their eyes and see you with your eye closed and turn your camera off if you want.

Okay. And what I want you to do is I want you to sit back. If you're in a place that you're sitting, I want you to go ahead and put your feet on the ground, both feet on the floor.

If you're lying down, I'm going to ask you to sit up. Okay. And hopefully you're in a place where things are a little bit more silent. Now you can keep your eyes open or closed.

If you are driving, please keep them open and you'll want to come back and do this. If you're like Aaron and you've got a little one in your arms, maybe you're going to do the Popeye and do one eye open and one eye closed.

But for most of you, I'd like to have you close your eyes because it allows you to shut out the external world so that you can start to visualize on what you want.

Okay. So what I want you to do, and I'm not going to play any music. Okay. because it actually winds up cutting in and out, sounds a little weird. But what I want you to do is I want you just to go ahead and I want your body to be supported by the chair.

And what we're gonna do is we're gonna take a slow deep breath in through your nose to the count of five. And I'm gonna count you through this and then we're gonna do a longer breath out through your mouth to the count of six.

Okay, so let's go ahead and begin. Go ahead and breathe in two, three, four five hold for two and exhale two three four five six breathe in through your nose two three four five hold one two and exhale through your mouth two three four, five, six.

Keep doing that on your own. And what is happening is we're signaling the vagus nerve that there is no immediate threat. And just let your jaw soften.

Let the shoulders drop. You don't need to fix anything. You don't need to make any lists. I just want you to notice. Nothing is required of you for the next few minutes.

No performance, no responsibility. Your nervous system is allowed to stand down. Now I want you to bring your attention to your heart rate. This rhythm has carried you through training, pressure, responsibility, and uncertainty.

Now I want you to picture your current working self, the one who stays alert carries weight, solves problems, saves

lives. This version is incredibly competent, and this version is incredibly tired.

And silently say, thank you, you can rest for a moment. to the current working self and imagine that current working self stepping slightly behind you, still present, but not in control.

Now, I want you to tap into those emotions that you wrote down. And what I want you to do is I want you to start seeing that future version of yourself.

Don't worry about the timeline. Doesn't have to be 12 months or 24 months or 36 months. I want you to start to, as you look out into the darkness, I want you to look and find that future self.

And I want you to think of all of those things that you wrote down of the peace and the gratitude and the fact that they feel worthy or they're good with money or they're happy or they're calm or they're able to take a deep breath.

What I want you to do is I want you to notice the way that future version of yourself. I want you to notice their pace, their breathing, their posture, the way they walk, the way they talk, the way they interact with people, the way they interact with your children, grandchildren, parents, partner.

And let that version step closer to you. Now you aren't chasing this person. You actually, as they step closer, you find yourself being drawn to them closer and closer.

And as you get closer, notice what emotions they carry. Calmness, confidence, think of the things that you wrote down of ease. And I want you to see a golden light moving from them to you.

And in that golden light are all of those emotions that you wrote down. And as that light gets closer and it comes to you, it starts to go around your body in a golden ribbon of light.

Now it's not strangling you, it's gently just enveloping you. and let your body start to receive that state. And as that golden ribbon of light wraps around the outside of your body and up around over your head and goes in between your legs.

And finally, what it does is that golden ribbon of light, I want you to see it moving into your heart. And as you breathe in, I want you to breathe in that golden light into your heart.

and keep breathing and opening your heart to that golden light. That golden light is the emotions that you wrote down, that your future self is carrying and installing into you.

You don't chase the future or chase the future self. The future self calls you in. Now, as that light continues to come inside of you and into your heart, I want you to start to generate a mild feeling of gratitude and appreciation.

Nothing dramatic. Just, I'm here. Let that appreciation expand.

How to interrupt stress-based conditioning

Now add in a sense of acceptance. Let that feeling move through the body. Add in a sense that you are worthy. That you are strong. That you are sovereign.

That you are fearless. That you are reverent. That you are here to take dominion with love and compassion. And let that feeling move through the body.

This emotional state that you're feeling is a signal that the environment has changed. It's not changing, it has changed. Now imagine that future version of you and all of those emotions coming closer to you and drawing you in.

They come to you and they place both hands on your shoulders, on the side of your shoulders. And they pull you

into them in a warm embrace. And as they do that, the golden ribbon of light envelops the two of you into this beautiful golden sphere.

They don't advise, they don't warn. They simply say, it's safe to build differently now. And as you continue to breathe in and out, feel that embrace, feel the warmth of the golden light.

And feel those emotions that you wrote down. whatever they are. Now, as we begin to slow down, I want you to take another big breath in through the nose and a long breath out.

Continue to do that. And when you're ready, you can start to bring your awareness back to this room. You can wiggle your arms or your hands and slowly and gently begin to open your eyes.

And when you're ready, feel free to turn your camera back on. Okay. Now, as you're coming back, I'm going to ask you a couple of questions. You do not need to answer these out loud.

You can write these down. But here are the things, what changed in your body during this practice? What felt unfamiliar, but good? And is there a decision that feels easier now than it did before?

What changed in your body during this practice? Now the practice was short, okay? And for many of you, if you've never done this, you probably found your brain running away.

And that's perfectly fine. And for some of you, you may have done a lot of meditation and you've still found your brain running away. Don't beat yourself up, okay?

This is not something you conquer like physiology or anatomy or organic chemistry or working your ER rotation. This is something that you develop over time.

And what we gave, what I just gave you is I just gave you a very short nine to 10 minute meditation. One of the things that we will do more of is you'll start to see that we'll create some more meditations for you over the next year.

Okay. We're in the process. I'm in the process of creating them. I got a few other things I have to get done, but Christine and my brother, Dan, who's a professional musician and does some great background music are going to be working and developing these.

They resigned, they are designed as a starting point, a jumping off point. I'm certainly not going to go out and try to create depth of some of the other masters out there, but Dr.

Joe Dispenza is fantastic. A number of my doctors have gone to see him. There's a couple of other really good meditation people out there. There's good meditations that you can use that are on Spotify.

But here's the thing. When you can get your brain out of beta and gamma, which is the fight or flight response mechanism where all you have all those cortisol releases and you can get more into the alpha, theta and delta, you can actually start to slow things down and you can tap into those emotions and those feelings of the future self that you want to have.

I will tell you, having done this for the last better part of the last year, I walk differently. I walk around like the Matt Gallogly that has the hundred million dollar company that has freed a hundred thousand doctors worldwide.

I walk slower. I walk taller, which is pretty impressive for a guy's five seven. Okay. I act and breathe and operate differently than I did a year ago.

And when you recognize the trauma, you understand the responses, and then you start to tap into the quantum field of that future self, and you start to tap into that person and the emotions that they have.

You don't think about what you're accomplishing because that creates undue resistance. Okay. That's what Dr. Zealand teaches us. As we talked about in the first session, when you focus on, I'm going to go, I'm going to make a hundred thousand dollars.

That creates excess resistance. When you focus on the emotions and the feeling of the person that you're going to become, your brain starts to rewire.

I will end with this. My favorite coach of all time is Nick Saban. And that's saying something for an LSU guy. But, you know, Nick did win a national championship, but he talked about the process and what he said is, do not.

went to his athletes, don't worry about the score. Don't worry about how many yards you got. Focus on the process to be what it requires to become a great athlete, to become a great running back or a great, you know, which means that focus on the process of writing a great, if you have to have a great economics paper, then write a great economics paper, focus on that process.

And for me, what this has now become in this last week, and I had one of these epiphanies actually this morning or yesterday, I should say, is the process is exactly what we're talking about.

You don't focus on the outcomes and the results. You focus on the person that you want to become, that you're becoming in the future in the quantum field.

That then starts to radically transform the business. If this episode got you thinking differently, get follow and share with someone stuck in the system.

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