Introduction to Avacen and the Guests

– Our next guest, I am very familiar with her company and her product because we actually own one and my wife and I, every night when we're in bed, we're like, okay, you get it first and I get it, hey, you're using it too much.

So we have all sorts of little discrepancies and arguments about it and you of course will say, hey, buy another one, right? Yeah, but it is actually a really amazing machine and she and her husband are the head of the company called Avison and you're gonna learn more about what they do.

They're also a sponsor. So we're really glad to have them involved with our summit, but I don't bring on anything. I bring on products that I really believe in and this is one that I have an affinity for, I've got a passion for and my wife does too, obviously from the story that I just told you her name is Danielle, Forsgern and Danielle. It's so great to have you here and I'm excited to expose people to what this technology does and all the different ways that can help people. So thanks for being on the summit.

– Thank you so much Tom and you know, I love your name because that's my husband's name and he's the inventor and we are just honored to be here. So thank you.

– Yeah, So before, thank you and I met your husband tom too and he's a great guy and and I think he's proof in the pudding like he, I think he's in his seventies but he still has a full head of hair and it looks great. – His mustache is now turning from white to black.

It's the craziest thing. Yeah, I think he's getting younger every day. So I have to do the machine just so I can keep up. – You know when I was at a four M the big alternative medical conference in las Vegas, I ran into you there and Your booth was packed. You know, you had many people waiting in line to try this technology that you've invented.

How the Technology Was Invented for Migraines

So take us through uh take us through kind of the history of because I think you said this is the 15th year now of your company. Take us through the history, why was this developed? And I think you know a little bit about the progression and you told me you just got two new patents recently.

I know you've had some before, but take us through the history of this this technology called Avison. – Well thank you so much Tom. Yeah, I'd love to because we have a very interesting history and I always call it a really long journey. It is 15 years.

Um Actually Tom is an I. T. Guy. So this device that we have an Allison by the way stands for advanced vascular circulation enhancements. It's an acronym. And so you'll always see it capital because be capitalized because of that. So with Avison, he actually invented it for my sister who had 25 years of chronic migraines.

So yeah and when, I mean chronic migraines, she had 20-25 a month. So she didn't really have much. I know it was so debilitating. Um she really didn't have a life, she lived in a dark room half the time she couldn't eat, it was just such a problem.

Um and it it was ruining her life. And so tom is the kind of guy that when he gets something in his mind, he does not give up. I love that about him. He's very tenacious, really, really smart. He was always at starting at five years old.

He was always the fixer of the family. He fixed his mom's washing machine. He'd do this. So he's really that kind of technical guy. And so we he was actually working at a very large university and they were doing some stuff on thermoregulation and through this he started thinking well how do I help my sister in law? So he had really a google search about how to help people with migraines, how to dissipate these horrible things and see my mother had it.

So it is hereditary at some point. And a lot of women in perimenopause and menopause suffer from hormonal migraines. So he actually did a google search and he came up with a gentleman, a doctor in Sarasota Florida who was treating his patients With T.

three and T four hormones and in the interim and this was a very, very invasive process. Okay, I think they went in through some veins up here. So it was kind of dangerous.

But this gentleman was getting great results and when he actually was seeing excellent results with his women patients that had migraine horrors. Okay so by raising the body core temperature to normothermia And a little bit above they were getting rid of their migraines. So big light bulb went off in tom's head.

Well what if I do this with this device that I'm working with? And they're like oh Tom everybody knows everybody needs cold for migraines. So they're like okay like they're like go ahead and try it if you want.

Well so that was the green light. And so for a very long time um we were trying to figure it out. So on right before Super Bowl. 15 years ago we took a prototype to my sister. And I had never seen my sister with a migraine and she looked really, she looked dead. She was ashen gray.

She came out, she hadn't eaten in three days. I mean she was a mess. I had never been able to see her like that. And it was really it was very disturbing.

So the only reason that we got this device into the household was because it came from a big university, okay because my brother in law, my brother in law was a cancer radiology specialist. Okay So everything was Western medicine and no disrespect to Western. but there are other alternatives.

And it's always great for integration, right? Because that's what we know. East and west. The east has been doing things for 40 you know, for 4000 years. So if we can just kind of mix it up a little bit, everyone's happy. So we put our hand in it and all of a sudden in nine minutes she went from ashen gray to pink and we're like holy oh my God, what what's going on? We had no idea.

She was patient number one. She was basically our guinea pig. She was family. And and we asked her the question gainer, how do you feel?

FDA Clearance and Medical Uses

And she said, well I still have a little bit of a migraine, but I'm not going to have to take my medication and I'm hungry and that was it. Her husband said, don't even think you're taking this device out of the house.

He got out his checkbook. This man never got out a checkbook for anything. He took out his checkbook. He said, how much do you want? And we're like, oh no, no, no, no, this is a prototype from this big university.

He goes, I don't care tell them that it was stolen out of your car because this device is not leaving the house. So and right, in a, in a month and a half, we got rid of her migraines. So we thought, oh my God, we've got the cure for migraines. And then we met something called the FDA.

And they said oh no you're gonna have to do this this and this, right. So we started the six year journey of getting cleared by the FDA. And we are we are we are we are we are cleared and also over the counter and we are cleared by the FDA for aches, pain strains, overall muscular relaxation and um pain reduction for rheumatoid arthritis. – That is awesome.

What what a cool story. And what a what a cool guy your husband is tom who I've met, see a problem and then go, you know, go find a solution to it. And the technology now has been used by special forces by athletes by so many people. Um Let's talk about what's happening because it actually is kind of cool. Especially even though we live in southern California, it's a little cold. – It's a little damp here, right here. It wasn't.

I mean I hate to say it, but was in the forties last night, it was chilly. – And some some nights it's been in the thirties even. So when my wife and I are in bed, like another reason we love this machine is like you put your hand in it and it's got this awesome mechanism where it heats your hand which. – The dry heat pad. Yeah. – Which you can explain it better.

And then it also has a vacuum that opens the blood vessels up. So it's it's increasing your circulation, it's it's warming your body up, which is why your sister was able to have those migraines go away.

She was getting better circulation. But it works for so many other things. – Oh my gosh, yes. And we are really, really excited about that because so what we're doing basically the mechanism of action.

So think of us kind of like acupuncture without the needles.

How the Device Works and Circulation Benefits

Okay, So really um tom found a way to open up a certain vascular system in the palm of your hand. Um It's called arterial venus anastomosis. Or we like to call it a VHS and you have them in the palms of the hand and the bottoms of your feet. And the interesting thing about this is a portal to your, your note, your body's thermo regulation.

So um for instance, so when it's hot in summer, the first thing you do when you're sleeping, if you stick your foot out right, because it helps to cool your body.

So we kind of think of it as the opposite. So you put your hand in this vacuum chamber and we do two things. It's basically two things. It's a dry heat pad and a very slight vacuum.

And the reason why you do this is because we can distended these a VHS and keep them distended for the treatment because your body I think is like a very, very smart computer is doing all of these incredible functions.

You have 100,000 miles of our arteries, you have all of these incredible incredible things going on and when something is off, your body kind of breaks down and it doesn't like it.

So what we do is you put your hand in, it does this vacuum and it looks like a little bread box, I could probably show you one looks like a little bread box.

Um it's only £6 so it's great to travel with. And so we distended A. B. S. And because of the vacuum we keep it distended. So we can do a 15 2030 60 minute treatment with our new device.

And so when we do that, after about eight minutes your body will well actually after about a minute it wants to shut it down, the hypothalamus goes oh it's hot, I need to shut this down and we're like no no no keeping it open because we have distended the A. V. A. S. Right? Vasodilation.

So we kind of do, I hate to say it Tom's gonna cringe. We kind of do a body hack and then your body takes over so we just kind of prep it and then your body goes oh my gosh, something great is happening.

So it starts delivering more circulation and just know and this is the sad but kind of good news um for 80% of us over the age of 40 have compromised micro circulation.

That is why you get up in the morning on your 40th birthday and you need reading glasses because you have inflammation everywhere. And we actually have people that have gotten rid of their glasses, they no longer need them for reading or for or for long distance.

So we are getting rid of inflammation. So your body Basically after eight minutes, the blood thins ever so slightly and it's enough to get your circulation kicking in like when you were 20 and 30.

And then when that happens, if you think about it, like it's a race car, so your body, your blood is going around

faster, faster, faster and when it goes around that track it picks up more oxygen and nutrients, nutrients.

And then we start delivering it to all those places where it needs it. And if like if you notice when you and your wife are using the device, do you feel better? Less aches and pains in the morning?

You sleep better at night because we are really helping deliver more were profuse ng all those areas in your capillaries that have receded because that's what happens when we get older, the circulation dissipates, the blood starts receding from those capillaries but we start pushing them in where they need to go even through the blood brain barrier.

So through the palm of the hand, we're treating head to toe from your top of your head, in your brain to your little toe pinky. We are treating it. – And that's so critical to have your circulation not decline, but actually stay strong.

So even if even if you don't have aches and pains, which most people do as they age. But even if you don't, this is a great preventative to use. And, and also what it does that I've noticed is because because it is, it feels so good to have your hand in there on like a a nice heated pad.

That, that, I mean it feels good. It's, it really feels pleasurable. It puts you in a parasympathetic state to it relaxes the right. Yeah. – Yeah. So, and I find, I think there's some kind of tie in with circadian rhythm too. So you know, when I get up in the morning, I feed the cats, get my tea, I sit down on my hands in the absence for 30 minutes and I find it gives me energy.

And then at night when I do it, I find it calms me down. So I think there's some kind of tie in with circadian, I'm not quite sure yet. That's gonna be a whole another study. Um, and you know, we, we try to do everything scientifically proven, you know, we're a small company, so it might take us a little bit longer, but we do get it done and we know because of them of the overall muscular relaxation that we have clearance for its a whole waterfall effect for a whole bunch of amazing things that we can help with. And it's all about engaging the parasympathetic, right? – Yeah. And, and uh so tell us some of the stories like you told us migraines and other types of stories.

Can you tell us of people who have used this and maybe not been able to make progress until they used it. What types of stories? Because I know when I was with you and your husband, you had a whole book of them.

– We have alright, so that one of the newest, one of the newest and you know, we have to understand that we we have certain clearance for the FDA. So these are other people's stories. I have, I'll tell you my story through Covid because that's pretty amazing.

User Stories and Practitioner Results

But the first one I'm going to tell you is a little boy I believe six years old was bitten by three ticks a few months ago, like six months ago. He stopped talking. So it was really devastating for the family.

So we have a practitioner in michigan. She's a midwife of 42 years and she is truly amazing and that's a whole nother situation. She's been using our device with her pregnant mamas and the babies love our device in utero. They are coming out.

They look like toddlers when they arrive and they have a head of hair like like like smurfs. You've never seen anything like it. It is and that will just be another study.

But then this little boy used it for probably on and off for about 15 minutes. He went home and a half an hour later This mom called a practitioner and said, can you tell me about this device? She said why what happened?

She goes so and so was talking and he hasn't spoken for six months. I mean that makes me get up, do a happy dance and work like crazy to help people. I've seen a man who's had a headache for three years and in 10 minutes he was on so many opioids that His wife was going to leave him because he had opioid anger.

And that's the other thing. If we can get people off their pills, they're pain pills. We are ecstatic because the amount we spend billions of dollars on pain medication and you're gonna love this 1, 78% of us don't like our treatment. They don't, they hate the fact that they have to do it.

So in our family alone, we've had incredible, incredible results. One of our main angel investors and just do know that we bootstrapped this company because going through the FADA was about $6 million. And so we bootstrapped at the the whole way and it was basically friends and family and and customers who helped us, which is completely amazing. And one of our angel investors, he was a rheumatoid um specialist from the Mayo clinic and he could treat everybody except his wife and she was a concert pianist. She was a gardener.

She couldn't do any of these things anymore. And in about a month she was back playing the piano, gardening, chopping vegetables. So I mean to him it was like a miracle that he could help his wife. Because I can't imagine being an amazing specialist and not being able to help a family member.

Well there's so many good things happen when circulation is strong and when you have micro circulation, right? Not just and you can you can do any amount of exercising and everything. But if you're not getting profusion to those capillaries then you're not getting micro circulation.

And micro circulation is the Holy Grail for anti aging and longevity. – And with the device when you use it consistently. The those little capital capillaries that we're talking about micro circulation, they learn to stay more open, right? You've taken some uh some pictures and really amazing. You know when I was at a four M.

The people that were there were not consumers. They were practitioners that have seen everything and they were they were letting your booth and waiting in line and put their hand in.

– It is so funny. We had I think we had 10 machines going, we started at nine in the morning and they had to kick us out an hour after they closed because people didn't want to leave. It always happens.

And I mean we had a 10 x 30 booth and we were slammed. And then we have another device, the cardiac stress um system and that one we couldn't get people off of either people came back to three times because we can actually show with our new diagnostic we can show what you're sympathetic and parasympathetic is.

So we'll do something called I call it the T. Three where we will test you on the CSS and then do the Avison for 20 to 30 minutes and then test you again and we will flip your sympathetic into the parasympathetic. – Okay. You got to show me that.

I've got to come back to your office and see you when we have we have many practitioners that are watching now.

Where to Learn More and Daily Use

We have thousands that come through our summit and then also we have people that and so the practitioners obviously this can be something that they can have in their practice where the patients can can come in and use it.

And then uh and you have a device that's probably more geared towards them, like heavy duty device. And then also though anyone can have one in their home, Like I have one in my home, I'm not a practitioner and we enjoy it.

Where can people find out more about the different models and and different solutions that you have whether they're a practitioner or whether they're a consumer that really is just interested in health or they're struggling with pain or migraines or things not healing as quickly. Where can they find out more about these devices, these awesome devices. You've got Danielle.

– Well, thank you for asking. They can go to Avacen.com, A V A C E N dot com and we have our science there, we have a couple of papers and um we have our awards that were given. I mean for tom and I are, our mission has always been to get as many hands in this device as possible.

Now not everybody can afford to have a device in their home. But if you can go to a community center, if you can go to your practitioner and do it, you will have a life changing event. – Yeah. So listen, if you're a practitioner or if you're somebody who really wants to make an investment in your health, go to Avicen.com and check it out. They will have all the models there and then awards and research and everything there. You can do you research.

But we love it. My wife and I love it. And we're gonna have to get you another one so we can stop your fighting. But I'm so, I'm so happy that and the reason I met you was through my wife, you had met my wife when she was talking about you and and how much energy you had. She was so impressed with you, which is you've got your hand in the machine a lot. So you got a lot of energy.

– I do my machine at least two hours a day at least. So my protocol and everyone has a different protocol because everyone's story is different. Your metabolism is different. Um So I do half an hour in the morning.

I do a half an hour after dinner because it helps with your digestion. And if you have type two diabetes, we will lower those sugar numbers for you. It's kind of like simulating a 45 minute walk and a lot of Type two diabetics are not exercisers. And then I do an hour at night.

I'll do one hand and I'll wait a little bit and then I'll do my so I'm two hours a day. – Yeah. Well the thing about it too is when you're when you're doing it you can watch tv. You can – I'm binge watch my Tv at night for escapism. And I'm like, I'm sitting here on the couch anywhere. Why am I not doing the machine?

Right. – Right. So it's something you can do while you're you have other activities going on. I mean you can't walk around with it, but you know, as long as you're sitting on the computer and and do you have your hand and you read the books? My wife Stacy reads a book while she's doing it.

So yeah, no, it's really, really cool. And thank you and tom for bringing this product to life and helping so many people and thank you for being on our summit.

– We're very honored. Tom thank you so much for the invitation.