Introduction and Guest Background

Hey, welcome back everybody. I'm really pleased that you're back. I'm pleased that we're going to have a really super guest coming up right now. Doctor Tom Moore Craft is another good friend of ours who's got a great certification course.

Talk to Tom treat, some of the sickest, most sensitive patients suffering from chronic Lyme disease. Tick borne co-infections, mold illness. He's a specialist in children with infection induced autoimmune and syphilitic.

I'm sure you've heard of Pans and pandas and these kind of things. Tom's osteopath. He's a really good doctor. I've actually seen him personally, so I highly recommend him and his program.

He focuses on optimizing the body's self-healing systems in order to achieve optimal health with simple, natural interventions utilizing more conventional approaches when needed.

Now, it's really good to have that in your back pocket. I'm sure he's going to tell us all about it. Each individual is a unique unity of body, mind, spirit, of course, and successful treatment strategies are patient centered and address all three levels.

The true source of radiant health is within each of us. Now, this is music to the ears of a health coach. Doctor Tom, you know, because, people are having trouble with some of their, you know, you know, having to see so many different people.

But through nearly two decades of medical practice, Doctor Thomas seeing the importance of one's mindset, the habitual patterns that create your results, his mission is to share proven strategies for lining your conscious and subconscious mind so you can design your health, business, and personal goals and achieve them with amazing speed.

Now, you can immediately apply these principles to your life and improve your clients results. Doctor Tom's goals the empower everyone image to reach your highest potential and get in touch with their inner source of health so they can experience optimal quality.

Doctor Tom, that almost sounds like good health coaching to me, but we're going to let you explain it, if you wouldn't mind, before I start some questions.

And I've got some good ones. Yeah, you've got some that I ask everybody, but I want you to tell us a little bit about your background, because you've been the doctor for over 20 years, right?

Yeah. Well, I you know, it's interesting. I, I got hurt in college when I would like. I always loved to play outside, and I was on a hiking trip where all these people told me that they were the good leaders. Right.

And so I was just like, you know, I couldn't wait to go on this really cool trip in the White Mountains or go four days of hiking. And it's like with all my good friends and the people leading the trip.

But it turns out, like on the last day, like they're like, oh, we're going to go on this quarter mile hike to this overlook, you know? And so I was just like, all right, no problem.

Is it any longer than that? Because if it is, I got to bring water and food because, you know, I just that's who I am. I get a little hypoglycemic type of thing back in the day.

And so they're like, no, we're fine. And it's like four miles later and I'm like dehydrated, you know, crawling on the side of the stream and they're all playing jokes on me, putting rocks in my backpack for when we had the hike down.

I got my knees injured and I almost got I almost got giardia, you know? So I'm like, this is crazy. So I started doing wilderness medicine because they had two main things.

One was they wanted to prevent illness through good leadership and practices, and the other one was if the crap hit the fan, I was going to be ready. And the long and the short of it was, you can't practice that a lot.

So then I did the ambulance and I did the air, and then I was like, wow, this is amazing. I love how the human body worked. And when I went in the medical school, I didn't know anything about functional medicine.

I don't even know, you know, health coach, any of this stuff. You know, I knew the chiropractor cracked your neck and that was it. And, so I figured I had to recreate this whole field myself.

And I got in the school, and I went. I was like, oh, man. It's, you know, all these people doing this. So let's focus in medical school to find out how we're good in acute emergencies and how we're destroying the body otherwise, so that when I get out, I can learn from all these other people and figure out how to keep people healthy.

That's pretty much what I did. Yeah, you did. And when you see when the crap hits the fan and talking about global pandemics, or we talk about more on a personal level or, well, you know, I mean, I think, like, you know, in modern medicine, it's really good for things like, you know, acute traumas and, you know, motor vehicle accidents, things like that.

And in the first 48 hours. But it's interesting you bring up the pandemic because that's one of the things where, you know, I work a lot, as you know, in chronic Lyme disease and pans and pandas.

And we get people get into these habitual thought patterns of like, I'm not going to be able to get better. And like, you know, all these things are holding them back.

And and as a practitioner, it gets a little frustrating because, you know, everybody's questioning you, even though, like, you're one of the world's foremost experts and they still know better from their Facebook group or Google, you know, and it gets a little frustrating.

But in Covid, we've seen a lot of the same thing. There's so much information, but we don't know exactly what to do that everybody freaks out. Like we have to find the latest and greatest supplement or the latest and greatest vaccine or whatever, or go take some, you know, chloroquine or whatever they're doing.

But really, what it boils down to is what I'm telling everybody is that, you know, that actually COVID's not the shit hitting the fan.

From Wilderness Medicine to Functional Care

It's really like, okay, this is a great time to step back and look at the things that we can do on a day to day basis, taking control of our own health.

And that's really like where like, I think it's interesting you say a lot of what I'm talking about is health coaching. It really is. It's about not only holding people accountable to to optimizing their own health and following through, but really giving them the tools to be able to do the things where they can, you know, because everybody kind of has this habitual sticking point.

So if I can find the key to unlocking sort of the wall, the barrier you keep hitting into, I can help you get over that. Then we can unleash your personal passion and your health, you know, rather than just having to be stuck on social media all day freaking out like the sky is falling.

Okay, yeah, that makes sense. You know, and I know you've been doing this a long, long time, and, that because we met just a couple years ago and I, you know, we've talked a lot and you've made some massive shifts in your business.

You're getting better client results, patient results. And so that in your revenues and stuff, I mean, you're you've really picked it up, quite a bit.

And, not to mention, I'm sure your personal satisfaction level is way up, Tom. And now you're inviting others. Yeah. Yeah. Right. You can't be, can't be happy if you're not healthy.

And that includes a good, healthy, you know, robust, business and income, I think. I think that goes on. Right. At least that's what I know. Health coaches are looking for that.

So, what stimulated some of those changes, do you think now that you're inviting other entrepreneurs to join you? Well, you know, yeah, it's it's it's it's really interesting to me because as I look at it, you know, the thing that I always wanted was to help people get better and have a great life, enjoy my life, share my passion and make some money so that I could do some more life enjoying, you know?

And really, it was I wanted to work with people who really wanted to get better. And I loved working with them because when I had those people in my life, then I they were getting the best results.

So it's like, this is where I'm doing my best work. This is where they're getting the best result. And then they would refer their friends who are awesome clients, right?

And so like, it's just like when you. And so for me, I was like, how can I because I've worked through this in my own practice and I figured out the ways to get people in, you know, how do I get more of the people I love working with, which means they get better results.

They give me referrals. I don't have to go looking for people. And then I also, I'm starting to get attract less and less of the people that are harder to work with.

And and when I do, I can do a quicker breakthrough. I wanted to share that with other people so that they don't have to spend, you know, because it took me 10 to 12 years to really sort this out, you know, and you just sit there and you're at the end of the night, you're feeling so drained.

You're like, I gave everything. And I still have these people driving me nuts. And it's like, I really want to, you know, now that, like, I'm working with people I love, I feel like there's this weight off my neck and my heart's wide open.

Every day I pop out of bed and go, this is what I'm here to do. And every day gets better and better. And that's what I want to share with people. The tricks that I've learned on how to do that.

So, when you're working with those hilltop partners, what what do you think of the the biggest stumbling blocks, that they're not. I mean, not getting no.

Yeah. You know, it's interesting. I mean, for me, I spent a lot of years going in, read and doing a bunch of courses, and I would learn. And I'm so damn smart. It's ridiculous. Right?

It's like I go to a conference and all these doctors like, oh my God, I don't know how you put this shit in your head. How do you know all this? I'm like, I don't know that much.

And I'm like, well, actually, I do know that. But the thing was, even though the more and more and more I learned, I was still getting the same patients.

Right. And so and then I started to doubt myself, you know, and I know, like other doctors and health coaches and nurses that I've worked with, we all have this level of self-doubt when the patient starts to question, you know, and so, like, you know, you start to the patient, you're the your client is complaining about a cost too much.

Do you really want me to get up and have a morning ritual? Do you do I really need to do that before bed? You know, do I really need to give up this crappy food that I've been eating and and I'm like, just like, you know, you get

these people who, you open your practice, you open your, your business, and you're and you're taking people because you want to help them.

And you also want to pay your bills. But what I did not do in the beginning was make a very crystal clear goal of what my ideal client looked like. So I was serving everybody and I was really good at it, but I was starting to get pulled in different directions.

And so, you know, I and a lot of the people I work with feel the same way that it's like you're deflated and drained. At the end of the day, you're like, you know, am I really an imposter?

It's like, heck, should I be this the doctor? Or? But wait a second, the doctors are having the same problem. How do I get through to people and and not not and get out of this trading time for money.

I mean, so many of us are just doing like we're work. The harder we work, we make 5 or 10% more money and we're getting more and more tired. And I want people to get more satisfaction out of work by bringing in the people that they really want to work with.

Because as you bring in your ideal client who loves what you're selling, loves that transformation, you're giving them now, you can charge what you're worth for your money.

You can start offering bigger programs where you're able to sort of automate yourself and bring more people together in your groups. And you know, that way we get you in front of the right clients.

And what I found out through my work with is that, like in my brain, because I wasn't clear on who I wanted, I just wanted to help people who are suffering.

Boy, I got a lot of suffering people, and I brought a lot of suffering into my life, you know? Yeah, that it was just because I had the big heart to help.

So we can can change that so that we're bringing into our practice the people that are going to get the best results in an hour. You know, because we're clearly focused on what we're doing and what we want.

Yeah. Oh, that's so that's so good. You know, because we, we spend a lot of time training on, only accepting clients who are going to be committed and, that you actually think you can help and these kind of things.

So I think that's wonderful. And, you know, and.

Ideal Clients, Practice Growth, and Burnout

Yeah, the one thing I was thinking reading is like, as you said, the thing for me was like, I thought I was doing that right. And, and, and I just if we can dive deeper for a second and like, I thought I was like, I have a good screening process, I've got the application.

I'm like, well, this person, I'm going to refer to somebody else through another organization. They don't know. They came through me and it was like, you're a decent fit.

But it was like a lot of people are answering the right questions. But what I wasn't, you know, so I had that system, but I still didn't have the personal dream of what I wanted it to look like.

It was just like, I want to help, but I want to make some money. But I mean, like what I got clear with was what I wanted my day to look like and like what that person makes me feel like, and what that goal is for that person and what the ultimate goal like the almost like, you know, we talk about big, hairy, audacious goals.

Like, not just like if I if it's not like there's I can go step one, step two, step three. And and come up with the answer. But really to go and say, what would I love to be doing today?

Not just like are they a good client because there's a lot of good clients out there, but who are the people where I just they're going to help me reach my dream while I help them reach their dream.

And we're, you know, so it's kind of a win win win, you know. And I just felt when I got crystal clear what I wanted, it just all came so quickly. Yeah.

And it can come that way when you get clear I get that. But how do you go from being like, the world's leading expert in infectious diseases to become an expert manifesting, you know, because there to one thing is not exactly the other for sure.

So, you know, how did that happen, that transition happen? Yeah. Well, you know, what happened was, you know, I saw these people who are sick, and I heard them over and over telling me how sick they were and how hard it was to get better.

And then I said, wait a second. I know what's in your way is is your paradigm, is your your continual. Your speech is like, I'm sick, I can't get better.

You know, they're on this situation of like, oh, on the Facebook groups, everybody says how it's so hard and complicated. And I just in my mind, I kept hearing them repeat the same things.

And it was not the goal they want. They told me on paper and out of their mouth they wanted health goal, a like of excellent optimal health, but at all.

Their words and their actions look like they were pretty sure they weren't going to get there. And then I started examining in my head and I was like, what my goals are.

Wow. I'm focused on what I focus on most was the complexities in my business every day. So I had the goal written down and I even talked about it once in a while.

But it was like I would get lost and keep going back to the same, you know, everyday stuff. And so I dove into, you know, I've been studying like law of Attraction stuff and manifestation for a long time, and I did some work with Bob Proctor, and it just immediately shifted my mindset.

It was like it clicked 20 years of searching. It was just the tool. And what really came up was, it's like habitual thought patterns or our paradigms are the things that are getting us locked, and they have almost exclusive control over, you know, if you think about a paradigm, it's a program that has almost exclusive control over our habitual pattern, and or habitual behavior.

And the thing about our behavior is it's it's almost all habitual, right? Like what we do on a daily basis is a pretty much a routine. So if you dive into that routine in your mind, you know that.

And that controls our perception and and our actions and all our behaviors. So what I found was I was saying one thing, but inside my subconscious was saying, well, Tom, this is going to be hard.

You've worked for ten years at these people. You're really good at it. But it's so hard to get those good results. These patients are tough to work with.

And when I started working, what I learned was that if my sub, my conscious mind is coming up with all these amazing ideas, like, like, you know, you hang out with me, it's like ideas left and right.

I can't shut up, right? I'm so inspired. But then when I sit down and make it a reality, the problem was my conscious mind and my dreams were not in alignment and resonance or vibration with my subconscious and the emotions that I had been programed with as I grew up and through medical school.

No one taught me this. And then I learned you have to work hard, you know, and 5% improvement in your business

in one year is really good, you know? And and oh, you're going to struggle with these chronically ill patients and you're going to keep them just. Okay.

You'll have a breakthrough once in a while rather than a lot. And the problem is, if you're vibration of your conscious and your subconscious mind are not in harmony, you create internal chaos.

And then you kind of hit fear and self-doubt and sabotage and you hit the wall, and then you just bounce right back in the bondage and you do the same thing over saying the big idea you're about to break through your belt to, and then the fear sets in, and then you go back and, you know, a lot of us will make five, 10% improvements year after year.

But what I wanted personally was a quantum leap. I'm like, I'm not going to wait for 20 years to get there. I want to make a massive shift now. And so through my work with teachers like, you know, Bob Proctor, I, I learned to be able to shift this quickly and then started working with a program where we're able to do this over the period of 3 to 6 months, and you're getting and you really fine tune it so that it becomes an aware, you're aware of your conscious and your subconscious, you know, how to program them, and then you just go right past that fear because you've got the system that's in alignment with universal laws that allows that to happen.

And the cool part is when your conscious mind and your subconscious mind are in harmony, then your subconscious programed your body to start taking action and your behavior, your belief systems start to get reflected externally in your behaviors.

And then the universe is like, shit, Tom is actually doing it for a change. Or, you know, Reid is out there doing what he's been talking about for a while in every day action, as if it already happened.

And then you pull that to you and it happens much more quickly. So it was mostly out of desperation. To be totally honest with you, I was sick and tired of doing the same old crap and being mediocre, even though, I mean, I was high end mediocre.

Don't get me wrong. But I was. But I was being mediocre. I wasn't playing high. I wasn't playing to my full potential. You were one of the best mediocre poor people I know.

So, no, but this is really cool to me. Thank you. But but think about it. Like inside of me. My whole life, I said people are not. I was like I could never understood why people were settling.

Everybody told me, oh, you got to settle for your spouse, I bullshit. I've got the best wife for me ever. And we're in love. And we get more love every day because I refuse to settle.

But outside of that, I was just like. I could never understand why people would settle for for not doing what their passion really is. And then I looked at it and I said, wait, I'm not doing that either.

I'm playing smaller than I want to. And so, yeah, I strove further, and I was the first person in college to graduate college in my in my, family. And so then I went on to medical school.

So obviously no one had done that. But it was like they all just expected me to go, okay, now your doctor, you know, and I'm like, that's not what I'm here for.

I'm here to inspire people to be themselves and do the best they can. And I feel like all the health coaches that I've met have all these tools, and they all want to help their clients get more, and they want to reach more and more people.

Yeah, but they want to do it the most efficient way possible. This isn't like dicking around for ten years and figuring it out like I did. It's really like, you know, we're all making an impact, but I want people to go make huge impact for your clients.

I want your clients to be bringing people to you so that you don't have to keep struggle ING for more clients. And I want you to be able to use the things you need that are already in your toolbox.

I mean, how many conference have you gone to? And I mean, I look around my my office, I've got all these things that I brought into the mix. Right. I have this big toolbox.

Yeah. Half the programs I ordered, I never even finished because I got stuck. And so I was like, I'm just cutting to the chase. I'm like, okay, this is a great program for me.

Why am I not finishing it? I want to find out why I'm not finishing it so I can actually finish it and implement it. And so that's where the mindset piece goes and says, boom, let's get you unlocked so that you know how to apply all the things that you already know.

I mean, there's so many smart people out there, but how many super smart people that do, you know are like super rich and making and changing the world?

It's like, not that many. They're kind of playing small. So my goal is to just have people not have to go, you know, to just really up their game. That's fantastic.

Tom, I know that you're doing it. And maybe would you feel like sharing with the audience, any of the steps that might have to take to to change their habitual thought patterns?

Mindset, Paradigms, and Manifestation

Because that seems to be a roadblock for some people, like you just can't get out of certain habits. Right? Well, I think one of the things you should do is really to write down clearly what you want and and dream really big, right?

Because it's like when I was a kid, like I would always fantasize about everything and dream and everybody's like, oh, Tom, stop, daydream and pay attention.

And oh, that's you know, that's not for us, right? Let me just start going over like write down, be like literally like if you look at something and you say, I an exercise I give people a lot is think about your life and 12 months from now.

And really, I want people listening to write a new self-image script for themselves. Like, what do you really want your life to look like? See yourself fulfilling those wild like the wildest dreams you have.

Like you took this huge quantum leap like you read that you that you heard about on The Secret and all this other stuff. What's your life really look like?

Because you've already achieved those goals and, you know, really just get super clear. And then when somebody is like, oh, I can't get clear on that, that's okay.

Just write down whatever comes. And then you, you write it in the present tense with positive language, and you say, I'm so happy and grateful. Now that and you just write it out and you come up with a couple paragraphs, maybe five pages, whatever you need.

But then you go back to it every day and you look at it and you read it and I'm like, is that really me? Because with me, when I did it, it changed. I got more and more and more precise, and the more and more precise I got by just rereading it and editing a few lines.

It's like, you're copy, right? You have the best sales copy, but you change two words and it converts 100% better just by moving them. And same idea. Put all the effort into your mindset and then you'll start to see it changing.

And I mean I did a and another one. You can do two that I've played around with. This is I've heard, Bob Proctor

talk about I'm so happy and grateful now that income, my income increases on, through multiple streams on a continuous basis.

So I said this and like, the next day, a check showed up, but. And it was just a small commission check, right. For something I did a year ago. But this time, instead of going, just a small commission check, I go, oh, oh my God, this is working.

You know, I, you know, I want the money. And then it's like, then I got a really small one, like eight bucks and I'm like, that's the best. And then I saw another one for like 25.

I'm like, oh, this stuff works. And then the fourth day of me repeating this, somebody called me up and asked me for, you know, to do a private mentorship that's going to be, you know, five figures a year for the next three years.

And I was like, wow, this stuff really, I mean, you know, and so it's part of it is you have to start noticing the grace that comes into your life, you know?

And so that's really helpful. But I think that we only we have to do it repeatedly because otherwise it doesn't get, you know, deep down. And also, like I said, I mean, I do a six months training that really dials all that in because I want people to to feel that, you know, and then as a practitioner, I think it's also important because this I kind of talked about what do you want in your life?

I recommend people do it for your personal side as well as your business. Right. Which includes being clear on who you want to work with. But then when you're working with clients, feel free to give them this, because so many people, they're they're hitting a boundary.

They're like, oh, well, I always get stuck here or I can't. The food sensitivity is are holding me back. Okay, well what about what is your life going to look like when you get past these food sensitivities or whatever is holding you back?

Your dysbiosis or what is life going to? And they're going to eat? Well, I have to fix it first. Okay, well, we know that. But if you create this dream and you help coach them to say this is the expectation, you're going to get beyond it, what is your life look like when you're already better?

Because when they keep resonating out there, then they can actually take more clear action today. And they're going to be because to me, getting rid of dysbiosis.

Boring, right? I mean I'm like, whew. Like what I want is what getting rid of dysbiosis that transformation, what the hell am I going to do? Because when I had Lyme disease, I didn't even know what it was.

I just knew I was sick. And they're like, you have fibromyalgia and chronic fatigue. All I knew is I had things I was doing and I wanted to do. So then I, oh, I was always motivated.

But you see, the people who are like, they're they're motivated to fix their problem. I want them to be motivated to achieve their dream, and then they'll be able to have the energy and the mental focus to actually focus on the health stuff that will allow them to get their dream.

But if they don't have that passion and a place to go, like, where's the end? You know, if you don't have that end point, you're like, oh yeah, dysbiosis.

That's fine. Food sensitivity. Shit, I can't eat that food, you know? So we we give them goal that endpoint. Right. That's beautiful. You know it sounds like you really get the steps dialed in there.

And, I have a few more questions for your time. So you're not done yet? It's all good, man. Fantastic. So, look, Tom, you know people here, I have 30 different health coach certifications in this particular event, and I think that all are great.

Some are absolutely amazing. Some go perfectly well mixed in with others. But, you know, here we are. We're doing all these programs, learning more skills.

Certifications. Some of it's, based on the technology, how you actually fix things. Some of it's on the sales and marketing, some of it's mindset like this is this is kind of a blend, you know, but, people still seem to hit the wall.

They struggle. But how do you avoid that? How do you avoid hitting the wall and making some serious, lasting changes? Because if I could do that in this with this summer, get people on the right track, give them the right mentality, then I will have had success with this event.

Yeah, absolutely. You know, I, I really think it boils down to, knowing where you are right now and where you want to go. Right? And so it's like you have that crystal clear goal and understanding where you're at.

You put that together with the paradigms. Right. And, and learning, proven technology for changing those habitual thought patterns so that you don't, you know, because like, what I want to see is what's really cool if you go back like, if, you know, many people have seen the Secret, right, where they talk about the law of attraction and they talk about the three steps, ask, believe, receive.

And what they say is you get your ask, right? So be crystal clear on your goal. But the belief part isn't just like sit at home and believe it's going to happen.

It's really taking action once you know what's going on. So immediately after you are clear on your goal, then you go, oh, I need this marketing strategy, I need this step.

But you're going to follow through now because they're attached to your your passion project, to your mission in life. And that's really it's not it's so a lot of times we're like we're we're figuring out the how.

And then we're like, we're going to figure out the what or like the what is like nebulous. Like for me, I'm like, I want to open a medical practice and help people suffering from stuff, and I don't want to do it like other people.

I want to do functional style. You know? But so that's a that's not really a what that's kind of just like a, I mean, it's just a nebulous cloud. So what I'm recommending is that people get crystal clear on the what is driving them, what they want to achieve, and then they'll know which how to use and they'll be motivated to go through it.

Just like our patients, you know, and, you know, it's interesting. I, I have this quote up over here because I like it so much. But Andrew Carnegie said, any idea that's held in the mind that's either feared or revered, will begin at once to clothe itself in the most convenient and appropriate physical forms available.

Meaning, if I focus on what I really want and or what I don't want, I'm going to make that. Yeah. So to me, it's learning how to to put the, the what with the how.

And yeah, so many groups are like, you know, get clear on your what and then you know the how happens. But the problem is many of us who are like health coaches and doctors, we love learning all the to do things and love certifications.

We need all of those in my opinion. I have many myself and I still take other courses, but what really change my results with my patients and my finances and my life was getting clear on the mindset piece.

And like I look, I talk about it in medical terms, right? Placebo is responsible for about one third of all medical outcomes, including surgical. So I'm not saying you don't need the other.

I'm saying yes and yes, I need the medical. Yes, I need the how to course. But I and I want to harness the power of my mind so that I'm the complete package.

And then like one of my, the people in one of my support groups the other day is like, I asked them a question

about where their mindset was, and she's like, and we're talking and she has chronic Epstein-Barr, Lyme, and obviously all the other things, the chronic fatigue and the brain fog that go along with that.

But she's having a hard time doing much of anything. And she said, you know what really is it's like that her diagnosis preoccupies her thoughts, and it's hard to find any kind of balance.

And some of the entrepreneurs I work with have a similar sentiment. I'm so busy in my practice and trying to figure out how to make it all work, and trying to take care of patients and trying to do this, that what we want to do is find a balance point.

And so earlier when you ask like, what are one of the things I can do? One of the things you can also do to immediately change this is look at the words that come out of your mouth.

Right? So when I made my big shift, like I joke, I'm from new Jersey, so I use the F-bomb a lot. And if you hang out with me socially, I do. But it was like immediately after that clicked for me.

I almost don't swear at all. It's very specific, you know, and and I don't really use the word hard or I'm going to try this. It's like when we do that, when this is accomplished.

So when you're because whatever words you're putting out, when you focus on them repeatedly. So just just listen. Even if you record yourself over the course of a day in the office, you know, I would even do like turn on Otter and just record yourself for like an hour or a couple patients and then transcribe it and pull out the words that come up the most often.

Right. And then look at it and say, oh am I setting my, my, my client up for success or am I setting them up for struggle. Am I setting myself up for money coming in or money going out?

And one of the example we talked about earlier, where I got an $8 and a $25 check, so most what I did the first time I got a few small checks was, oh yeah, that was kind of a waste.

I'm like, that's a waste. I just told money. I don't want it in my life. Yeah. I'm thankful. It's like everything that comes in in my life. I'm thankful for it. Right.

And you know, so the other the other day, it's like, it's so hot here. But the and I'm working at home with all the virtual, you know, so our air conditioning broke up and I, you know, I get done the day, like, super sweaty in my home office.

And so I call the guy comes out the next morning and he goes like, whatever the blower was, it's supposed to spin, you know, and it had ballooned out.

And he's like, I've never seen this, ever. I was like, well, that's great. Oh, of course it would happen to me. Right. So there you go. Of course. Stuff the one off happens to me.

So I caught that one and change that. But then he said, well let me go check. I'll go back. He goes to the shop and they go. It'll be at least a week before I can get you a part.

So then he calls me back 20 minutes later and he goes, well, with Covid, it's probably going to be more like a month. I'm like, It's July in Connecticut.

I'm not doing this. So I was talking to my wife and I said, you know what? I'm pretty sure our air conditioning is going to be fixed by tomorrow. And it felt so good to just not believe what he had told me, that I was like, you know what?

And maybe it'll even happen tonight. And so within an hour, the guy shows up at the front door with a new blower. He goes downstairs and I was like, yes, it works.

It didn't fit. So he got done and I was talking to Jill again and I said, you know what? It is definitely happened. I feel so good about this because the guy told me a week, then he told me a month and he found one.

He goes, we got no more. That was your only chance. I was like, this, I get the best chance in the world. It's happening tonight. And like an hour and a half later, he shows up with a blower that fits.

And I had air conditioning and I was like, so what did I have to lose? Like, he already told me it's going to be a month if he has to order it. So what if I what do I have to lose to believe that it might happen today or tomorrow?

Nothing. And it happened. So then I'm like, damn, this stuff happens all the time. And then I got a $25,000 a year gig, and then I get this. And so to me, it's like, there's no there's no loss.

If you believe that in your goals, you have at least a half a chance of getting them. But like if your patients or yourself believe that they're not going to get better, that's a self-fulfilling prophecy.

So I'm just like, if not getting better is a self-fulfilling prophecy, hey, maybe getting better or manifesting an air conditioner blower in the middle of July and Covid, maybe that's possible.

And the more I do it, the more it happens. And so I'm just like a scientist, right? The null hypothesis is it doesn't work, so I just work. But at the end of the day, it keeps working.

So I believe it. So I would recommend everybody start to try it and try it out for yourself, you know? Yeah, yeah, I totally get it. You definitely have to to watch what you say.

And I'm I notice it a lot when I'm editing, our blogs and things like that. Sometimes I have other people that co-wrote and things, and the first thing I do is take out all the passive voice, anything.

It sounds like it's being expressed in a negative way, so that it just becomes more positive and, you know, you get up in the morning every day and you have to see that the cup is half full.

It's just a house of love better than it's half empty. You know that. That stuff absolutely works. Guarantee. So, you know, I've been noticing women. I love the the point that it's really interesting to add to me is positive thinking is not about blowing off the other stuff that's going on in our life.

It's about having our focus on the goal. And when something is quote unquote negative or less than optimal comes into our life. Now that we we're in a vibration with what we want, we can make the best decision of how to deal with it.

So it's not just like positive affirmation makes everything the world go right. I'm saying, like it allows you to take the necessary action in order to to move forward with it, you know?

And it's like when people work with me, the thing they see, whether it's in business or health, in a mindset, the structure that we create in the learning and the structure they create in their life leads to that freedom and to them achieving their goals.

Yeah, man. We'll talk a little bit more about the, the, what's at stake, you know, because you're either going to keep, you know, sort of going the way you're going or you're going to, you know, take some action and, and your life is going to come out differently.

We'll talk about the. You know, what's at stake. I mean, from a personal. Yeah. I mean, from a personal place, you know, I love helping all the people I was helping before and the way I was helping them.

But if I didn't change my mindset and then improve the result, they were going to struggle more. I was going to be drained. At the end of the day. I was going to continue to do, hey, 5 or 10% improvement year after year, maybe even have a year of 20% improvement.

Practical Exercises for Rewriting Thought Patterns

But you know, I now it's like I can get like I can quadruple my income in four months, you know, which when I grew up that wasn't possible. Right. And so for me, I really want to make sure that I know the possibilities, because I don't want to get stuck in demanding patients, working hard to get them in, going to more and more conferences and then not using them.

I'm all for conferences. I love them, but I want to be able to use that information. I want to be at empower my patients. And I also, I mean, I tell I it was funny for years and years and years.

I said, I haven't got a vacation in nine years. I became an expert by bringing my family to cool places, letting them go to the pool while I was inside of a four in a dark room with freezing cold air conditioning.

And the more I said it, the more it kept happening and I just didn't want that anymore. I wanted more family time. I want, and for me, I want to help more people.

And so if I'm helping 40 people a week and stressing myself out, that's one thing, you know and I'm doing right. Action. But for me, I really wanted to help hundreds or thousands or hundreds of thousands of people a day.

Right. And so for me, that really got me going. And so for anybody who wants to get past that frustration of getting a bunch of things starting, stopping, starting, stopping, or knowing that you're on the planet to do more than you're doing today.

I mean, that's the stuff that's at stake ship. I mean, I don't know what happens before after this life. I mean, we can all have that conversation, but I know that the life that I currently have is precious, and I want to make the most of it.

And I want to give to the planet. That's what calls me, you know? So I just want and that's been my mission is my whole life. I just never uncorked it until, you know, the last year or so is get out there and do what you really want to do.

Because, you know, we never know when our last breath is. So, you know, and like one of my teachers says, you know, we're just by breathing, we're creating results.

Do you want to create your future by default, or do you want to create your future by design? And I choose to do it by design. Amen, brother. You know, if you don't decide someone else to decide for you what your life's like, you know?

And that's a horrible thing, you know? Oh, yeah. Yeah, yeah. You start to get, unhappy, you know, and and you know it and you use it, you know why? And to break free from that is, emancipating is remarkable.

I'll just throw this in there that, you know, I've been working for a long time, really hard in this business and, accomplished some pretty cool things.

But I just wonder if I could have made it, you know, done it a lot faster with an even more, you know, controlled sort of mindset and methodology for, for manifesting, you know, and I know it's true.

I'm okay. Manifester. I guess, I guess, like you said, mediocre manifests. There's are still we're still manifesting. But right now, how do you all do?

You know, well, you know, it's interesting, like, go ahead, Tom, I was going to say that, Bob project. Yeah. But Bob, my, you know, my one of my main teachers talks about it, and he's like, we're limited by only two things weakness of attention and poverty of imagination.

And, you know, you know, the thing is, like, what do we just take. No, you know, what are you focused on most

during your day? So since I made this big shift, I have a dream home.

I know exactly where it is. I know exactly what it looks like. It even has its own music video. So my family and I, 3 or 4 times a day, we play the music video, we dance together and we picture ourselves being there.

There's a workout room in that house, and when I work out there, when I work out my current basement where my little workout area is, I envision being there.

I envision what my medical practice is going to look like there because that's how I want to do it. I envision being on stage is talking to these people, and I'm getting and and like, I have all these business opportunities to help more people.

This isn't just like creating like the dream home and the money, because that stuff I think is really cool. But as you know, I'm so driven to help people.

But when I decided to stop playing small and I started to imagine what could be done, I connected with a friend of mine who's connected and we have the ability.

Now we're working on projects to help veterans in a way that no one's ever done before, and to me, I'm like that. I'm like, my hair stands up every time I even say it out loud or think about it.

And I'm saying it out loud all the time because it is a done deal. It has already happened. We just now have to do the stuff to make it manifest on the on the physical plane.

But it starts up here and it's like, see all the great things you want to have happening to you. Teach your patients the same thing. You know, your clients, you know, and I'm so in the same patients, but our client because of where my upbringing.

But your clients like, get them to see what their health really looks like. So their life takes off, and and I'll tell you it with my patients, I've seen some people, their biggest health problem is money.

Well, good. Teach them how to make money. If their biggest health problem is they don't follow through. Good. What? What do they want to follow through for?

What does it look like? You know, maybe it's their relationship. Maybe it's their kids, whatever stimulates and get them to really see what a great life looks like when they're when they're loving everything they do and then let their imagination go wild.

Tell them to be a kid, writing a Christmas list. It's one of the best things to do. Pretend you're a kid, you believe, and it's like, boom, Santa Claus.

This is what I want my life to look like and write. That should. Yeah, because what happens on Christmas? Read when you're a little kid. Almost. No matter what you write down.

Number one, number two, number three on your list, which one do you get and which one do you bug your parents about? Yeah. Number one, that one. And you, you just go, I want this, I want this, I what this, I want this, and guess what? You get it.

That's what you need to do with the universe and teach your patients to do that. And they'll get better results and they'll be like, oh my God, the my health coach, my doctor.

They did. They inspired me like nobody else. I have doctors who see me as patients. I teach them this. They go, I was just I've been to ten doctors, five psychiatrists, three health coaches.

This is the first time in my life I've been heard. I'm like, you're 56 years old, and this is the first time you ever heard

by another health care practitioner.

And you're a health care practitioner. They're like, teach me to do what you did so I can do this for my patients. And to my hubby. Yeah. And it's like, it really, it's that powerful.

Well, I know you've got a lot of secrets for us, but I want I want to, Tom, say I completely support you and and everything you're doing, and it's kind of how I think, like, I was going to add to my last comment that, you know, I've been manifesting on time.

I already living my dream home. I live in Paradise. And it's it's I just everyday try to be thankful, you know? But you and and I try to expand on it because you can't just go into defense.

And if all you're trying to do is keep what you have. I know that's not good either, because, you know, you start focusing on just not losing instead of, you know, winning more on these kind of things.

But what do you I want you to talk a little bit, before we run out of time, talk about your your program. Like, you know, we're going to put all the information about getting in touch with you into the show notes and things like that.

But what? Tell us about your program, how long it takes. Who's it for? Yeah. Thanks. You know, and I love the comment about be thankful, because that's the thing.

I mean, if we want something, we don't have it. If we're not thankful for it, then it's not meaningful to us. And I and I'm very grateful and thankful to you, Reed and the whole team for allowing me to to share about this, because, yeah, the program, you know, it's really for people who want to take that next step and apply everything that they've already known and blow the barriers off of all their dreams, you know, of of their preconceived notions of what they can achieve and, and go even higher.

And as you know, even like some of the most successful people on the planet who have, like, you know, five dream homes, they're still getting coached.

The, program is six months. We we run it's, a combination. We use, Bob Proctor's framework because he's been it's been proven for decades and offered in over 100 countries to get results, with the average person quadrupling their income in the six months, which is not too shabby.

And then then I put on then we so we do that whole structure where we have, you know, it's a group setting. We work together, we go through lessons, we have daily work, both audio visual and written stuff.

And then we have the team stuff. We get together. We have guided, trainings, once a week. And then, really, the thing is to teach you not only how to pick, like, what we're working on right now, but to achieve that and then be able to make a shift in your awareness that you're going to be able to continue to use into the future.

And that's, that's really a big piece. And then I add into it, on top of all of the proven success of the training, very specific things that I've seen, how we can implement this to medical practice, health coaching practice.

Because a lot of the thing that makes my my Lyme practice work so well is that coaching piece is a giving them. And so we really bring a lot of that knowledge.

And so we take the mindset piece and the proven technologies of universal law practice background, my background and a lot of my other teachers. And then we give you that part and then on top of it is really specific.

We can dive into how to implement this and teach it to our clientele.

Leadership, Gratitude, and Modeling Success

Because and that I have stuff in my practice, I'm always creating more resources and everybody in the group has

free access to all those. It's really with this, a pay it forward model.

You know, we all work together to help the next person improve their health, improve their business. And and we I think there's so much abundance in the universe that all of us, can succeed.

Well, I know you're providing some amazing leadership out there, too, you know, and it's been, my honor and pleasure to have you on Doctor Tom. And, what else can we do?

Like, you know, we're going to brainstorm right now. What else can we do to provide leadership in this area? Because, you know, this, I think everyone would agree standard medicine has does a great job.

You know, I've always told people, if you have a bone sticking out of the arm, bleeding, you don't call your nutritionist, you know, or health coach, right.

But if you, you know, so everyone's got their place, but what else can we do to provide some leadership to folks? Well, I think that especially in Covid times, the leadership that I would love everybody to see in the health care field, to say there's been so much divisiveness because we don't know the right answer.

The same with Lyme. Like, we don't know all the right answers, but we know the path. And as someone who's in health coaching, the things about sleep and, you know, nutrition and movement and deep breathing outside and, and getting in a parasympathetic state, these are all things that we can teach to people.

I would suggest that we should, one model this behavior. And in our marketing, it's like if you think about so many people now are marketing and talking about what they don't want or how they don't like how the system is, they're going to attract clients that are like that.

So if you want the clients that are all about getting better and bringing abundance to their life in your life, then you want to be talking about when you're at a restaurant, on the phone with your friends out there, model the leadership that you want to see in the world.

The other thing that we should really be doing, you know, because the thing is, you're going to make that and you're going to attract that to you. So whatever you're putting out is coming back and it's like a boomerang.

And the other thing is I would highly recommend, you know, and this is one of the, laws that comes out of thinking grow rich with Napoleon Hill. And many, many thought leaders talk about art, leave others with the impression of increase.

So in every interaction you have with any other human being, lead them with the impression that they benefited from talking with you. And, you know, and so that's where we give them the best we've got.

And in that scenario, and I think that in these times in particular, I don't want, you know, I agree, the thing is conventional medicine does some things wrong.

I've been in it since 1995. I'm pretty clear on what it does well, what it doesn't do well, but the same with functional and health coaching and nutrition.

We're all trying to help people get better in our own system, and maybe we want to bring that system along, but but be in a in that place where we're not putting the other people.

Now we're saying, yeah, not yes, but my way is better. Yes. And I would suggest maybe we look at this because that'll help that system over there. So it's really that leadership giving them that impression of of increase.

And you know, I know I've said it a lot, but it's so important. I mean, every great thought leader through history has argued with each other about the way to get things done, with the exception of one thing.

And that one thing is the things that we think about are what we bring about. And so whether we're whatever we're focusing on is going to come back into our lives.

And if we can model that good behavior to others and then also teach them that if they focus on what they really want, it will come in. But taking action in that direction, then, you know, I think we're we're going to make a big change.

And I can see, you know, the other part is I'm just to share some enthusiasm about this because sometimes we, we, I hear, like some adversarial stuff.

You know, I've already been asked to potentially work inside of some larger insurers to, to help their health coaches empower their patients in a way that's not just the company's bottom line.

So for me, I'm like, oh, well, I've got this degree where I can kind of infiltrate, if you will. So I believe that everybody listening today has their own unique skill that's needed out in the world, and that you're going to have unique opportunities come your way.

And when you live this way, you're going to know when that opportunity comes in your life to say yes. And I'm willing to help right now, because then you're going to actually have a crazy opportunity that you never imagined come into your life, and you're going to be at a really helped change the health care system more than you ever imagined or I ever imagined.

And I just think that unlimited potential of us and leading as if that's all the way it is just such a I mean, it's such a gift to humanity at a time where we're we're in fear, you know?

Yeah. And you're you're a great humanitarian and, you're on a wonderful track. And I'm just so proud to be working together with you. And I know there's big things.

You know, you put a few brains together and God knows what can happen, you know? And so it's happening, I think. I think there's already kind of this huge collective, consciousness that's moving, you know, moving it in the direction that it's going.

And less the other thing read if I have a second is. Yeah, in Covid. Everybody on this who's listening to this has this has a unique opportunity. Humans are we're all under this huge magnifying glass.

Everybody's so raw about all these things. And if you're if you're making that raw more raw and you're pour lemon juice on it, that'll get you that quick sort of attention.

Not that long term thing, but one of the good things about this magnifying glass are people are realizing medicine doesn't have everything. And part of medicine that's been missing, and you guys all put into it is helping them understand and achieve personal responsibility in medicine.

This is like my biggest pet peeve in medicine is we take healing away from the person and away from their body. Our bodies are amazing self-healing mechanisms.

Our jobs are to help support that person in healing. Whether it's nutrition, mindset, everything. We lift them up so they can do the work on their own.

You are in a group in the perfect place right now to uplift your clients and motivate them to to really go to a level they never knew possible. And instead of feeding into that fear, use that what they're afraid of.

Like, why are they afraid so much? They're afraid because there's something they may miss out on. Figure out what that is. Tie their health to that, and you'll have them take off, and your business will take off with it.

It's amazing how that works. And you just you just, you, you know, you just say everything, right, man. I mean, it's, I

should I should give you some hallelujahs and amens and and right on, because that's what we're doing, bro, you know?

Yeah. Yeah. Right. Can I get it? Amen. Yeah. So listen, because, you know, time. I respect your time. But I get patients waiting or something like that.

But we have been one of Doctor Time's patients, folks. And this amazing guy flew from San Diego to Connecticut just to see this man. And the experiences office.

I was there for like 4 or 5 hours plus lunch. And it was just such a remarkable, enriching and, nurturing experience from your the way you have your, your staff and, just the whole place, you know, it was cool put in place.

You got, you got any sort of church, you know. Thank you. Cool stuff. Yeah, yeah. So now, last question, Tom. How do we separate the professionals from everybody else?

You know, I want some of your best tips. Or even if it's one tip you've already given us so much. You know, everything you just said in the last, few moments has been about being a pro and being taking it seriously and taking it to the next level and those kind of things.

But do you have, you know, something like the required traits of a professional health coach? You know, I, I do, you know, I've talked to a lot of people who provide leadership training, including multiple people who I've done their programs, and I hold them in the highest esteem.

But with Covid as an example, because it's so on everybody's mind, they're like, hey, we're so good right now, we don't need to. I'm so healthy, I my mind is so clear.

I don't need the mask, I don't need to do this or that. I said, well, that's cool that you can do this. And a friend of mine goes, well, you know, I don't drink.

I'm like, why don't you drink? You know? And he goes, well, because if I drink when I'm out and and that means I give people around me permission to drink.

And what if someone around me, you know, because of the influence we all have over each other? What if I give someone permission to drink who's an alcoholic, and then I ruin that?

That's kind of interesting. I didn't think of it that way. But what about this? What about when you don't follow the recommendations? And because you're such a leader, you don't even need to follow any of the rules at all.

By definition, as a leader, you have followers. And I think the the, the role of a leader is to model the good behavior that, you know, of optimal wellness.

But when there's a situation where there's, public health thing, I should model the behavior for my clients that they need to be doing, not necessarily say, hey, look at me.

I'm perfect. Say, look, I was there and really say, look, I'm going to help model the behavior along the way so I can bring my followers along with me.

I can bring them up. And maybe today or in this week and this year is not the time for them, but that door is always going to be open if they're an ideal client.

And so I really believe in leading by example, and I hold myself to the highest standards. And so I'm always honoring my what I do and showing people, but I'm never dishonoring where they're at.

I'm saying here's the possible ability.

Program Overview and Final Takeaways

Now let's go back. And I'm going to not necessarily hold your hand, but I'm going to model behaviors around you that are the one you need. Like what I model in front of my daughter might be a little bit different than I model.

And when we go out to dinner or someone else, but it's really just paying attention to, to to your words, paying attention to your actions, making them appropriate for the scenario, understanding that you have chosen to lead people in a place that is so sacred and we should treat it like that.

It's like every day to me, you know, and I'm, you know, it's almost like my mom going to church or someone going to synagogue or going or ashram or whatever.

There's so much divinity and everybody, let's just honor that and bring them forward. So as a leader, you have to know how to turn up the volume and turn the volume down and bring people along with you, not say, hey, I'm way up here.

Yeah, the climbing is going to be hard, but if you just keep, you know, it's like you want to to me, it's like I feel as a catalyst, uplift people and provide catalyst, be a catalyst where they need it, when they need it, be there to catch them, ask them to stretch when they need to be pliable and flexible.

But don't ask them to do shit you wouldn't do yourself and and don't get like so high on your leadership that like, you're so good. And I find that I just want to make sure that we lead with our hearts, not with our ego or our brain.

Right. And so that's really what we do when we get everything in alignment. The part I didn't tell you guys, it's like the reason that our thoughts and our conscious are so powerful is they're connected with the universe.

And whether you call that God or Allah or you know, life or whatever, that the reason you're having these thoughts is you're connected with the universe.

And so what you're trying to do is complete a circuit universe into your into your conscious connected to your subconscious, down into your heart, in your body, through your emotions.

Let that out and reconnect. And when you reconnect, it all comes into being one. It's almost like that. And so in Zen Buddhism, right, you get to the beginning, you know, you get to the end of your journey, only to arrive at the beginning for the first time.

And that's how I feel leadership should be. It's like we're just flexible with people. And the most important piece of being a leader is to lead yourself first and cut yourself a little bit of a break once in a while.

Amen to that. You know, it isn't, us. It isn't, like all the time. Yeah. You know, some words of wisdom for sure. Oh, yeah. Yeah, I know you're going to resonate.

Go ahead and say one last thing to, I just I just want to say how grateful I am for the opportunity. And I've looked at the other people who are in the summit.

It's like, man, you guys know how to pull them together. So many of those folks are are friends of mine. I know a lot of their programs. I've even taken some of them.

And like I said, we're all about becoming the whole package. And and it's just like, to me, there's so many little pieces we all want to put together.

Get clear on what you truly want, whether you do it with me or somebody else. But when you're clear on what you want, you're going to get it. You're going to get it in your personal life, in your relationships, in your health.

You're going to get it in your business. And the the beauty of a lot of working on this stuff is that all the things you

learn about you and being able to utilize all the other cool courses that you're learning here and that you've, you've you participate in other places when you work with me, the thing that you're going to see is that you're going to take all the stuff that you work on yourself with, and it's directly applicable in your practice and with your clients.

And if you're like, hey, I just want to learn how to use this on my clients, that's really great, because what's going to happen is you're going to learn how to use it on your clients, and it's going to work on you to yeah, it's remarkable.

It's a win win win, man. We're changing the world by just opening people's hearts and letting them live their passion and putting goodness and success out in the world.

There's a super abundant universe and we can all we're all a part of it. So let's all share, share it with each other. Amen. To Again, looking forward to all of the cool stuff we're going to be doing together.

And love you, man. So we'll see you again. Thanks for being. Yeah, thanks. Love you too.