White Coat, Red Flags: Why So Many Doctors Feel Trapped Transcript

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The Myth of Long Hours

Lie number one is long hours and hard work are the key to success, which is a complete note of BS. If working 14 to 16 hour days, sleeping four hours a night and sacrificing everything else in your life was the formula for success.

My friend, my brothers, the union plumbers would be multi billionaires. The residency model you endured was literally created by a cocaine addict at Johns Hopkins who worked insane hours because he was constantly high.

It's not a joke, it's history. You can Google it and check it out, okay? They buried you in impossible hours, not to make you a better doctor, but to makes you too exhausted to question the system they were building around you.

I want to talk to you about the lie you've been living. If you're a provider, doctor, NP, naturopath, and you are new to this podcast, or this is the first time you'll notice this as a slightly different format, it's just me, a little bit shorter form.

And what I'm doing in these is I am reading you excerpts from my latest book called Out of the System. Today I wanna talk about a lie. I wanted to tell you the lies that you have been And what you have to realize is the first step to freedom is recognizing your chains.

Now, this lie that you've been living, it's not the small kind of lie, that makes you uncomfortable. Like the kind that make you feel uncomfortable when you think about it.

White Coat Indoctrination

It's the soul-crushing, life-destroying, legacy-obliterating kind-of lie. That has turned you, one of the most educated, skilled and dedicated professionals into in society.

into a glorified employee working for the equivalent of Taco Bell wages. Now, when was the last time you felt genuinely excited to go to work? When did you last feel like you were practicing medicine the way you dreamed about in medical school?

And when did your last make a treatment decision purely based on what was best for patient without a single thought about what some insurance company bureaucrat might approve?

If you're struggling to remember, you are not alone and it's not your fault. You've been systematically programmed, indoctrinated, and trapped in a system designed to extract maximum profit from your medical license while keeping you just comfortable enough that you won't question it.

They've created the perfect storm. Just enough money to survive, just enough debt to keep you working, Just Enough Fear to Keep You Compliant, And just Enough Busy Work to ensure you never have time to see what you're really doing.

Welcome to the lie you've And what they do is they call this, I call it the white coat indoctrination. And let's start at the beginning and start with your medical training.

What you thought was preparation for a noble career was actually an elaborate conditioning process designed to create the perfect medical employee. If you study how predators groom their victims, you'll find disturbing parallels to how the medical system has shaped you.

From day one, they taught you three fundamental lies. Lie number one is long hours and hard work are the key to success. which is a complete note of BS.

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The residency model you endured was literally created by a cocaine addict at Johns Hopkins who worked insane hours because he was constantly high. It's not a joke, it's history.

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Debt, Specialization, and Control

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Here's the second lie. Massive debt is just part of the journey. They expect you to go into debt up to your eyeballs. Quarter of a million, half a millions, sometimes more.

Why? Because debt, is the perfect chain. If you owe $300,000 and you're making $250, 000 a year, you can't stop working. You can't take risks. You cannot tell them to go to hell when they treat you like garbage.

They don't pay you $4 million a year because then you could pay everything off and have options. The pay just enough. Not enough to thrive, but enough survive and service your debt.

Here's line number three. Specialization is the path to respect and income. This is why they really want you to specialize. Silos. When you become hyper specialized, you lose sight of the bigger picture.

You become territorial, competitive with other doctors instead of collaborative. And you focus so narrowly on your tiny slice of medicine that you never step back to see the massive machinery extracting wealth from your expertise.

The entire indoctrination process was designed to create the perfect medical employee exhausted, indebted, territorially isolated and completely dependent on the system for survival.

Now, there's a $49 billion secret that exists. And this number should make your blood boil. Since the Affordable Care Act has been in effect, health insurance companies have generated over $350 billion in profits.

UnitedHealthcare alone is valued among the top 15 largest corporations in America, alongside Tesla, Amazon, and Nvidia. How did they get there? The ACA created an artificial cap on insurance company profits.

They can't make more than 10% profit on health insurance premiums. Sounds reasonable, right? Okay, wrong. It's the most brilliant scam in business history.

And here's a math. If you make $100 million in revenue, your maximum profit is 10 million. But if you make a billion dollars in revenue, your maximum profit is $100 million.

Why do you think the CEOs focus on driving up revenue which means driving health care costs? The result, American families now spend an average of $16,500 out of pocket after paying their premiums.

Insurance Profits and Hidden Costs

Health care cost in America are three to four times higher than in any other industrialized nation and we have worse outcomes. But here's the real kicker.

The 10% cap only applies to health insurance. These companies figured out how to make unlimited profits through things like pharmacy benefit managers, which control drug pricing.

And this is why medication costs three to four times more in America than anywhere else. Every single payer in this

system is making money off your medical license except you.

The pharmaceutical companies are immune from lawsuits, the hospital bills you for your services, and the insurance companies control what you can prescribe and charge.

Lawyers circle like vultures. And who gets sued when something goes wrong? You do. Who gets paid last? you do Who has their license threatened if they speak out?

YOU do And there's this unspoken contract. When you took that first job out of residency, you thought you were signing an employee agreement. What you actually signed was an unsmoken contact that traded your autonomy for the illusion of security.

You will not make medical decisions. Your really just choosing from a pre-approved menu created by insurance company bureaucrats. Want to do what's actually best for the patient?

Not gonna happen, okay? That's not covered. Wanna skip the next six months of ineffectual treatments you know won't work? not possible. You have to fail the approved protocols first.

your work. You will work yourself to exhaustion. If you're not seeing 40 to 60 patients a day, you are not a good doctor. if you not completely burned out, your not working hard enough.

They've convinced you, literally convinced that volume equals virtue. That running from room to room like a hamster on a wheel is somehow noble. you will remain financially dependent.

They structure your compensation to keep you needing them. Relative value units, otherwise known as RVUs, and production bonuses, which by the way is all commissioned sales, just dresses up medical terminology.

Then there's the false gospel of volume. And let me destroy one of the biggest lies they've sold you that seeing more patients is the key to success. The average doctor spends seven to nine minutes with each patient.

You cannot possibly gather enough information to make that accurate diagnosis in that time. And you know it.

The False Promise of Volume

But the system doesn't care about your accurate diagnosis. It cares about billable encounters. This model isn't designed for patient care, it's designed insurance company profits.

Patients are frustrated as hell. More frustrated than you are. They wait weeks for appointments, sit in waiting rooms for hours, then get rushed through seven-minute encounters where they can't ask real questions.

But here's what they don't want you to know. Patients will gladly pay you directly for quality time and attention. They're already spending that $16,500 out of pocket anyway.

The difference is when they pay your direct, they get real value, the real answers. When they paid the insurance company, They get bureaucracy. So this creates a financial reality check.

You ready for some math that'll make you sick? Dr. Don Buford recently calculated that orthopedic surgeons are getting paid approximately $28 per hour for ACL reconstructive surgery when you factor in all the new time involved, pre-op appointments, surgery prep, the procedure itself, 16 to 90 days of post-operative care, 28 bucks an hour, for orthopaedic surgery performed by someone with eight years of medical training.

Current trends suggest that will drop to $24 per hours soon. That means orthopedic surgeons will soon be paid less than someone working at Taco Bell. Now, how is that possible?

Because the insurance companies don't value you. You are a necessary evil to them. And if they could replace you

with AI, they would. Every dollar they don' pay you goes to their shareholders, their executive bonuses, and their political lobbying.

Insurance dependency methods out there. Here's another lie. They tell you you need insurance to financially survive, which is garbage I'll give you a personal example five years ago I needed an MRI for a prostate issue with quote-unquote good insurance.

My out-of-pocket cost was eight hundred and fifty dollars three years later I need an MRI for my back when they asked about insurance I said I'd pay cash the price $350 same facility same machine less than half price and This happens constantly.

The cash price is almost always lower because there's no administrative overhead, no claims processing, No negotiation between multiple bureaucracies.

Cash Pay and System Exploitation

What we call health insurance in this country isn't insurance at all. It's a system where people pay monthly premiums hoping the insurance companies won't bankrupt them when they get sick.

That's not insurance. that's extortion with better marketing. Then there's the hidden script. Every aspect of your training follows a hidden strip designed to control you work harder, not smarter.

They tie your compensation RV use condition sales with a medical name. The more you worked the more burned out you become the less time you have to realize how badly you're being exploited.

Compete don't collaborate medical training deliberately creates competitive isolated professionals to prevent them from working together to recognize and resist the system exploiting them.

they want you to stay in debt. Every startup involves more debt, medical school, residency, survival, all of it. The debt keeps you working for their system because you can't afford to leave.

and follow the protocol. Questions on the standard of care? You'll be labeled a heretic, reported to medical boards, and potentially lose your license.

Then there's the obedience curriculum. Everything about your medical education was designed to teach you to follow orders, not think independently. They reward you for having the right answers from textbooks, NOT for questioning whether those answers actually served the patient.

Real science is about questioning, hypothesizing, and testing. But if you question standard protocols as a practicing physician, they threaten your license.

If you speak out about what you've observed, They can censor you. Look at what happened during COVID to doctors who questioned, quote unquote, official protocols or prescribed alternative treatments.

Obedience, Censorship, and Closing Message

Many had their license threatened, their social media deleted, the reputations attacked, regardless of whether their approaches were helping patients.

Look, this isn't about science or patient care. The current system is not about that. It's about control. Let's be really clear about this. This system cannot tolerate doctors who think independently because independent thinking leads to independent action.

Think on it. Check out our other podcasts on Out of the System, where we go in a longer form where, we talk with people and doctors and leaders throughout the industry and the world who've decided to leave their systems and

build something bigger.

I'm Matthew Galobly, I am your host. And check out a new book, Out Of the system, you can buy it on Amazon and on our site as well. It's a doctor's guide, providers guide for reclaiming your purpose, your power and your passion.

We'll talk to you soon. Thank you. If this episode got you thinking differently, hit follow and share it with someone stuck in the system. Please leave a review, it helps us grow.

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