

DESIGN YOUR LIFE!

LEARN TO DESIGN
A NEW HEALTHY LIFE
AND BODY TODAY!



June 2018
Seminar
Transcript!


DR. BOBBIE WHITACRE


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Dr. Bobbie Whitacre

 **Rachael:** We're going to bring Dr. Bobbie up here and she's going to share with you this great information, and then I'll fill you in on a little bit more about my story at the end, so...

 **Dr. Bobbie:** Thank you, Rachael. We have a pointer. All right. Well, yeah, let's get into this information. Oh. I do have a little joke for you. Let's see. So a gentleman walks into the doctor's office and he has carrots coming out of his nose, broccoli coming out of his ears, and the doctor walks in and he looks right at him and he's like, "I think I know what's going on with you. I think I know your problem." He's like, "You're not eating properly." Okay, dumb joke. Everybody laugh. All right, just help me out. We've got to start out with something silly, right? Okay. Okay, so on the story of how we got started, right? We've been in practice for 18 years. I know we look like more like 15, but really not. I'm just kidding. We have been doing this for a little bit, and in the last 10 years, we've probably been in weight loss. So our whole philosophy is we want to help people get their health back, get out of pain, and try to do it more naturally without drugs and surgery, right? Try to get people healthier, right? And so that's been kind of our whole focus.

Well, I always say your greatest passion comes from your greatest frustrations. And really we had some great frustrations going on with all of our parents who were basically sick at the same time. His mom came out of cancer and then her organs were malfunctioning, and so we kind of were dealing with a lot of that. My mom had COPD and also colon cancer, and his dad had heart disease, kidney failure. My dad had the worst: diabetes, heart disease, and kidney failure. So we had all of the major diseases going on basically at the same time. And so like

I said, your greatest frustrations sometimes will bring you to your greatest passion. And that's kind of what happened for us as we said, "Hey, we've got to find some solutions. It can't be fads. It's got to be things that really, really work and really can help our family to start getting then into the position that their bodies could start healing from the inside out, some balance, that homeostasis back going on, right?"

So what we found was some friends of ours basically brought to us nutrition. And we looked at so many things. You guys have to realize we were so skeptical. And so when we looked at all of that, we thought, "Wow. Okay, that looks really too good to be true. But if it works, then okay. Then that's going to be something that could be life-changing for not just our family but for a lot of families." And that's what we found. We started utilizing it with our family. My dad's cholesterol came down from like 360 to like 143 in a month. Not that it happens for everybody, but that just lets you know that that inflammation that was going on in his body started decreasing, right? And even my mom who is like very just laidback called and was freaking out, going "The only thing we changed was giving him this stuff that you gave us," right? This green stuff, right? He has all of the green stuff, right? My dad started taking one smartmix per day and we saw some very positive changes in his health. So he gave us one mix and it started changing.

And then of course, what do we do next? We started trying this out, experimenting with our patients, and we said, "Hey, our worst patients, let's see if we can help them." And people, one by one, they just started coming back with "My cholesterol is better. My blood pressure is better. My pain levels are decreased." So

that's when we said, "Hey, this is something that's bigger than... It's a bigger picture than what we realized at the beginning." So that's when we said, "Okay, let's bring this into our weight loss arena." And at that time, we were doing a lot of fitness, right? We were doing personal trainer, had all that going on. And people were getting healthier and they were getting better, but it was a really slow process, right? And then what would happen is they kind of lose all over and they might not lose in that one area that they kind of genetically were predisposed to keep weight, right? And so that was really frustrating. People weren't able to get back into clothes sizes they wanted to just because they were dealing with some genetic issues and we just couldn't get past it. They plateaued.

So when we saw this infrared light technology, we thought, "Wow." It kind of was another one of those again where it's like if this is really what it says it is and it doesn't cause people's leg to fall off or something crazy, right? Then this could really be life-changing. And so again, we did all the research for you guys so you don't have to, but it really does work. It really does help people. And the great thing about it is it's regenerative in nature. So that's what we love because, again, our whole philosophy is let's get away from as much as we possibly can. We know that some people do need some drugs and medication at certain points in their lives, but as much as we can get away from it, as much as our health will allow us to recover and recuperate, right? Let's try to get away from those things. And that's what we saw with this is that this was regenerative.

That NASA video, let's see. Yeah, we'll play that at the end. You will see that the light, they've actually started using that. They've

been doing research. And you'll see that in the hospitals, what they were using the infrared light for was to show how people who have gone through chemo and radiation, literally they're putting it like on their throat, different areas where they would have symptoms and pain. It helped them to recover. So the light is very healing in nature. In the UK, they've been using it for a long time to help with pain management and also to help speed up recovery time for surgeries. So that's where it really kind of started within the UK and then we brought it over here in NASA and NASA has kind of made it famous here. But yeah, that's kind of what our story is. We said, "This is pretty phenomenal. Let's get this going in our practice." Combining it with the nutrition, and we found out that was a synergy right there. Those two work together. I tell people a lot of times, it's like a one-two punch. You've got this nutrition and detoxification of the *Moringa olifera*, which we'll talk about a little bit more, and then you've got the infrared light. So it's kind of like your one-two punch to be able to get you those faster results that literally in that first week, as you guys know, you usually lose around one to three inches, right? So it just kind of gives you that little bit of incentive to go, "Okay, I'm on the right direction here. I'm on the right path. I'm actually starting to see some changes," right? "I'm starting to feel some changes."

And I know what gets us excited, Rachael and I and the rest of the staff. We've got some great people who work with us. And that is that it's all about helping this Southern Illinois area. I'm not going to look at you because you're going to make me cry. But yeah, Southern Illinois. I mean, I'm not from here but I hear a lot of the things that you guys say and I can get it because I'm from Southern Missouri, the Bootheel, right? I'm from the

small little town and everybody there was all about Saint Louis. But here it's all Chicago, and if you're not in Chicago, you're not really in Illinois. Most people think it's like you're just kind of somewhere there. But that's not the truth. Great people here. Great people that really are worth it. You guys deserve better health. And I think that we just start settling for a lot of things that we don't have to. And that's what we're excited about is helping more people in Southern Illinois get their health back, right? All right. Let's get into this. That's why we do what we do. Our motto is "Be healthy. Be inspired. Be revived." And you deserve the best, right?

Well, along this journey, we've been doing this two and a half years now, I believe it is, and we've had a lot of doctors come to us because they said, "Hey, what you're doing is really working. You're really helping some people, transforming some lives. And we want to know what you're doing. We want to come here and learn your protocols, your procedures, and things like that." And we've met up with some great people. The Hedges actually are at North Carolina, in Ashville, and may have taken the New You concept to that area as well. And they're doing wonderful. Again, they're transforming lives. And what we've done is partnered with them, and then what we're working on is growing this throughout the country and duplicating the New You model throughout the country. And it's really exciting because, again, it's more people getting healthy. And so hopefully we can prevent some of the things that were going on with our family. And again, our family is doing so much better, thankfully. That's what our passion is, is to help people reverse some of these things that are going on or help your body to start healing and self-correcting from the inside out, right?

Well, here's the problem, okay? We've got six trillion dollars is the estimated size of the food industry, right? It's huge. That makes it the largest in the world. I know personally I would have thought pharmaceutical companies would have been the largest, but it's really the food industry. And if you think about it, it makes sense. We're eating three to four or five times a day, so it's something repetitive, over and over and over again. They want our buying power, right? So what do they do? They start advertising and kind of programming us at a very young age. Literally, if you think about it, I know I'd always question why this was, but if you think about the big arches, right? You always see it. They're like some of the tallest structures in a town, especially like small towns like this. But if you think about why that is, it's because little babies in the backseat or little children in the backseat, in their pumpkin seats, and in their car seats, they're looking kind of up into the sky, right? So what do they see? They see the big arches right away and they say, "Mom, Dad, take me to the big arches." And why do they say that? Because they program them, because they're going to give them a toy. It's called a Happy Meal. It's going to make them happy, they think, right? And they just start programming all of us like that. And, I mean, that's a business, so that's what they're doing. Just know and be aware of it so that now you know what's going on. You're not programmed anymore in that direction. We want to empower you.

Again, let's see. We also have six of the top 10 causes of death are directly linked to diet. So we talked about the top three: cancer, diabetes, and heart disease, right? So those are the big three that are the leading killers. Six of the top 10, so 60% literally could be prevented. And that's the part that we really want to focus on and really want to try to do something about. And that's why we're

so passionate about talking to you guys all the time about your diet. And the great thing is the side effect of getting healthier is that you start to lose and be able to release more of that fat, right? Release more of that weight and be able to fit back in the clothes that you feel good in. But yeah, six of the top 10 are directly linked to diet and are preventable.

All right. Well, here's a big part of it, right? Three-quarters of a pound, almost a whole pound of sugar is eaten per day. And if you're like me, you're thinking, "How in the world will we even eat a pound of sugar almost per day?" right? Well, think about sweet tea and soda and pasta and potato chips. You can't just eat one, right? You can't just eat one Lay's potato chip or whatever kind of potato chips they are. So just food can be so addictive, and especially sugar. Here's a little one for you. Maybe I told you about this in the consultation, but if you put mice into a maze and there is cocaine on one end and there is sugar or Oreo cookies is actually what they use on the other end, the mice will just skip altogether the cocaine. They go straight for the Oreo cookies, right? So I know I've heard people say to me before, "Well, you can't eat one Oreo cookie. You have to eat a whole sleeve if you're going to eat one," right?



Dr. Jason: That's true.



Dr. Bobbie: Because they're so addictive, right? If you look at some of the research, Google that sometime and you will see how it lights up the brain when you eat sugar and it is so addictive. So that's why we allow you some of the techniques that we do to help you to overcome those cravings because, again, that addiction is so powerful. Two-thirds of the world's population is overweight.

Again, why is that? Again it goes back to the average person eats on average 3/4 pound of sugar per day. And 70% of the world's population is on at least one prescription medication, right? So that lets us know right there. Why do we need medication? Well, we're not the healthiest group of people in the world right now and a big part of that goes back to our diet. Okay? So that's why we're so big on talking to you about diet. Okay? Last one. 85% of the world's population doesn't meet the minimum amount of exercise each week. Literally, that could be a 20-minute walk per day. How crazy is that? We just got to walk 20 minutes per day. So it lets us know, right?

Okay. 2.8 million deaths are attributed to improper nutrition. Wow. How crazy is that? We live in America. We probably have the most food here, I would assume, of any other country, right? But I tell people all the time, we have tons of calories but we don't have tons of nutrition. If you go back to the 1940s, if you look up some of that information about what happened with the government, they said, "Hey..." In the 1940s, the government actually realized that our soils were depleted of a lot of the nutrition that we used to have because we're not taking the time and letting the soils rest and we're not replenishing the minerals and a lot of the vitamins and things like that that should be going back into the soils. So what the government said is "Hey, we have to do something about this." So that's when they started fortifying our milk and our bread and different premade foods like that and they would put synthetic vitamins in there. Well, now the only thing about that is that we now found out that synthetic vitamins really aren't the best way to get your nutrition. The best way to get nutrition is really from whole food.

And that's why we really started... The first thing that we started you guys on, right, is detoxing for three days and started to pour into your body the nutrition with the *Moringa oleifera*? And it's so important. Once you start nourishing your body with moringa, you stop craving a lot of the stuff that you used to crave. And why would that be? Because it make sense that if your body is actually nourished the way it should be, then you won't actually crave a lot of the stuff that your body is craving, because it's craving nutrition a lot of times. Now, some of it is also addiction to sugar, but some of it is your body just needs nutrition and so it keeps telling your body that you're hungry all the time. So again, it goes back to fixing that. Then we've got five million deaths are due to inactivity. Again, it goes back to just a simple 20-minute walk per day could change that right there.

So just think of all the lives we could save if we just get some of this information out. Literally, it's life-changing. And that's why we take the time out of our lives and you guys are taking the time out of your lives and we appreciate that because I know you can be all somewhere else tonight and I'm sure you have a million things to do, right? I know. I totally understand how it is. But that's why it's so important. And maybe if you guys can share this information with one other person. But here's... Go back. I'm getting used to my clicker. Sorry. Oh my goodness.



Dr. Jason: Oh my goodness. What are you doing?



Woman: It went forward instead of backward.



Dr. Bobbie: I think I went the wrong way.



Dr. Jason: It's freaked out on you.



Dr. Bobbie: Yeah, it went crazy. There we go. Okay. This shot. All right. 100,000 deaths are attributed to overmedication. I have nephews that are in their 20's now. I can't even believe that. But one of their best friends, great guy constantly doing things. He's one of those guys into everything, like he rides motorcycles and constantly doing adventurous things, right? Well, with all those adventures, he ended up having a back injury at a pretty young age, and so then he was on pain medications because he was in a lot of pain all the time. And the sad part of the story is that just in the last...like three weeks ago, this young gentleman, he was probably like 25 years old. I didn't know him personally My nephews were very good friends with him, but I definitely knew him. And it's just the saddest thing. He passed away because the only thing they can figure out is his wife came home and he was no longer with us, and yet the only thing they can figure out is that the pain medication, maybe he mixed it with something else, like just another simple medication like maybe he couldn't sleep well or something. So it's the craziest thing. But overmedication is such a sad thing and it happens a lot and we don't even... It's definitely something that we can prevent. So I just think the good thing about that is that we can get some people healthier. We can prevent some things like that. So, sad situation.

87% of people are deficient in at least one key nutrient. That's something that kind of woke me up because I was like, "Here in America, how can we be deficient in nutrition?" Again, it goes back to our soils are depleted. We literally here in America are malnourished. So I know growing up, I just thought that was in third world countries. You'd see the little children with the bloated bellies because they had protein malnutrition. Here in America, we're suffering from malnutrition also and that's where a lot of

the disease comes from. But if you look at the food pyramid there, okay, so this is when I was a kid. I don't know if you guys can... Some of you are close to my age. But this is real food, right? So you've got real bread, real vegetables there, real milk, and real oils up here. Here it's all fake, synthetic, prepackaged, premade, pre-done, and a lot of that has fake fats. And we'll talk about that here in a minute, but it's a lot of fake foods. That's why we try to get you away from the fake stuff because your body doesn't know what to do with that. And if it doesn't know what to do with the fake synthetic stuff, it's just going to store it into a fat cell. And again, it just contributes to the toxicity level your body is already struggling to deal with because we live in such a toxic world.

All right. I think we can all relate to that, right? My goodness. We've all felt a little overwhelmed and frustrated. We've all tried to get healthier. We've all tried to lose that weight and lose the inches and it was just not coming off, right? And you're like, "What in the world?" You feel so overwhelmed. You feel like all the ways that actually might work would be too expensive. Or maybe you just don't have the right coach and that's so important. But let's just go over it a little bit. Okay, so that's what we're talking here tonight. We're getting away from the fats. We're getting away from the things that do not look at the bigger picture. That's what Dr. Jason and I are always looking. Let's look at the long term. Let's not focus so much on today and doing a small 500- to 800-calorie diet. There are a lot of people doing those things, right? They're on these drops where they're suppressing their appetite, but they're on this like really low calorie diet. And that's not something that you can sustain long term, right? So we're trying to teach you how to eat real

food. A lot of the shakes. I am so not against shakes because I love smoothies myself, but I also want you to learn how to eat. So that's why we don't do like two shakes a day and eat one real meal because we want you to learn how to eat. And when you're on vacation, are you going to be able to do shakes all the time? No. So you need to learn how to eat real food, right? We want you to learn how to eat real food. We want you to learn to eat food that will nourish your body and starve the bad guys that cause disease. That's why we don't tell you to eat two shakes per day and one real meal.



Dr. Bobbie: No. Of course we want to... Of course they're eating hamburgers and pizza, right? But we want to teach you how to eat that, eat when you're on vacation and still feel pretty good, right? And then when you get back, of course you're going to want to get back into cleaner eating again. But you've got to learn how to eat real stuff. I know a lot of people ask us about different diets. Keto diet. I'm not against that diet. It's actually a well-researched diet. But again, it's a very strict diet and ours is similar to that diet, but what I want to say is just focus on getting your body healthy, getting rid of some of the sugars and the grains that we're talking about that cause the inflammation, as we're going to go over here, and just start eating, basically utilize the common sense things that we're telling you, and you will start feeling so much better.

Okay, so we know diabetes, heart disease, and cancer, the leading three killers out there, are really instigated by a lot of inflammation, right? What causes a lot of the inflammation? Well, we know that sugar, definitely too much sugar, three-quarters of a pound per day each American is eating, can definitely contribute to

inflammation. Too many toxins. That's what we just talked about, those fake foods. That's why we're trying to get you away from a lot of that because those are toxins that are infiltrating your body and putting a burden on your body. And then eating bad fats. And we'll talk about that here in a minute. But the bad fats are, again, toxic to your body, and your body, it doesn't know what to do with that, so it causes inflammation.

All right. So that's why we lead you to that diet. It kind of really cuts back a lot of the sugars and the grains. And not only do we do that, but we substitute. I don't know if you guys are like me, okay? The Atkins diet or the keto diet, things like that, you automatically think, "Oh, dear Lord. I guess I could just eat protein and cheese," right? And then what happens? You get constipated, right? You get constipated and that's no fun for anybody because if you get constipated, then guess what? You're going to get bloated and you're going to gain inches and weight. And so that's no fun. We just want to get everything healthy and moving, right? We don't want to help people get more inflammation there. We want to get bowel moving. So that's what we talked to you about. Substituting those things out for some healthier options, right? So instead of pasta, we're going to use spaghetti squash or zucchini noodles or something healthier like that, right? Instead of rice, what can you do? Quinoa? You guys know the answer to this. Cauliflower rice, right? And you can flavor that so many different ways. Oh my goodness. There's so many good options for that. I know one of my favorites and Rachael's is the basil pesto for quinoa. So good. But there's so many different options. And then adding avocados to your diet, right? Those good fats. They're so good for you. I've been putting those in all my smoothies lately and I just love it.

So there's my intro to tell you about my smoothie. I'm definitely a person of habit a lot of times, and so I was a smoothie person from like the time I was in high school probably to the time I got through all the way to the end of college and beyond. But anyway, so I always put a banana in it. I just thought that was how you made a smoothie. Did you guys make a smoothie without banana? I didn't know it was possible. Nobody ever told me any different. So I finally got this crazy light bulb came on my head and I said, "What if I switched that banana out for an avocado or part of an avocado, right? And well, I'll try it out. Let's just see." I put that in there and I switched out and didn't put the banana in that day and I felt so much better. And my blood sugar, well, I didn't test my blood sugar, so I can't tell you what my exact numbers were. But I can tell you my focus, my mental focus was so much better and I didn't get hungry for like four hours. So I knew that everything was much more stabilized. And I thought, "Wow." And then also, the other good thing I found was the bloating in my tummy was so much better. I didn't get all of that. And just things kept moving, right? So the avocado and those good fats are so good for you. We're going to really focus on that in a minute because if you think about your cell membrane, every cell has fat. It's made up of lipids, right? You've got to have those good fats in your body to remake good, healthy cells. Okay? It's so important. We'll go over that in a minute.

So we got to have... So what we put into our program is accountability. We're going to hold your hand and we're going to text you and call you and we're going to say, "Get back in here." We're going to say, "We love you. Get back in here. We love you." Proper nutrition. We talk about that a lot. Coaching. Michael Jordan and Tiger Woods both had a good coach, right? If they

needed a good coach, I figure we all do, and myself included. Technology that aids in detoxification. Utilize technology, right? Weight loss was kind of one of the slowest industries to grab onto this, and I think it's so awesome that finally we are, naturally though. And supplementation that works, and it's got to be simple. It's got to be simple to follow. It's got to make sense.

All right. This is our hope for healing slide. If you guys don't remember anything else, remember that your body is constantly remaking new cells, right? So this is the hope for healing is that you are constantly remaking a new you, right? You're constantly remaking a new you. Your body is remaking itself all the time. Literally, they say it takes two years to recreate your body. Then it's recreated, replaced all of the old cells. Your brain takes about a year to rebuild itself. Your blood about four months. Your colon is about three months. Liver six weeks. Skin one month. DNA two months. Your body is making a new you all the time. How cool is that? That gives you hope that "Hey, if I'm putting in good nutrition and I'm getting my body a less stressful environment with less toxins, that's giving my body a lot better chance to make healthier cells," right?

All right. Why start now? Well, you guys have already started. But if you need to restart, I totally get that. We all need to sometimes draw a line in the sand. I've been doing that with myself lately. It's because... There's so many reasons why. But we talk about this a lot. Vision boards or putting up that reason on your bathroom mirror, right, in the morning? And I know for me, when I first started this, it was all about I have a child that has a lot of energy. I got to have a lot of energy, right? So for me, it was all about the energy. But then Jason and I were on a cruise.

And we'll talk about that in a minute. And that was a whole new reason. Now I've got to get into these strapless dresses and be in a swimsuit around other people and all this crazy stuff. And so those are all kinds of reasons. But the reason that is for you is for you, and that's great. That's what we want to know. And we want you to put that on your mirror so you see it every day and you're reminded about it.

And the other thing is do a visual goal. I at the very beginning put this dress up that I thought, "I want to wear that dress." Well, once I was able to wear that dress, I didn't even like the dress. Got rid of it. But it was a good visual goal. At the time, it worked. So those kinds of things really help you because it gets your mind focused on not only what you don't want but what you do want, right? We've got to focus on what we do want, not what we don't want. And that's a mindset change. And that's why we're also talking to you not only a lot about diet, but we're always talking to you about your mindset, right? And, wow, that is the biggest battle, honestly, right? With your minds. If we let this thing, it will just take off in the left field like crazy. And I know. I totally get that because it's one of those things I knew of as well. Okay. So this is us before and this is us on the cruise, right? I was motivated. I think I lost about 15 pounds or so and a lot of inches. And then Jason lost probably about 30 to 40 pounds. I don't even remember.



Dr. Jason: I'm not saying.



Dr. Bobbie: Okay. But we were lighter. I mean, we got really good. That was the thing. We got so good and everybody was like, "What are you doing?" All right. So this is our nutrition, right? So again, the reason why we chose all of this nutrition is

if you Google “What is the most nutritious plant in the world?” it brings up *Moringa olifeira*. How cool is that that we are all ingesting on a daily basis the most nutritious plant? It has all your good fats in it. It has your amino acids that your body needs to make good, healthy cells on a daily basis. So those are your proteins. And that’s kind of hard to get in a plant, right? If you study that very well, I’d always get concerned about vegans because I’m concerned that they won’t get enough protein and you’ve got to have enough protein, healthy protein on a daily basis, or you won’t rebuild healthy cells, right? So the proteins are really, really important. Ninety nutrients and health benefits. There’s so many nutrients in there and then the 36 natural anti-inflammatories. That’s the other thing we love, right? Our joints feel better. You get that ache in your shoulder and what do we do? A lot of times, Rachael and I would be like, “Ugh. Give me an extra super mix or an extra smart mix” because those anti-inflammatories help you to start feeling better and moving better.

Here’s our kit, right? You guys know what this is. So we’ve got the smart mix, the detox tea, the AM and the PM. And that’s what we start everybody on. And the reason we do that because, again, it’s all about getting the gut healthy. You’ve got to get your gut healthy. Why? Because in the last 10 to 15 years, we figured out that really your immune system is mostly in your gut and really your brain and your mood is mostly in your gut. How strange is that? Your mood because serotonin and dopamine, a lot of those things are released from the neurotransmitters here. So you’ve got to get that gut healthy. That’s why we start everybody with the smart mix. So smart mix has a prebiotic in it. And the prebiotic is a little bit different than the probiotics that everybody is taking nowadays. Not against probiotics, but

it's really important that we're on a prebiotic because our bodies, they say that more individualized than your thumbprint or your fingerprint is your gut biome. So all the flora that are living in your gut, a lot of times, the good ones are diminished because we're drinking chlorinated water and in our water is antibiotics. And we're also ingesting hormone, birth control, and a lot of other things. A lot of other medications are in our water nowadays, strangely enough. So we've got to be constantly repopulating. So the prebiotic, what it does is fertilizes the good bacteria you have left in your gut and they start multiplying and taking off. You might have noticed a little bit of gassiness at the beginning and that's all of those good flora starting to multiply and flourish. And that's one of the best things about the smart mix. I love it.

AM and PM, those are really good to help your body handle stress better. AM is actually to support the thyroid. PM helps your body handle stress better. I love the PM because it will help... Ashwagandha is the key herb in there besides moringa, and ashwagandha helps your body balance out cortisol, which is that stress hormone. So while you're stressed, it can cause you to hold on to weight, actually, right? Have you heard people that are stressed out and what do they do? They gain weight, right? Usually right in the tummy. So the PM is really excellent for that. So we've got the burn pills and XM3. Now, those are for people who can handle a little bit more caffeine or a little bit of niacin, so not everybody gets those but those are good as well.

And then you'll learn when you are giving your body the simple proper nutrition, it starts to self-correct. All right? So that just makes sense. When you get rid of a lot of the toxins, here's the basics of it all, right? Pour in tons of good nutrition, take off the

toxins, and now your body starts to self-correct. Did you guys get that? Pour in tons of good nutrition, take off the toxins, and your body tries. It's going to do its best and it's going to try to self-correct. Just like if you cut your finger right now and you didn't put Neosporin on it, you didn't put a Band-Aid on it, it's going to start to heal on its own, right? And that's what your body is always trying to do on its own.

All right. Here we go again with good fats and bad fats. We'll talk a little bit more about that, but you've got to be eating the good ones and leave alone the bad ones, right? We're going to teach you to decrease your carbs and your sugars and your grains that turn into sugar. Again, it's all about... If you guys ever go on... I know this happened to me several times when my dad was in the hospital. They never knew what to feed him. With a person that has diabetes and kidney failure and heart disease, they're so confused on what to feed them because it's three different diets literally when you go in. Bless their hearts, they give him ice cream, or they give them sorbet, right? Because that was not as harsh on his kidneys. Things like that. So what I tell people, though, as long as your health isn't that far gone, that there's really one great diet for everybody that makes sense. We're going to cut out a lot of the grains and the sugar. What does your body need to nourish and survive and thrive? Our bodies need protein. Our bodies need nutrition from veggies and low starchy fruits. And we need good fats. Fat is what our bodies need to remake healthy cells all the time. Our bodies really don't need sugar. They really don't, strangely enough. They don't need that. So that's the thing. When we start decreasing the sugar and the carbs out of the diet, we starve the bad guys, which is bacteria, fungi, viri, yeast. We're finding out nowadays, if you look this

up, that a lot of cancers have a strong correlation to fungi and yeast. So again, it goes back. They love sugar. Diabetes loves sugar. Yeast infection, you ever had one of those? You don't like to talk about those, but they love sugar, right? And heart disease loves sugar because it tears up that circulatory system. Diabetes loves sugar. So again, we'll get away from that. But yeah after 4 pm eliminate that fruit, so your body isn't storing that sugar. You want to eliminate your fruit, just so that your body isn't storing that sugar.

And we're just trying to teach you the truth. And this is an ideal world. I know that you can't eat like this all the time. But in an ideal world, this would be a great food pyramid and this is kind of what we teach basically. And that is, hey, eat as much of the good protein without the hormones, without the bad stuff, without the chemicals, right? Grass-fed beef is good. Grass-fed meats in general is good. And organic poultry, organic eggs. What do they have down there? Also on this food pyramid is good fats, oils, raw nuts and seeds. As long as you don't have diverticulitis, you can eat those seeds and nuts. And vegetables is right up there, right after that, so it's the next thing you want to be eating. And then low starch fruits. Green apples are excellent. Lots of apples are great. Berries, avocados, grapefruit. We eat the quinoa a lot. You can also eat some buckwheat. And then yogurt is our big dairy item that we mostly eat because it's hard to get raw dairy. You could eat a lot of raw dairy, but most of the yogurt, the full fat, right? We're going to get away from the low fat, and we'll talk to you more about that in another slide.

And then lastly, stevia. What brand? Sweet Leaf, right? I had a lady, at the very beginning of the program, when she came

in, she's like, "My blood sugar has gone right up." And I was like, "You're eating stevia, right? Can you bring it in?" And she brought it in and there was like five other sweeteners in there with that. So just be careful. Sweet Leaf has just stevia in it. Go back to this real quick. You also see corn, peanuts, yeast, and alcohol. Again, not that we're against alcohol. You can have it special occasions, things like that. That's fine. But definitely because of the yeast involvement there, there are some things that can cause you problems with your bowel, okay? Peanuts and corn especially. We say, "Watch out for those." Those cause inflammation, right? And that's why I talk to you guys about drinking only on special occasions or getting away from the corn products and getting away from the peanuts and substituting them out with what? You're going to do almonds, walnuts, pecans. Almond butter is excellent, right? All those kinds of things. And getting away from the grains again, so the wheat and even... I know a lot of people think white bread is bad, but even the wheat is really correlated to a lot of bad diseases because of the inflammation that it causes.

Okay, so here's bad fats. We're going to talk real quickly about that. Hydrogenated meals. So if you look at the back of dressings at the grocery store, right? So I know ranch was one for us. You know, we were a little sad at the beginning about ranch. We were sad about ranch, especially when you look at the main brands that we're used to, right? You'll see cottonseed oil, soybean oil, these cheap oils, and they last on that shelf forever, but in our bodies, they're not so great, right? Oils are actually going to go rancid in a couple of weeks. We need those kinds of oils in our body, but we don't need these long shelf life, fake oils that aren't going to do your body any good. So watch out for corn oil, canola oil. You can't find a canola plant anywhere, so watch out

for that. Those are not real vegetable oils. Don't use vegetable oils, unless it's an olive. And just watch out because they're in practically every processed food out there. So like the crackers that you buy premade, the bread you buy premade, cookies that you buy premade, a lot of them have these cheap hydrogenated fake oils in there.

Real fats. This is the good stuff right here, okay? We're getting olive oil. We want to get cold pressed. Why is the word cold pressed so important? Because cold pressed means they literally use something to press. So if you think about an olive, they took something and they pressed it together to get that oil out. If they use a metal solvent, then that's not what you want in your body. That's another toxin, right? So we need to use organic cold press. Real butter. That grass-fed Kerrygold is a good brand for that. Ghee is similar to butter, just has a little bit more nutrition. Cold pressed coconut oil is excellent because coconut oil, if you look that up, there's so many benefits. It's antibacterial, antiviral, antifungal. It helps your body to start... It helps the immune system, right? It's going to help the immune system. And it's so good for the linings. It actually has caprylic acid. And if you've heard of leaky gut syndrome, a lot of us have it and don't even realize it because of all the different foods we've eaten. That caprylic acid starts to help heal the linings of the digestive system. So cold pressed coconut oil is excellent. Avocado oil we talked about. We did benefits of avocados. Omega-3s from fish are excellent. And here's all the benefits. They decrease inflammation. They help the brain. They help you get rid of that brain fog. They help you to think clearer. They help your body make hormones. If you are not eating good fats, your body is going to have a heck of a time making hormones because hormones are made up of

fat. So it's really important to have those good fats. So it boosts the immune system and they help with heart health. Strangely enough, research has found that good fats help with heart health.

Here's a quick rundown of a label, right? We just wanted to show you one quick label. Man, I never thought. Yoplait Light, it's a diet food, right? That should be healthy. That should be good for us. Look at this, you guys. Okay, there's a ton of things here. You've got cornstarch. Not so great. We already talked about corn, so it's related to cancer. And then you've got aspartame is definitely a carcinogen. You just got a lot of preservatives here. Yeah, a lot of not good stuff. Red 40, that's not so great. A lot of bad stuff there, right? It doesn't need to be there just to have yogurt. Here we've got plain whole milk, really good stuff. You've got good fats in that. Plain whole milk Greek yogurt. So you've got a little protein there. And here you've got your cultured, pasteurized, organic whole milk. Some pectin, which is just some fruit fiber. Vitamin D and just the bacteria that are made to ferment that milk to turn it into yogurt. Isn't that amazing? We don't need a lot of ingredients. The list should be short. We can sweeten up through honey and a little bit of stevia and it tastes amazing. Even my six year old eats that all the time and loves it. He loves yogurt.

Okay, so this is our New You program. Most of you have been to Marion and seen our reception area. We're going to welcome you in. And this is what we get to do, right? So I don't have to go through a lot of this. You guys know a lot of this already. So we put the red light paddles on you wherever you want to target, right? And that's what's great about this is we can target wherever you want to target. Most people take a nap. We hear a

lot of snoring in our place and we're okay with it and we don't tell anybody. We won't tell anybody. Don't worry. And then the red light, it's the other great thing about it, infrared light, is it brings more collagen to the surface of the skin. That's why we use it on the face as well. So the anti-aging facial masks, it brings more collagen to the surface of the skin. And so do the paddles. Remember? We put them so you don't get saggy skin. Who wants saggy skin? No, Jason. No, you don't.



Jason: Oh. I thought you were going to say something else.



Dr. Bobbie: All right. Okay. Here is what this is doing. So it's literally putting a little pore. The lights puts a little pore into the cell membrane of the fat cell. And that is only for 48 hours. But you can see here it's full, and in 18 minutes, it already went from full to flat. Now it looks like a raisin. So this looks like a grape. This looks like a raisin. Isn't that crazy? In 20 minutes' time. That's why you're on the table for 20 minutes. Then, now it's pushed all the contents of the fat cell out into your bloodstream, right? So now we've got to get that moving. Get it moving out of the body. So that's when...

Male speaker on video: You have the same amount of fat cells almost your entire life. The fat cells just get bigger and smaller, usually just bigger. You have connective tissue that holds your skin onto your body. Cellulite can come from your fat cells being too big and/or the connective tissue not stretching, which creates a dimpled appearance. But often, cellulite is a toxic condition of the body combined with swelling and lack of circulation. The toxins often cause the connect--



Dr. Bobbie: The other video worked really well.

Male speaker on video: --connective tissue to become stiff and inflexible, which causes the cellulite appearance. Thin people can have cellulite because of this. Cellulite normally doesn't respond to diet and exercise programs. Eight out of ten women have cellulite as well as many men. To get rid of cellulite, you have to get rid of the toxins. You can either break the connective tissue or shrink the fat cells. Breaking the connective tissue hurts just like tearing a ligament in your body because the connective tissue are little ligaments. The laser like lipo was designed to shrink the fat cells. The light targets the fat cells, causing them to open up and release the fat contents. Then the fat cells have gotten smaller and the appearance of cellulite often reduces or even disappears completely, naturally, safely, and without any pain.



Dr. Bobbie: Okay. So the light helps us to jumpstart our weight loss, right? Because it's going to get really moving faster. So in the first week, you lose like one to three inches, right? We've had some people lose more. But at least one to three inches are moving. And that's what we tell people. Now you're starting to see things are moving, keep making better and better decisions, right? I know when I first started, I think I lost two inches that first week and I thought, "Well, I could drink more water and I could stop eating chocolate chips late at night, you know? I could stop doing that." Did you guys have some those kinds of epiphanies? So that can happen to you. But it incentivized me to make better and better decisions. And so now a lot of that just come more naturally. Let's see. And we're going to help you make that better decision.

This is just showing you the scale. You guys know what that does, right? What I learned about that, though, is it has the body

age recognizers and that is correlated or calculated by the body fat percentage and the muscle percentage. And so you can see your body age progressing less, right? Which is really awesome. And then the visceral fat, which is the fat in your organs, and that lets us know, “Hey, are we heading towards heart disease or are we heading towards some other diseases?” It’s just kind of an indicator, and that’s why we look at that. All right. We have a lot of fun, don’t we? You might recognize some people in here. We like to have fun and the vibration plate room is definitely an area that we have a lot of fun. I know I’ve been in there this morning. I was doing all kinds of crazy things. I was doing push-ups and rotations. It’s so much fun and you can get a great workout, 300 muscle contractions per minute on that vibration plate.

And NASA even said, “Hey, these are an excellent tool.” What they had happening for them was that their astronauts were going into outer space and they were literally coming back with decreased bone mass, decreased muscle mass. And they said, “Hey, we need a tool or something to help them.” And that’s what the whole body vibration is really good in helping, even astronauts in outer space. So we can see the benefits here. It’s really improving the muscle power and strength, increase your tone in posture and your muscles, improve your circulation, improve your bone density, improve your balance and flexibility. I know a gal who had been in a bad car accident. One of my favorites. I love her. But she had some changes in her gait after that bad car accident and this really helped her. So her walk got so much better and so much more balanced because of vibration plate. And everybody was just riding on it. Pretty amazing how it affects balance.

Your lymphatic system. Okay. So a lot of people, you might have heard of lymphatic system being sluggish. You hear that a lot. “Oh, your lymphatic system is sluggish.” Well, if it’s sluggish, that means a lot of those toxins aren’t really moving. And that’s why you’ve got to get that moving. So that’s why you detox with a detox tea and we get you on this whole body vibration, the sauna. It helps you sweat some of those toxins. But the whole body vibration is really helping you to get that lymphatic system moving. And then also the trampoline in the sauna also is great for lymphatic drainage. So all kinds of great things for the lymphatic system. Here’s our infrared sauna. Some people love it and have a good time. You can see some of our favorites here. I was in the sauna this morning too. I know that thing. Okay, so it does some great things. First, it targets fat tissue and cellulite, detoxification. You’re going to sweat, which is good. Increases the lymph. It strengthens the immune system. There’s so many benefits there. I could talk for hours but I won’t. Pain relief. Limits. Side effects from diabetes. Lowers cardiac pain, improves your heart function, and improves your quality of life. Pretty awesome.

Okay. I’ll just show it quickly. You guys know this, but the main thing I want to point out here is that we are over here, infrared light, right? So you see us over here. Our technologies and nutrition are under the regenerative side of medicine. Coolsculpting and liposuction are under the degenerative category of medicine. All the things you’re going to see over here are degenerative, right? These two both cause inflammation and degeneration. This one, no. It’s nonsurgical. It decreases inflammation. So it’s regenerative in nature. And that’s what the cutting edge medicine, I think, is really heading toward and it’s some of the

most fascinating things I've ever seen. Dr. Jason, in his office, they started adding stem cell injections and it's the most amazing thing. We've seen people walk out of there who just got a stem cell injection into their knee and just like praising the Lord really is what she was doing. She was feeling so much better already. They are utilizing stem cells to inject into arthritic joints to help regenerate the tissues, improve mobility and decrease pain. It's the craziest thing. So we're not injecting stem cells at New You, but we're utilizing the light, which you'll see on that NASA video that we're just going to show you. That really does help to regenerate and start to heal tissue. So it's all healthy and these are more degenerative in nature, okay?

All right. Well, these are some of our favorites. Again, both of these ladies are professionals. Actually, both of them came in and they were just really exhausted, fatigued. That was the main thing I remember about them. The lady on the left had the dark circles and I could totally relate because being an older mom, I was like, "Oh my goodness. I need something." And these products and this program has helped me so much. But her body age... You guys know how we measure that on the scale, the body age? She's 38 years old. Her body age is now 18 years old. She's one of our favorites. She stuck with us for over a year now, literally as far as the maintenance program. So talk to us about that. The great thing about it is not only do you maintain, but typically you're going to lose even more. She lost in her 12 sessions 17.75 inches or something like that. She's down 22 and a half inches and you can see she's not very big, so that's a lot. And she's doing really well. And her body age is 18 years old. How crazy is that? This lady, again, it's just all about the energy and the transformation of her personality was so amazing. We

all were just in awe of it. She was just so happy. And you could tell it was not only benefiting her, but she's a professional so all these people that she's helping in the medical field are benefiting from her better mood, her more self-confidence. It was just like, wow, I could see that really ripple effect of that life transformed. It was so cool.

This gal. Yeah. Okay. You guys are like, "Why is there some girl with a T-shirt that says 'Worth it'?" Because again, we want you guys to realize that you are so worth it. And this little gal, she's just so amazing. She's a young little gal but she's got three little ones. And in the last year, she lost her mom due to what we were talking about earlier, over medication, and she walked in and found her mom. So it's led to a lot of traumatization to her and depression, and she's had to struggle to come out of that. And of course, she got offered medications and she tried that at the beginning but she did not like it and she's resorted to utilizing the moringa and now she's a REFIT instructor. And so her exercise... So that's what we tell people all the time is your mental health, exercise and good nutrition are some of the best things you can do for yourself, to get yourself into a better you. Again, those good fats are so important for getting it. But I think that's so awesome. "Worth it." I need to put some pictures of her next time of her in her REFIT class, but she is... Whew! She will work you out, that girl. It is amazing. And she's overcoming every single day and it's so amazing a lot.

Okay. Rachael is going to talk to you about this, but there are some contraindications to the New You program. So that's why we do sit down with everybody individually and make sure that they aren't, or if they are a candidate and then they can benefit

the program. You guys know what we have involved in the program: the light, the infrared sauna, unlimited vibration, brain tap. I think that's amazing. I just listened to more information about brain tap today. It's excellent. We've got to get that mental aspect involved as well. Nutrition, detox, and coaching. All of those are so important. And we have the 8-16-24 sessions. We offer consultations, one on one sessions with me, right?

And I think this life is so important because we're setting habits, whether we even think about it or not, right? If you don't think about the habits, then you kind of fall into these bad habits, right? But if you plan and you think ahead and have a good coach that says "Hey, man. Hey, let's sit down. I've been through this path that you're on and I know that if we do this, this, this, and this, you're going to go this direction, the direction you want to go. If you do this, this, this, and this, it's going to lead you to some diseases and maybe not feeling so well and maybe you might have a worse mood and some things like that." So again, not that this is a magic potion or a magic pill, but we just want to give you some direction to help you lead a healthier lifestyle, right? Because again, going back to that slide at the very beginning, a lot of these things could be prevented if we plan.

And that's why we talk about designing your life. Do you want to look like the lady on the right or do you want to...? It's not even look. It's feel like that. And the lady on the left, I don't think that she meant to end up in the place that she is right now. They're about the same age. But I think she kind of fell into that because of just not planning and not realizing that some of those habits that she was forming over the years were kind of leading her down that path. And the lady on the right, I think she said,

“Man, I want to have more energy, so I’m going to exercise daily. I’m going to eat some fruits, veggies, proteins and healthy fats every day and avoid a lot of the fake foods, so many people fall into eating out of convenience. I’m going to put some good things into my mind every day.” Maybe she’s listening to Terri Savelle Foy or Joel Osteen or somebody that’s going to fill them up with good stuff, right? And I think that’s what it’s all about is just designing the life that you’d want. And that’s what we’re all about at New You is we want to help you to design the life you really want, not just fall into the life because you didn’t think about it at the time or you didn’t think that there was something better and maybe you didn’t even think that you were worth it. And I think that was the slide before is that you are worth it. You do deserve better. You don’t realize it, but you affect all those around you. I know that because when I’m in a bad mood, I can see how it affects my little boy. You guys, have you ever seen that? Or you can see just how it affects all the people around you, that it makes them nervous and stressed out and things like that. But yeah, you can just feel that. When somebody has got joy and they’ve got excitement, that really rubs off. It’s contagious! So we’re just going to talk to you a little bit more about that.

One thing I want to tell you guys real fast, we have little cards to give you. One thing I’ve been taught is that when I’ve been taught some great information, and hopefully you got a couple of nuggets from tonight that you can share and use to help somebody else, that maybe that’s something that you could share with somebody else. So when you go to the grocery store and somebody is saying, “Man, I just haven’t had any energy lately. Man, not only have I not had energy but I’ve just been like couldn’t really get out of bed kind of thing,” that’s when

you might just say, “Hey, I’ve got this little card. It’s some people from this...basically, it’s a weight loss clinic but they talk about nutrition and a healthy lifestyle, and I’ve got this card that I can give to you and they’re going to help you design a better life.” Utilizing whether it’s the whole New You program or maybe it’s just nutrition and talking to them a little bit about changing some of their lifestyle, right? But this card is going to give them a discount, and so it’s really kind of a way that you can kind of pay it forward. And that’s what I love about it. It’s a way for us to not only just take this information and all the blessings that we’ve gotten, but to be able to share that with somebody else. So if you just share it with at least one person, I think then that’s the best thing that we can do to keep this world a little bit better.

All right. Rachael? One other thing about Rachael you might not know or maybe you do is that we snagged her from a radio station because she had some major life changes and transformation in her own health. And she really gave up this huge career and all these accolades, because she was their top person there at her radio, and she has come with us and we are so thankful for her because she loves what she does. She’s passionate about helping other people get healthy. And I think, again, that’s a contagious thing and it kind of transfers over to you when she starts telling you about “Man, I used to have this crazy inflammation in my legs and in my feet. I used to have this brain fog, you know? I used to have pain every day when I wake up.” She used to have headaches and migraines. And she could tell you more about that, but man, she doesn’t have a lot of that anymore and her bad days are way better than it used to be and she has tons of good days now.



Rachael: That's pretty much how it is, basically what it boils down to. And when I first met Dr. Bobbie and she gave me a sachet of like the super mix, it was just so much of the smart mix but has double the moringa in it. She offered that to me because what she had seen of me, like if there was a cold or something like that, I caught it. I always would lose my voice. It would hang on and it would take me forever just to get over this stuff. And basically that's why she offered it to me. What I did was I went home and the first thing I did was go to my computer, type in the "Moringa olifeira," and thought to myself, "This is too good to be true" because of what I was reading, all the 36 anti-inflammatories, everything that our body would need in this one little packet. But what she didn't know, because I was such a hot mess, was that, like she said, yes, I did have all that inflammation. It was painful for me to get out of bed. I was living off of ibuprofen. I would literally buy the biggest things that I could of ibuprofen and every single day I was taking ibuprofen at multiple times a day. I also, ever since I was very young, dealt with depression and then anxiety and for years I spent going to different doctors, on and off different medications. I did not see any hope. I was like I would look at other people and I would like, "I just want to be happy." I put on a face to go out into the day to do what I had to do, but then I was just so lost and empty on the inside.

So basically, when she offered me this packet, sachet, I was like, "I don't have anything to lose. I don't really hold out much hope, but I'm going to try it." For me, I had gained weight due to taking anti-depressant medication and this added weight was not coming off on it's own. At the beginning though, my main priority was I wanted to feel better. And within the first month,

I started noticing that I wasn't taking as much ibuprofen. And probably going somewhere into the second, third month, I asked my husband to give this stuff a try. And that's all I started out with in the beginning. I didn't do any of the capsules. I didn't do the detox tea, anything like that. That was the only thing. But as I went forward in this journey, because I knew my thing was in my head, "I'm going to give it three months. I'm going to try it and see what happens," well, it was pretty much...it was a no-brainer that it's something that I would continue on with. And that's been over three and a half years ago. My husband is still on this journey with me.

And what I have found is that when we give our bodies the nutrition it needs, just as Dr. Bobbie said, our bodies have the ability to heal itself, to self-correct itself. Does this happen overnight? No. But I started feeling better. The depression, I will always have depression. I'm always going to have the anxiety. It's always going to be there. But I manage it now. I feel better. My bad days are nowhere like they used to be. I mean, my bad days would literally be spent in bed because I had no desire to get up and do anything. And now it's like, yeah, I get a little sad or something but I'm like, "Okay. I know the things to do to even bring myself out of it." I've gotten really big into personal development. And that is one thing that I've learned too. It's really what's in here, what we are doing, what we are saying. And this is why if you go into the New You Facebook group and you go under the topics, I think I have motivation videos or something like that. I've done videos in there to talk about things that I do on a daily basis to help me with these things. I am the crazy person that if you come into my house, I have Post-It notes throughout my house with positive affirmations. And people will

come over to my house and they're like, "What is this?" and I'm like, "Positive affirmations." I see them all the time. My husband, he comes home, he just doesn't even think anything about it. And the thing is with him, he actually did admit to me one day because I have them on the bathroom mirror, I have them on light switches, and he was like, "Well," he's like, "I wasn't going to say this, but I actually read them too." I'm like, "See? I know I'm doing good things here."

But I will tell you this, that no, these things don't happen overnight. I said I've been on this journey for over three and a half years. It's a journey that I would forever be on, one that I'm grateful for because it's completely changed my life. Yeah, I've lost 30 pounds, my husband is down 40 pounds, but I have my life back and I actually can get up in the mornings and not be in pain and I actually am happy and excited. And this is why I'm so passionate about being able to help others, yes, health-wise but mental health too because I know what it takes to get over those humps because there were times in my life that I just did not want to go on. And I know that there are better options and life can actually be enjoyed. So I will guarantee you this. If you stay on this journey, it will only get better. I promise you that. And surrounding yourself with the right people that will encourage you and uplift you makes a world of difference.

So that's pretty much all I got, but yeah. And for you guys, everybody here has already heard the program. Some of you have been on the journey for a little while. And I just want to applaud each and every one of you because I know that a lot of you, you're not where you want to be yet, but just keep going and talk to us. When you are struggling and not feeling like you are

maybe getting the results or having the bad days or whatever, we are here for you to talk to. Okay? So if you have any questions, reach out to us anytime because I'm telling you, you are going to gain so much as you keep going. And like what Dr. Bobbie said, we do have the cards because we do want to help as many people as possible. So we appreciate you all being here tonight.

 **Dr. Bobbie:** Thank you.