

The Rebel Nutritionist Podcast Episode #9 - A Holistic Approach to Fitness

Meryl: hello everyone. Welcome back to the rebel nutritionist podcast. I am really, really looking forward to today's episode. I have on the amazing fitness trainer, Matt pack, owner of primal fit Miami.

Matt and I go back, oh, I don't know, many years. Matt, I write at least six, seven years when we, our first stint on reality TV together on mission make-over. So, we have both watched our businesses explode, not necessarily as a result of that. Definitely not, but we have both really been very fortunate, I think, to be blessed in this industry, really, because.

It's all about our passion, right. Passion to help people, and with that, I am going to allow you Matt, to, introduce yourself to the audience, tell us about you, your purpose and what you do and what you see every day in the gym. And then we will take it from there.

Matt: Yeah, to piggyback on what you just said.

I think what we both done is focused on quality. I always say focus on quality and quantity will come. Right. So, and like you said, passionate, and that's kind of what I've done all these years is just my passion getting up at 4:00 AM for the last 20 years and well pre COVID to help as many people as I can.

And I own Primal Fit Miami, a small group, personal training facility in Miami shores. Our demographic is general population. You know, 35 to 70 years old. And it's about helping people move better. Feel better, look better, create lifestyles, new habits basically. Re-educating them on how to eat and how to sleep and how to prevent injury and how to prevent disease through nutrition and stress management and movement.

And, luckily, I've been lucky enough to help a whole lot of people over the last 12 years that I've had a brick and mortar, and I'm going to continue to learn from people like you, and others in the industry to help me help my clients get better

results

Meryl: I love it. I love it.

So, what is the one thing you see every day in the gym?

Matt: Yeah. I mean, look, I would say I woke up this morning and this happens all the time. It's I mean, they're usually on a bike ride or in a workout or I'll wake up from my sleep with something in my head.

And I usually do some sort of a daily quote on social media. Today I woke up with this mindset that people need to grow up and they need to stop acting like children. And I mean that literally eating like a child. And drinking alcohol, like they were in college, right? So, if you really want to, improve your health and decrease body fat and change your physique,

your aesthetics, then grow up and stop eating like a child and stop drinking alcohol, like you're in college.

So, and that is something I see on a regular basis in the gym is people just thinking that exercise is going to be their way out of the body that they currently live in. And they're not even thinking about health, there's no structure, there's no method to their madness.

They eat what they want when they want it by how they feel at that particular time by, their tastes, that they are craving, they're not using food as fuel like you, and I would try to educate them. And like I said, they leave the gym and everything goes to shit. And they think that because they showed up in the gym five days, that week, that justifies them to eat like a little child, right.

And drink a bottle of wine every night. Then they wonder why they haven't seen any changes in their body composition.

Meryl: I believe that is so true, right? People often like children. We see that. And I think part of that reason or to tag onto that is we are so disconnected from our bodies.

Right, and so I kind of want to segue a little into that into my first question, because we'll come back to that whole are we like children, but one of the myths that we hear all the time, right. Is, oh, I'm going to do cardio, especially I think with women, maybe more with women. And maybe you can validate this more with women, maybe less so with men, but oh, I'm going to lose weight.

So, I'm going to go to the gym and I'm going to do some really Heavy intense cardio. And then after I lose some weight, I'm going to go hit the weights. Right. So can you dispel that myth for us because I try to do it and yeah.

Matt: Yeah. I mean, it's, it's one of those lies that won't go away. I often say that if you tell a lie long enough, it becomes truth.

And it's just one of those lies that is passed down from generation to generation. I think it's gotten better. Over the years and that could be from the popularity of CrossFit possibly. I think it's done some good and, a lot bad too. I'm not going to bash any particular brand or modality today, but I do think some of the good things that came from CrossFit was, that it was looked upon.

For females in a more positive way to weight train right now took it to another level. They took it too far, too far in my, in my opinion. It's too much of anything. It's too much of weight training too. I think they're going to be a problem with doing too much weight training too. Especially at a high intensity where you're in a competition mode with other people.

I think there's a risk weigh out the risk to injury, risk and reward on that stuff. But yeah, cardio is a piece of the puzzle, right? I have six pillars and, I'm sure. You have pillars as well, but you know, cardio is like, Fourth or fifth on my list from a body composition standpoint for sure.

From a health perspective I always say movement over exercise, right? I think daily movement is more important than, doing exercise and we can define what that means if you'd like, but a strength training from a female standpoint improve bone density, increased resting, metabolic rate.

Posture better, better posture. Self-esteem confidence self-image you want better muscle tone. I mean, I don't hormones. I can go on and on and on. Depression anxiety, we can keep going, I really feel like people need to make strength training their main plate.

I like this analogy where I say, look, your main plate. From a nutrition standpoint, you should like this should be strength, training your side, dishes, your broccoli, your asparagus, your salad, your sweet potatoes, whatever that side dish is. That's bootcamp, that's yoga, that's Pilates, that's boxing, that's bike, whatever you enjoy doing or stretching, or that is your side dish, for any human being.

As I truly believe that resistance training should be your main plate two to three days a week. And then you compliment that. But the other things that you enjoy doing.

Meryl: Yeah. I love that because I talk about that all the time. Right. And I noticed a huge difference. I was, I was at cardio queen. I mean, I did aerobics.

Yeah. I taught aerobics. I did step aerobics. I did pool aerobics. I mean, I taught it and I both took it and never really saw enough of a shift in my body composition until I really started bringing in the weight. Yeah. Right. And I had joked on one of my very first episodes. Maybe it was YouTube.

Like I could go into the gym now and feel so good about my muscles and kick any 20-year-olds behind because of what I've done over the years in terms of the resistance. Right. And I think women are so afraid. And yet when I say to them, people are like, well I have, especially with, with hormone, right.

Going into perimenopause, menopause and post-menopause, and then the whole bone piece, we have to make sure we are going into. Our forties and late forties with a good, a bit amount of muscle, because once we hit perimenopause and menopause and all of that and men are no different, right?

Men go through andropause except they don't want to admit it, but you have to go into those hormonal changes with a good amount of muscle already existing to really protect your bones. And so that's so important. So, I love that focus on the weight training. So, speak to the point about well I don't want to get big muscles.

I'm going to get into the gym and I'm going to have big muscles.

Matt: It doesn't happen by accident. I mean, if that was the case, then, the males that are in the weight room would have big muscles too. And the most of them don't right. They just don't like, and I've had that happen where somebody comes in to me and a male, will say, hey, I wanna, I want to look like you, like talking to me.

Right. And, and I'm like, well, I've been doing this 30 years, there's a consistency. And then you add a nutrition component in the mix and you add recovery component in the mix. Like it's not that easy. I mean, it really comes down to that. It's just really not that easy.

And then females just don't have the hormones for it. Most of the time, I mean, they, they lack testosterone. They lack the, those, the building blocks to put on muscle mass in and look at what's role with that in the first place. I think it's all relative as well. You know, my wife, weight trains five or six days a week, she barely does any cardio.

Meryl: Yeah. She looks phenomenal. She looks and

Matt: and she's very lean and she's toned, hey, let's use the terms that people are using. Right. She's very tone. And that's what females want and I think we just need to come to terms with it that if you really want to see a significant change in your body composition, it's not cardio.

That does that. Anyways. It's nutrition. I can't stress that more to people. Like when I see overweight runners, are they to run further? Like it's 26.2 miles. Not far enough. How many overweight marathon runners do I need to see, to prove to people that aerobics is not a significant modality for fat loss.

It's just not a very good modality for fat loss.

Meryl: So here you are thinking, okay, well I'm running and I'm burning 400 calories or I'm right now everybody's got an Apple watch or a Fitbit, or they're Watching how many calories they burned. So, they're like, oh, I burned 400 calories.

So, I can go eat 400 calories or more, or whatever that looks like. Right. And so, there's two aspects to that because I always say you can't supplement the way a poor diet and you say, well, you can't work out a poor diet. Right. And we know with the genetics the interesting piece of this is the nutritional genetics that I do.

We can actually now see what someone's propensity is to burn calories whether they're metabolically sufficient or whether they as I call it, can you exercise the way the cake, right. That you're eating. So, so talk to that you can't,

Matt: you know, how many, how many emails do you know that can eat whatever they want and they stay, they stay, you know what I'm saying?

There's there are, there are, there is that crowd that can't have their cake and eat it too.

Meryl: Right. And it's only for so long through menopause, I've seen so many women 45, 50, 55, who all of a sudden now, oh my God, I'm, I'm experiencing some hormonal shifts, can't lose that belly fat.

Can't lose this. Can't lose that. And you know, the problem is, is they've never really worked up to the point. You know, now we're fighting a little bit, of father time in the sense of,

they've never established a good, what I would call muscle foundation anyway. Right. They're not going into it with a decent amount of muscle.

And that's where things get, where vitamins and minerals get stored and all that kind of stuff. So, there's that piece, but that other part of, okay, well, yeah. If you are not that person. And I think more often than not, most people are not have the ability to be able to just metabolically have that gift.

So, what do you mean when you say, oh, well, you can't work out a poor diet?

Matt: it basically just means that the majority of your results are coming from the quality and quantity of the food you put in your mouth. It is a hard pill for people to swallow. We're not business owner, right.

I'm a gym owner. Okay. And when I have females that come to me in January 3rd, January 4th, and they say, I'm ready to go, Matt, I want to go five days a week. What's your unlimited plan. Right. And I say, hold on, let's talk about this for a minute. Now I find out that there they are, they just had a baby.

They're stressed out, burning the candle on both ends, the lawyer like that has just came off of leave from having the baby. Right. They're going through a divorce, right? They have this mentality of more is better. Like what type of a person would I be to give them what they think they need?

They don't need that. Right. They just don't need that. So, we have to talk about realistic expectations. So, I always have to go to talk about that cortisol. We have to look at stress and cortisol. We have to look at sleep and stress management, all these things that I'm sure you've educated your audience on because more is not going to get better results.

Meryl: Right, we follow each other on Facebook and you preach the same thing that I preach, and we talk about the whole diet piece and we talk about nutrition and sleep and stress, and it's funny. I feel like sometimes, well, A, I always feel like a broken record, but I feel like.

People discount that they're like, oh yeah, yeah, I get that. But I just want to lose weight, right? Oh yeah. I get that. I just want to, and the problem is, is it's part of look, it's part of the diet culture. It's part of that fad mentality. Right, and that quick fix, yeah, you can go on a diet and lose weight.

Right. But, if you're not changing your lifestyle and you're not taking, changing your habits, and if you're not taking a step back and looking at really, where are the imbalances. In your life in your body. You know, we talk about genetics and people think, oh, well, I'm going to get the right blueprint for my genes.

So, I'm going to know exactly what I need to eat exactly how I need to sleep and exactly how I need to exercise. And yeah, we give them the overall structure for that. But the fact is, is there's no one size fits all approach. And that's where the genetics come into play so nicely. And being able to understand that, but.

We really need to take it a step back and look at where are the imbalances in our body. So, whether we're looking at that from a nutritional perspective or a physiologic perspective I think that's so important and it's a concept that is so difficult for people to wrap their heads around.

Matt: And I think we also got to look at the mental component too, especially in these days.

And times people are really stressed out. They got a lot going on, and you'll hear the runner say Hey, I just need it, I need it for my head. Like I you know, for endorphins and wait, what are you running from? Right. And I think that's our concept. We have to, we have to look at seriously in the day and time that we live in.

Is why do you feel like you need that much? For what reason? Because it's not really for, it's not really for health, right? It's not really for fat loss, if you're just running to get out of your head and you're using it. And though it's hurting you though, it's not getting you to your goal.

Like, how's that working for you, right? Like what's the real reason, what's the root cause of you needing to do all of this, but look, let me talk about two things. Like two math problems that I think. Your audience, can benefit from hearing, right? There's 168 hours in a week. Even if you work out five of those, that's, 163 other hours in the week.

What are you doing with them? I love that. Like you're sitting on your ass, like you're asleep, you are asleep for a large amount of that too. Right. But that, that other remaining time in your life you're sedentary, I'm in the majority of Americans are sitting on their butt, whether that's at work or that's in traffic or that's it on the couch or that's their dinner table, we are sedentary.

So, if you think about that, like do the math on that 168 hours a week, and you're working out for five of those, 163 other hours, like that's like. Of a very small percentage of movement, right? A very small percentage of movement per week. That's why I talk about, look, let's talk about movement over exercise.

If we got to get our steps in, I know you've talked to us and hammer this home to your clients, like where are you? Steps per day. Like add that into, your five, workout hours per week. Right? You could do that too, right. Or even back off from five days a week. Cause that's not sustainable.

Long-term either. And now let's work on what are you doing? Beginning more fidgety the non-exercise activity. Thermogenesis, the neat. The neat acronym is so important and the weekly total of movement, the calories that we're burning, not just that one hour per day, what are you doing the remaining hours of the day to increase those calorie expenditure.

And number two, let's think about how important nutrition is in comparison to how many days you're working out. If you're eating three meals per day, which you're not, which you're not most on average as snack way too much. They're probably eating more like eight to 10 times a day, times seven.

Let's just say it's three per day, times seven that's 21 meals per week, 21 meals per week. And you, you worked out for five. Okay. So, let's put that math. It's very simple math, but I think sometimes people will be like, Holy shit. I didn't think of it that way. I'm really not moving very much. And I'm taking in too many calories.

No way you can compete. But the amount of meals you're putting in your body versus the amount of activity, that you're doing, your daily activities.

Meryl: And I love that again, an amazing an amazing point because people come to me, right. And now they're saying, I want to count my macros, I did my formula.

I need X number of calories. And I'm like, okay, first of all, do we realize that those calorie formulas were created when we were like working in the field when we were busy all day long, like we didn't sit nearly as much. And so metabolically, we perhaps 50, 60, 70 years ago were working like that. We required certain amounts and I, and we didn't even really understand calories.

And what that meant.

Matt: Right. Like really? I was resistance training. Right?

Meryl: So, so now fast forward and people are thinking, oh, I need to eat X number of calories per day. Yet they don't take into account. Like you said, we are sitting, we have not adapted metabolically. To that yet as humans, we have not evolved.

So, we are not used to sitting. Our bodies don't want to sit, like you said, just move. I tell people, even if every hour you set your clock or,

you know, your alarm every hour. Get up and just move for five minutes. It's a huge difference, right. Or whatever it is. And but we really do, and I don't use calories as formulas because they are just, so I always say, unless you live in a vacuum, that formula is, is so inaccurate.

We have to get away from the cultural ideas. We have to get away from the calorie counting and the things that we think we should be eating and start listening to intuitively what do our bodies want? Because that whole piece, like you said, well, if you're going to exercise and then you're going to go drink like a child and eat like a child, then we're disconnected from our entire system.

Matt: Well, and I think like let's segue, cause I know you wanted to talk about prevention. I think that's the, the main, the main take home for you. And I have to people and it's not. Glamorous. I know it's not glamorous, but let's talk about hell. Right. Like, let's really get down to health. And a by-product of health will be what the body you're looking for.

Right. And so, we have to shift the focus from fat loss and weight loss and diet to health and fuel eating the right fuels to fuel this incredible vessel. We only have this one beautiful, incredible vessel that we carry around. And most people were just feeding it diesel fuel on a daily basis. And it's designed to eat Supreme unleaded.

Real food. No, we have to, we have to talk about that. And like, and that's, and that in of itself is prevention. You're preventing diabetes. You're preventing osteoporosis and osteopenia. You're preventing heart disease and cancer. You're preventing all the things. That we see are plaguing Americans right now and beyond.

And then obviously that will less than obesity, the obesity epidemic that we're, that we have as well. And by, and look, I have to say it, you lessen your risk. To getting any virus, whether it's COVID or the flu, your immune system is not compromised. It's stronger. You're preventing illness at the same time.

Meryl: Right? Well, listen, how many people? And that's a great point because how many people have, I spoken to in the last now it's over a year that had said, Oh, well, I'm on this list of supplements. Right. And I will tell you. So far, every single person that has walked in is now overloaded on zinc to the point where they're creating other deficiencies.

So, the fact that we're walking around, taking 50 milligrams of zinc every day and who knows what else is making me nuts, but that's a sidebar. The fact is, is that people think they can take these supplements too, to boost their immunity yet. Again, if we are not looking holistically, if your gut microbiome.

Is not right. Your whole GI system. If it is not healthy, that is our first line of defense for the immune system. So, it's what you absorb, right? And people say, well, I don't have constipation. I don't have diarrhea. Right. Things we don't love talking about. I don't have reflux and I don't want to have all these things.

Like that doesn't matter. You don't actually have to be symptomatic to actually have a gut imbalance. And I see that all day long as well, right. People walking around with these imbalances and, and the fact is, is we have got to nourish our entire body like you said,

Matt: They may be eating properly.

And, they're not benefiting from it because, they're not able to absorb the nutrients.

Meryl: Right. And what is that idea of proper too, but it goes back to, yes. We have got to look at prevention. We have got to look at maintaining that healthy balance of eating real food, not processed food.

I mean, there could be really a few simple things, right. We say the same thing, cut out the sugar, cut out the processed foods. I mean, right there. It's huge for people when you start going back and looking at the sugar, and the snacks that we're eating, right. We're eating, like you said, even if we were eating three, let's call them properly balanced meals, which most people are not.

We're still snacking way too much. So, our blood sugars constantly going high, and whoever created the misnomer that we need six meals a day to boost our metabolism. God only knows where that came from because nothing, like,

Matt: Well probably General Mills, right.

Meryl: The same people who invented the fact that we really need breakfast when we really don't. Right.

Matt: It's a business. Right, we have to make people realize that it's a business. And if you tell people to do that, is the reason for that, because it makes more money for the manufacturers of these processed foods.

I get tired of hearing, like I'm really watching my red meat intake. Right. I mean, I don't know where your head is on this, but it drives me nuts because I'm like, are you, are you overeating than me? I'm just curious. Like are like, like, let's go to Publix. Let's this. I want everybody like this, listening to this, just like red meats.

So bad. Go to Publix one day and just pay attention. Cause I know we happen to like look in other people's grocery carts and it may not, but that's something that I don't see any grocery carts. Overflowing with rib-eyes and steaks. It's like, it's this weird thing that we're told, like their meat is bad for us.

No, I don't see anybody over eating it. All I see in these, in these grocery stores is boxes. Grocery carts, overflowing with boxes. And no one talks about that for some reason, that's all good. But the, the piece of the chicken at the bottom of the, of the grocery cart and the one package of ground beef is the problem.

Somehow, like these are the common-sense things I think about like, how are we overeating these things? Like it's the boxes people like if it comes in a box limit it, if it has a shelf-life limit it. If it has a ingredients list limit it, it has more than one ingredient. limit it, but eat foods that are closest to its natural state.

t's very, very simple. And people get confused about it, I don't know how much simpler we have to make it.

Meryl: Right. Well, I always say we take, the very simple tasks or what should be the very simple task of eating. Right. And we have just messed it up for people because everybody walks in going.

I don't know what to eat or they'll show me one thing. Is this food good for me? Can I eat this? And I'm like, your diet is not made up of one food that you should or should not eat. It's the collective, and going back to the meat conversation and I love that. I am not against meat.

Actually, if you look at really where most, if not all of our really good B vitamins come from and why everybody is so B vitamin deficient, it's the meat, right. But it's really, it's. How do we eat the cow? How do we eat the animal? We're not eating the whole animal. We're picking apart the parts literally, and that is not healthy.

We are also eating very unhealthy animals. So, it goes back to the processing, right? so, cows, if you buy regular meat, right, that is not grass fed. You are really getting a fake cow. I hate to say that you are getting a manufactured cow, right? And so that's, what's dangerous because, the breakdown.

Of certain fats and certain so there's this something called conjugated linoleic acid, a very, very important fat for actually muscle building and for fat breakdown. Right. And it's very, very important in the diet and it comes from red meat, but it only comes from, or its most abundant in grass fed meat.

You find almost zero conjugated, linoleic acid in grain fed meat. So, the thing is, is yes, I'm with you on the meat, and I do think we need it in our diets. In moderation, right? I think we'll say that. And then everybody's going to go over, consume the meat. It's not always, if a little is good, more is better at all, but so we have to look at where these things are coming from, but I am totally with you on that, that we really have just completely messed up.

What should be a very simple task. I mean, go back and we want to compare ourselves to the paleo people. Right. We're doing the paleo diet. Well, they didn't have a user's manual. Yeah. Right. I mean, so yeah. Seasonal and eat what you kill and you know, all that kind of stuff. So, all right. So, tell me, cause we can probably like divert on this topic all day long.

I loved what you said. What is your one thing?

Matt: Yeah. This is something I talk about with a lot of people, because look, we can come up with 10. We can come up with 10 things that someone needs to do. And it's like an action. Step 10 action steps of what this person needs to do to reach their goal. But I like to break it down even further.

We can go from 10 to five, five to three, three to one, but the goal is for us to come up with the one action step that that would have the biggest impact on you reaching that goal and nothing else changes. Right. and it's going to be very customized, right? There's certain people that come into my gym and they're already say small, they're not obese.

There may be skinny, fat, they're one thing is getting in the gym two to three days a week, right. That happens sometimes. But most of the time. The one thing is dealing with quality and, quantity of food, almost always, right. Or it could be sleep. It could be, hey, we got to get more hydration.

It could be, we've got to get you into a yoga class. We need some stretch therapy. You need some, some sort of parasympathetic dominant a modality of exercise where it's not always working out, or working in. Right. So, it could be anything. But I really think it's important that if you can help somebody cause 10 things, this is overwhelming five things are overwhelming.

Hey, let's focus on one thing. Cause I really believe this one thing. It's going to have the biggest effect on you reaching that long-term goal and it's, and it's this. So, and going back to that, we have to find out what people do is what's there, why?

Meryl: I was just going to say that I love that you read my mind.

I was going to say, we have to go back to the why. So, you go ahead

Matt: no, a hundred percent. And I always say the why doesn't make you cry. We need to think of another why, because once again, weight loss is not the big why

Meryl: I love that. Thank you.

Matt: I get emotional when I talk about this stuff, the clients do, because I'm like that, ain't going to get it done.

Getting ready for your wedding is not going to keep this weight off, getting ready, I want to know you can go deeper. I'm like, how about this? No, go deeper. How about this? Does that make you cry? Does that bring it to no? How about going to see your daughter walk down the aisle. I bet. How about holding your daughter's hand, walking down the aisle to her husband?

How about that one? How about meeting your grandchildren? How about playing with your grandchildren in the park? Being there, being there for your family? Cause they need you, how about that one? How about if you're not there? Imagine how your family will struggle that you're gone because you didn't take care of yourself.

How about that? Why? Right. So, it's about finding something. That's going to bring some emotion, something that's going to really make somebody. Get emotional and there's your why, and that will help lead you. What that will come to is you getting healthy, which is what you and I want the first place, because a byproduct that you're getting healthy will be everything else that you wanted.

Meryl: Yeah, that's what I say. Right. You want to lose weight? You have got to go back to that. Why you have got to look at where the imbalances are, because I always say an imbalanced system. The whole system, if it is imbalanced and not healthy, you will never ever get to the weight that you want.

Matt: Well, it may be temporary, it's a possibility people do it.

Meryl: I mean,

long-term, in terms of, I'm not talking about these quick fixes, these multi-level marketing things that are now out there all over Facebook, you know?

Matt: I wish people could understand that, they're being preyed on and whoever's listening to this.

We know. How hard it is. So, we know how confused you are, right, from social media, Instagram, from the magazines and the grocery aisle to your doctor, to Good Morning America, whatever it be. Look, that's why the knowledge that you and I talk about, it's really coming from evolution, probably archeology, particular diet.

There's nothing glamorous about me saying, does he eat real food? I know, I know it's boring. It's a boring concept. Just eat real food. Yep.

That's it.

Meryl: Right. And then people are like, wait, but can I eat this? And kinda I'm like, is it real? Did it come from the ground? Did it come from the tree?

And then I get that one. Like, I'll get people who say, well, what do you mean? Does it come from the ground? I'm like, okay, well, if it's on a tree, if it's on a vine that kind of come from a ground because people want to make it complicated. And, and really, it's not. And you know, one of the things, so there's a really good book.

Matt: It's just a disconnect. It's such a disconnect from food and we don't hunt anymore. We don't cook anymore. And there's just this, there a total disconnect.

Meryl: Yes. With all of it. And that's why I try and get people back into the kitchen. People who say. I hate to cook. So, let's just start with one thing. I'm not asking you to be a Julia Child or a Giada De Laurentiis or any of those people.

I mean, just get in and start nourishing your body with one thing, right? It doesn't have to be difficult, but yes, we've lost the art of cooking. We've lost all of that. we really do need to come back to keep it simple. Keep it simple and therein lies the answers with the workouts and all that, we don't have to make it.

So yeah, we don't have to make it so difficult, and there's just a lot of noise, like you said, from social media to the people trying to sell us stuff. I always say when people call me Don't you have the pill don't you have the one thing that'll help me lose weight. I'm like darlin. If I had that, I'd be on an Island in Fiji, you know?

I mean, there is no, and I, I like what you said about the one thing, because right now we only change one thing at a time and be consistent with that. Right. The only change we see is the change. we practice day after day after day, and it's not being perfect. It's just practicing it.

Matt: I think consistency over perfection, right?

So Matt, there is one of the things I wanted to ask you and something you said is success leaves clues, what

does that mean?

Matt: I'm a cliché guy. I've got all types of sayings and I have those things cause it helps me remember stuff. And I think, when you're talking to clients too, it helps them kind of understand where I'm going with things too. So, success leaves clues is pretty simple. Like don't reinvent the wheel.

If somebody has a successful business or they're successful at weight loss or they're successful in marriage or they're successful in anything. That's the person that I want to talk to. I want to pay them for their time. I want to do a consultation with them.

I want to have lunch with them. I want to find out what they're doing. Right. Cause they're successful in something and they're giving me clues. Don't ignore those clues, that those people are giving you. Anybody's listening to this know someone that's doing, a good job in something that they want to.

I highly advise you to go ask them and say, hey, I want what you have. You're doing amazing. I'm so happy for everything that you've accomplished. Like. How do you do it, right? Like, what are you doing? So, right. Like, because I want to lose weight too. I want to have a successful business, or I want to have a successful marriage.

I'm having problems in my marriage. You and Karen have been married for 30 years. What are you doing? What can you teach me what you're doing so well, I want a successful marriage, too? I'm getting married soon. I'm engaged. What can you learn from this? But don't worry. And that the fricking wheel mistakes have already been made.

Yes. You know what I mean? There's no reason to go through those mistakes, learn from what's already been proven to do

Meryl: That was a great point. So, I love that. And, and I say the same thing oftentimes, too. Right. But we do have to be careful with that only in that it is never just a one size fits all.

So yes. Someone who has been successful at weight loss, I think it's not. It's not the minutia of what are they eating every day? It's the concept behind what makes their success, right?

Matt: look, if you want to talk about who's the most successful like, cause this is, this is about nutrition. It's about health, right?

I'm not going to sit here and say that every body builder that I know is healthy. Okay. Because we don't know for sure, but I can tell you that the leanest, the people that look the best. Like their bodybuilders. Okay. And if you investigate, they have pretty sick, consistent lifestyles there's patterns, right?

There's patterns. They, they weight, train. They do some cardio. They count macros. Whether you like that or not the quality of the food they're putting in their body is probably pretty damn good. Whether we agree with it a hundred percent or not, it's consistently within a healthy. Something that Meryl would say that's pretty, dag-gone good.

Like whether or not you can, you can pick it apart if you want to. And I can too, but I guarantee you that if you investigated a bodybuilder or somebody that looks really good, it's like solid toned and they look really good. You're going to come away from that thinking like, wow, this person consistently does a lot right.

Yes. And so that's one thing. That's success, leaves, clues. These are successful people that are doing something right. To maintain, a healthy composition a healthy aesthetic look that most people would like. Right. Depending on. What part of a bodybuilder, if it's a bodybuilder or somebody that you don't want to go with this something?

Right. And I think we could all learn from somebody, like, that's kind of where I'm going with this. Find somebody that's already doing something really well and pick their brain and then take

action.

Meryl: Yeah. And I agree with that. I, I think the one caveat to that is I would say. It has to be realistic and sustainable for you.

Because I do have issues with some of that whole bodybuilding stuff as you do. Right. But I understand the mentality and it still has to be right. See what, what people are doing, who you want to emulate and make sure it works within your framework of reality.

Matt: If you're a lawyer, most likely you're not going to be able to. To apply what they do. This is what they do for a living. Right. So that you have to use some common sense.

Meryl: Absolutely. Yes, I love it. This was an awesome conversation. Oh, I'm so happy you did this. I'm sure this won't be the last time,

Matt: I'd love to be here again sometimes for sure.

Meryl: Yeah. And if you guys out there, make sure you check out Matt's social, all of his stuff.

He does amazing, amazing work. And thank you for being that person out there, that's doing the right thing. Yes. We all want to make money, but at the end of the day, it's our integrity with which we do it. And you are out there with integrity every single day. So, thank you for that.

Matt: Thank you

so much.

Meryl: And until next time, this was great. Everybody thank you for tuning in and we will see you

soon.