

Episode 38: A candid conversation about vulnerability, authenticity, and listening to our clients' stories

MERYL: Hey everyone. Welcome back to the Rebel Nutritionist podcast. I am here with my colleague, a partner in crime, if you will. Dr. Yohi Popiol acupuncture physician, and she, and I share the same space and we are very excited that we had our holiday party, our first get-together in the 18 months post-COVID.

And we were just sharing some mutual thoughts about the party last night, and then subsequently led into this amazing conversation. And I'm like, wait, hold that thought, let's go, let's go get this on a podcast because I think the best conversations happen, you know organically, exactly the best podcasts happen when the conversations flow organically.

So Yohi, thank you for joining me

YOHI: Thank you for inviting me and I think this will be really great for people to listen to and I'm happy to be here.

MERYL: Yeah, yeah. Yes. We've been together two and a half years in this space and we haven't done a podcast together yet. I know it really has, but when people were asking me last night, how long we were in this amazingly beautiful space, I'm like one and a half years.

YOHI: No, I had to think of.

Imposter syndrome and thinking about the impact we have

MERYL: But today's conversation really ensued with. We were talking about. How we felt the turnout was last night and we were a little nervous based on that other people have commitments, we didn't get great RSVP numbers. And yet we ended up with a really, really nice crowd and we both felt really good about it.

And then we were like, okay, well, we have some things to learn for next year. And I think one of the things that struck me, so so deeply was that there were a number of people who said to me, oh, well, You didn't reach out personally and I'm thinking to myself, wow. Do I have that much of an impact on people that my personal invitation would have meant so much where when I was like, well, it was all over Facebook.

It was all over Instagram. We had sent out emails and then it was brought to my attention. Like, yeah, it does matter. And I'm thinking Hey, I'm the worst self marketer on the planet. Anyway, I've been told that you, on the other hand are great. I, stink at that,

YOHI: It's been a learning process.

MERYL: Yeah. Really. You're learning.

YOHI: Cause you think, what do I really have to offer? Sometimes as we're growing, we, we maybe are inspired by other practitioners with maybe bigger practices or more experience in the field. And then sometimes we kind of wonder how much impact do I really have? Which goes to the imposter syndrome that we were talking about.

MERYL: Right. So, so before she walked in, into my office, as I was preparing for another podcast, I said something about that because it came up in a different podcast that I had done with Julie Reisler. And we were talking about **imposter syndrome** and I've seen it on other podcasts as well.

And I think it's a word that is more common now than ever, it's kind of like boundary setting. I didn't know about setting boundaries until I was 50. And now I'm learning about this imposter syndrome and I'm thinking I was the only one who had that like really wait a minute.

YOHI: It's surprisingly validating though to hear about it because when I first started hearing about imposter syndrome, I was like, oh my God, I do have that.

And it is common. It was kind of validating.

MERYL: It is and well, and the thing is, so it's validating and then people look at you and go, well, wait, I don't understand how you can have that because you have such a successful business and, and you have this and you built that.

YOHI: And you're a mentor to so many people or they see you in that light, but it's hard to see yourself in that light, which is good in a way, because it means you have humility, but also sometimes we can forget.

MERYL: Yes. And that is why I think both of us have gotten into the business that we're in, of helping people is because we want to have an impact. So it's funny. It sort of is a double-edged sword. We want to have an impact. And all of a sudden we do have the impact.

And when we have to recognize that we've done that, it's like, wait a minute. Really? I did that. I created that. For me, it's very much about being authentic and being humble and not conceited, but what is that fine line?

YOHI: Yeah, you have to be **authentic and genuine and humble, but also recognize how far you've come**, because that allows you to access new levels of impacting people. For my business, we actually have a, like a work cell phone.

And what's nice about it is that we can text patients, patients can text in and it does kind of allow for this little more **personalized avenue versus just booking online**. And the evening before I was like I really want to see some of these people. And I started **sending out individual texts with our flyer** and their response.

Moved me, like people being like, wow thank you for thinking of that. And it was like a last-minute thing. Like I too felt nervous. Are people gonna show up are vendors going to be happy? Is this going to be what I want it to be? And people really came through with. I heard back from patients and clients and friends that showed up that it did make a difference to kind of have a little bit more of that personal touch of, Hey, I really want to see you here.

And it was a learning experience. I think next time I'll probably do it a little more in advance and prepare a little bit better. But the turnout was definitely, I think, surprising for all of us in the sense that again, it's like, we don't realize the impact that we have in the community that people want to come out. See what we're offering experience that and **the level of connection that we had with people last night**, especially after COVID and everything that we've been through as a community, as a society, as a culture, it's just nice to have experienced that warmth again, connected face to face.

MERYL: Yes, as the vendors were coming in and they were people I haven't seen we haven't seen probably in what two years give or take.

I found myself really emotional. I'm like, oh my God, it's so nice to see you. And it's been so long and it's so nice to connect with you and actually connect with people. And you forget how important that. Physical and energetic interaction is

YOHI: it was like medicinal for all of this. I feel like

MERYL: I do. I feel like it was, it was cathartic.

It was healing. It was just, yeah, it was, it was amazing. Going back to why do we have that imposter syndrome? I guess like we can pontificate on that for hours and all of the things, the stories that we were told and when we were younger, And I think as women business owners, especially right.

I feel like there's always something else to prove. I have to prove that I can do this, or I have to prove. And maybe that goes back to being authentic or whatever that is. I always feel like I have to substantiate why I recommend a particular treatment for someone, right. Or why a particular supplement. And for me, my training was always going back to the science because when you are in the kind of program that we were in you know, early on, I was with the pre-med students, right. It was all science-based. We were learning microbiology, biochemistry and everything had to be, when we were writing research papers, it was all backed up with science, the science, the science, where is exactly right.

So explain, explain. So I still have that in me. Like, I feel like in order to have people understand me, I need to explain and you know, I have been accused of over explaining and then I lose

people and they're, like one of my closest friends, says to me when I talk, it sounds like I don't know if you remember Charlie Brown, the teacher was like and she's like, this is what it sounds like to me when you speak. And I said, well, I certainly don't want that to happen. And so now it's, it's trying to find that, okay, what is the cliff note version?

And for me, it's, I always feel like I need to explain more and really substantiated. I think what I have to own. And, and I think we just talked about that is that. I am an expert in this field and I have done my research. I don't need to necessarily prove that to you if you want me to. I certainly will.

But if I give you just sort of the summary, that that's enough.

YOHI: I think it's also because I go through this personally, especially because my field, which is Chinese medicine and acupuncture is even more abstract. And while there is research it's perhaps not as extensive as what you do and it's different.

And I use words like chi and blood and people are like, what is that? But at the end of the day, I think the reason we do it and probably the reason you're going into all these explanations is to **gain the trust**. Because a part of you is. I want you to know I got you, I'm going to help you. And this is how that dah, dah, dah, dah, and then you get lost in the details.

But the reality is you've built this reputation. You've built this amazing business that people are walking through the door, and there's already a sense of trust. You've already won them over by them hearing all the wonderful things, how you've helped their family, their friends. So it's kind of like you said, **finding the cliff notes and believing they can trust me because I am an expert** and we're going to do this together

MERYL: and exactly you hit the nail on the head and I think. It's probably me convincing me that, that

YOHI: it's almost like you're explaining for you more than even for that.

MERYL: Yes. I am like all interacting and so it is getting away from that.

How do I get away from that? And just believe that okay. You know, it's part of being a storyteller. I always feel like I should be a little more succinct, but I'm like, well, but wait, you need, you need the details. And, and sometimes you really don't and I think it is owning that and being comfortable enough in that and being able to get past that.

The importance of an integrative approach to health and wellbeing

and We were just talking about how in this work and I'm going to probably digress a little bit, but in this work, it does **take a team effort**, like we talked about. Much of what I do, there's science behind the nutrition piece and we do the genetics.

And if we're talking about people who have hormone imbalances and gut imbalances, right. Yes, it's nutritional and there's movement, and there are supplements and diet and all of that. But yet **we forget about the necessity of that mental, emotional piece and, and even the energy**, right.

The energetic piece, which is what you work on. So, so adeptly and so well. And then it is trying to **help people understand the connection between them**. And that, the mental and emotional is just as important. So it's almost like we were talking. And I do want you to speak to this in a second, right?

We go **in the Western culture, we go to different specialists** and the specialists often are not speaking to you. Right. They don't want hand doesn't necessarily know what the other's doing and, and people end up in a whole medical mess because they're on a whole bunch of different medications that are more like band-aids and it's not synergistic.

And I feel like I talk about that all the time. You know, the band-aid effect of what we do in, in the modern era of medicine. Again, never bashing it, but just, it seems to be that it's our quick-fix yet really on the other hand, in an integrative way, what better way to really help and heal your body and rebalance your body then to take the work that we do in terms of the physical let's call it the stuff that you can touch, the nutrition, the exercise, the movement and the behavior.

And **marry it so beautifully with the energetic work** that you do.

YOHI: This was our dream. This is why we built this center together. And I feel the same way. The different specialists, there's like this **fragmented approach to health**. And the number one cause of death is medical error because people are taking medications together, too much of something.

In fact, I'm grateful that I was trained in pharmacology because I look at these factors when people are coming in, I've said, look, you got to go back to your cardiologist or your endocrinologist and figure this out because this is causing all these other side effects and symptoms. So it's almost like if they weren't on these medications, they be coming into my office with less issues with a quicker fix.

And the sense of now it's not trying to overcome all these medications and figure it out. It's the person's coming in with less stuff. And um, you had said something else that that kind of moved me in the sense that it's not about this or that it's that **integrative approach**. And it's why we wanted to build this center understanding that **the physical piece is just one very important in large part of creating health and wellbeing**, but then there's all these other things we need to take in mind, **the emotional, the spiritual and the energetic**. I don't want to say toxins, but because it's not all toxic emotions aren't necessarily toxic, but the effect that it does create in our body and how **stress can be this very powerful force** and we can exercise and eat well, but if we're not breathing and meditating, which is so much of what I do with my patients is teaching them how to slow down and sometimes how to do less. Sometimes I get people in here I'm trying to lose weight. I'm doing this, this, this, this, and I'm like, there's so much stuff.

How do we take a deep breath and slow down? And I think that's part of the impact we have on people, as well as knowing that there are all these moving pieces because when they go to their doctor, they're just getting a one-note, one fix. And this is not to bash doctors because if we didn't have medicine, we would probably wouldn't be here.

It's very important. But the reality is that Western medicine surgical interventions are wonderful for saving lives for an acute emergency situation. But **what we provide is really a space to create wellbeing and wellness and doing it together**. And it is an important thing to talk about, right.

I love what we've built and I love that people were recognizing that, that we're a team and we have all these components that help us create whole wellbeing and really teach people.

MERYL: you know, it's funny obviously the listeners don't get to see our, not all of them anyway, right.

If you're across the country, our physical space, but the one thing that we hear all the time is people walk into our physical space and they take a deep breath and they're like, oh, **this is so calming**. And the energy here is so zen. And I always say that was intentional, right? We **created this place intentionally to be calming and not clinical and not sterile** like a doctor's office.

Right. None of us have real let's call them desks. I mean, we're sitting at a table, but it's not a medical desk where you're getting a medical exactly. Homey, homey vibe. But again, the idea is that people get to take a step back, take a breath and just regroup and look, we're all, all guilty of that.

Go, go, go. I think the thing is that if we all. Have each other and say, oh, okay, wait, did you take a step back? Look, you've even said to me on an occasion. Oh did you book your acupuncture? You need a break. You're stressed. You know, you can see it in my face. And I'm like, you know what?

Yeah, I really, I, I gotta, I gotta take care of me too. And so. Right. The teacher needs a teacher. The teacher needs to be the student every once in a while. Yes.

YOHI: We learn a lot from each other. I think it's funny because you were mentioning how you felt a need to explain to establish that trust and that relationship, like I got your back.

And interestingly enough, because I get the other side of the emotional piece where people are coming and falling apart from very real things, whether it's from stress from work, some

tragedy in the family, a diagnosis of an illness personally, or with family they're distressed and sometimes. I feel that I've almost **learned over the years to say less, to give them the space to unload** because maybe their family members are sick of hearing about it.

Their friends are sick of hearing about it. Maybe they feel embarrassed to talk about it. So sometimes it's about the education piece and sometimes it's about just holding the space and just holding their hand and saying, we're going to go back to the basics of just breathing, allowing this. And yes, we're going to talk about solutions and treatments, and these are the things I'm going to do.

And this is how acupuncture works and herbal medicine and cupping. But sometimes it's like, people just want you to hold a space for them and be like, oh man, I hear you, but we're going to find the solutions and we're going to, we're going to take care of you. And I think that we're learning how to be more and more adept at that.

Why it's important to listen and hear the whole story of your health

MERYL: Yeah. Well, look, I've always said the first thing that we do is people say, well, why is your initial consultation an hour and a half? Mine is **an hour and a half because I need to hear your story**. I need to listen to not just what the symptoms are right now. And I think that's really important.

People don't understand sometimes even the work that we do and especially in functional nutrition. It is not just about the food piece. **I need to know the story of how food has somehow become all encompassing in your life**. Right. Especially if we're in diet culture, the diet mentality, and we're going to come into the new year and it's going to start all over again.

Right. And we're going to treat women. The next conversation that I have is going to be about that. but **it really is about listening**. you know, maybe it was emotional trauma that led to the food behavior. Maybe it was a physical trauma. **Maybe it was those early messages that we got that have impacted us late into our later years and those stories have been carried through.**

And then what happens is that those aren't resolved. Right. And it could be that's that whole mental, emotional. If that's not resolved, it turns physical. Right. And you start to feel those physical manifestations and you, you address that all the time. So I feel like yes, giving people the space and allowing them to talk, because again, you go into most doctors and your doctor's visits three minutes long, 10 minutes long, if you're lucky and they're not listening to your story, they don't hear you.

And I think most people want to be heard. And **it's important to be heard**. Right. And then **create a realistic and sustainable plan because behavior change is really, really hard**. And so. the intersection of what we do and the ebb and the flow of yes. Creating the space so that they can speak.

So we can find a way to find a solution is all about the work we do and different modalities, but we want to get to the same result, which is healing people.

YOHI: You know, as you're saying this, I'm curious because it's happened more and more over the years that when people do have finally that opportunity and realistically even cause my initial is an hour and a half, sometimes even two hours as well.

It's still not enough time to put together what this person has been through, especially because a lot of them are coming beat down from not getting answers anyway. And then you're sitting in the consultation that I don't know if I'm sure this has happened, where as **a person is finally able to tell their story, they have like these aha moments** of, oh my God, like you mentioned a trauma or something that happened in childhood or a relationship with food that they didn't even realize they had there's so many times I'm sitting down at work and I start asking questions and they're like, oh, I never even thought about it that way, like this, like a ding, a moment.

And also just **being able to tell their story is already, I feel a huge step in the direction of healing** to be heard. To have that space where someone is really listening and not just let me write you a prescription or let me send you somewhere else, but I'm going to listen. I'm going to take it in.

We're going to connect the dots together. And we have this wonderful resource of having each other in the space and having other practitioners, maybe not in our physical space that we trust that are in the same field of **looking holistically at a person. And it's not just a symptom. It's a person's story.**

it's really awesome. And you know, it's like, we're having this conversation because we're like, are we awesome? And then we talk about it and it's like, this is really awesome. And I feel blessed to be here and to be doing the work that we do together and making the impact.

MERYL: Yes. I think we are awesome, but I think, I guess we should say we are and owning that and being able to say that and, and say it confidently Because we are human, right?

I mean, we are human, it was funny. I had a bite of a cookie. It wasn't a very good one.

Although the collagen cookies that we made were quite delicious, but I had a bite. Excellent. I had a bite of a different, good one of our coaches Michelle said to me, oh, we got to get that on camera.

And I said, no, no. You know, look, I am human. It just bears to the, to the heart that I'm just terribly consistent. Right. I'll have a bite and put it down, but it does go back to our humanness.

YOHI: That's important though. I think you said in the sense that. **You really live the life that you try and share with your clients**, meaning you, you, what is it?

You

MERYL: walk the walk, the talk.

YOHI: Well, I really do, however, you also are like, it's good to let loose and have the glass of wine, have a bite of the cookie. And it's behavioral. It's really like you're living the life that you're trying to teach your clients, which I think is huge because there are a lot of people in your industry, our industry of health and wellness that preach a lot.

And then they are not really living their life in that way.

MERYL: Well, right. And I think that does go back to my desire to be so authentic and that if I'm not like, oh my gosh, I've done something wrong. That's the, of course, that's my own work, but, but it's true. I think, and it was interesting. I was on this conversation earlier this morning as well.

Yeah, the work I do walk the talk and I think it's mostly because I have come from the other side. Right. I am a cancer survivor. And once you have been on that side and you know what it's like to go through chemo and radiation and have the side effects of that and have to almost look, I mean, I remember in the very beginning you kind of look at your mortality.

Okay. And I go back to the day that I'll never forget when I was diagnosed. And I looked at the doctor that diagnosed me and I said, am I going to die? And you know, her response was, I don't think so as a new mom and you've got six weeks old and two other kids at home, like that's not quite the answer that I really wanted to hear.

And you know, that, I just remember that feeling of being in that vortex and being pulled down and going, oh my God, is this, is this it? So I think when you when you live that. I think I've become so passionate and sometimes almost forceful because I'm like, I know what's going to happen if you don't follow instructions.

I think it's that. And **what I get frustrated about is that we don't live in a culture of prevention.**

I have an example of a client who sat here, who is currently going through, he has colon cancer and it has metastasized to the liver and he was a sugar eater and ate terribly.

And he sat in front of me, says, well, someone told me that I was going to die of cancer, or I was going to be afflicted with cancer because of the way I was eating and my lifestyle, I would have never done that. And I looked at him in the face and I said because it's not true as much as we want to think that it's true.

I always say death is not a good motivator because it's not. And so it really goes back to what is your why? And, and, and do we really think preventatively? And so much of the work that we

try and do is, is preventative. If we can. And I think that's for me, it is always it's like, but I know what's going to happen if you don't change and people don't want to hear that.

They're like, I just want to be able to enjoy eating. And I just want to be able to enjoy this and yes, it still goes back to moderation. Right. So we go back to what I was saying about, yes, we are human and, and I do indulge every once in a while. Because **I know the consequence of overindulging** perhaps, right.

And be, I like how I feel.

YOHI: Yes. That's the biggest motivator I'm sure for you.

MERYL: Yes.

YOHI: What I was going to ask you before was I was curious, cause I don't think I asked you this. When you went through the diagnosis and that whole journey, did you have access to holistic providers or can you imagine the impact it would have had to have somebody with that more personalized touch?

The reality is oncologists. I mean, they're putting out fires. I mean, it's a very high-stress job, and sometimes it's hard to find the space to have warmth and I'm sure. Also in a sense they have to be kind of detached in a way, lovingly detach, caring about, cause I know someone called just, I really care about their patients, but you know, you kind of have to be the doctor and we're in the space where sometimes we do create this.

I mean, you have some, some clients that have been with you for years and years and years that you've seen through all sorts of issues, and to them, maybe you don't recognize them, but

you may have been their rock or their mentor, the person that they can go, oh my God. What can I do to help myself?

What can I do to support myself? And you were there along the way, and I just wonder, like how it would have been different for you going through that. And having access to somebody like you or me or someone else who could have just been the warmth and the support.

MERYL: Right. Well, I think the support, right? I think support **aren't we always looking for support** and I totally didn't.

I mean, I had that from my friends and my family. Right. Because they were always there for me. Yeah, it wasn't until after that I went to Mexico and then, you know that again, I was then introduced to acupuncture and hyperbaric oxygen. And then that is what opened my world.

yeah, There wasn't really access, right? I mean, I was at Sloan Kettering in New York. It was the epitome of the clinical medical model. And there wasn't any of that. Remember this is 20 years ago. I mean, there wasn't any of that.

YOHI: The reality is they saved your life, but there is still this piece that's missing sometimes, which is what we were talking about in the beginning. Is that personalized, that warmth, that. I'm not just going to give you medicine and prescription. I'm going to be here to hold a space to love you through this. What I hear. I mean, I don't know if you've heard this from clients that sometimes when they're going through that **diagnosis with a chronic illness, they want to appear strong, they want to appear okay.**

So they actually **don't necessarily share or talk about**, and what happens when we internalize and we repress our emotions, manifest, manifested a certain way and eventually. I always tell

my patients, **how loud are your symptoms?** How loud is your body speaking to you? Is it a little headache or are you having a migraine for days?

I mean, how, how bad is the inflammation and it's not to scare them. It's just to be realistic, engage. Oftentimes just in slowing down and breathing in the listening to that symptom. I can't tell you how many times people will walk in with a migraine. We'll do some breathing. And they're like, I think it's already like 50% better, right?

Because they slow down and they listen and they acknowledge that. And sometimes as women, as mothers, I can imagine what the six-week-old you probably were just on like survival mode. And didn't have the opportunity to really talk about what you were feeling inside and those fears and the fear of the mortality.

So I wouldn't it's important to recognize the different layers, right. They saved her life, but it would have been nice to have a little bit more worse.

MERYL: I said that, I said that to the doctor after I think my last chemo treatment, or maybe when I went in for one of the follow-ups I'm like. Okay, **so the cancer's gone, but like I am debilitated, I'm sick every three weeks** and you know, and she and I had a great doctor.

She was very she was pretty compassionate and she basically looked at me and said, well I have nothing for you. Right? I have, I don't, **I can't help you in that way**. And, and that was in a way it was devastating because you're like, what, wait a minute. Am I going to feel like this forever?

And am I going to be so, so debilitated? And I was in my mid-thirties at that point, I'm like, I can't live like this forever. And that was where again, that life-changing moment, but being able

to. To be introduced. And then open-minded, I think for me, again, part of why I feel like I explain things so much, or I feel like I need to substantiate what I do is that science mind is always the skeptical mind.

Yeah. It's like, I remember my mother-in-law at the time would be like, oh, well I take all these supplements and I was taught in school that it's. That it's quackery that you don't need supplements, that you really just need a good diet, and of course, now we know how those tables have turned, but I was, I was trained to be the consummate skeptic.

And so I always feel like other people are skeptical. So that's the other reason that I do that. Right. So I definitely do a little bit too much projecting

YOHI: in a way maybe a part of it is also because I know this is when I do it is it's like I remember being in their shoes and not knowing anything and being like, **I want to empower you through education.**

I'm going to teach you. And then what's interesting is I think what really changed it for me when I mentioned earlier saying a little bit less is I started working with more women going through fertility challenges. And a lot of these women are like, you're type A. Exercise every day, wake up super early power women with incredible jobs.

They have like their stuff together. But then they couldn't get pregnant because it was like they were doing too much. And suddenly if I started asking them questions about their reproductive health and their ovulation and their calendars, it was like too technical. And it was more of the same. So now all of a sudden talking about energy, how do I counterbalance the success of doing and create more being?

But then you have the people that they need that education. So it's all about meeting the people where they are, like you said, you have some clients that are like, so you just hold a space. And you're like, this is what I'm recommending at the end. How was your weekend? You know? And then you have some patients when you're like, they're, they're really thirsty for that.

And they want to know cause they feel empowered by knowing how is my body working? Why is this helping me.

MERYL: It's almost like the more technology evolves and we can see these things happening, right? Like with the genomics, the nutritional genetic testing that we do.

I always hear people say, well, I don't really know what I want. I don't know that I want to know what's going to happen. And I'm like, okay, let's clear the air again. This is another podcast that I will be doing. Let's clear the air on. What genetics are, what genomics are, what it will tell us what it won't tell us.

It's not going to predict disease, and it's not going to diagnose you, but it'll give us predisposition. And if **you can almost have a little bit of a crystal ball into your own health and wellbeing trajectory**, right. **If you know, you can offset and, and potentially prevent a disease or a condition from happening, wouldn't that be so empowering?**

YOHI: I think so

MERYL: we think so and then some people are like, well, I like not knowing because then I act when I know I have to work and it is almost, I have to work at doing, I have to work if I really have to work at being healthy or I really, if my memory is going to go, I got to start thinking about that now.

And I feel like some people are just happy or being in denial.

YOHI: You know, I think it's also though the type of medical culture, because the reality is. When you go to the doctor and again, this is not, I feel like we're like bashing. We're not bashing doctors, it's a certain kind of model. There's a lot, we know personally wonderful doctors, but there is this, this mentality that when you go to see some sort of a position, it's a passive treatment, it's take this pill, get this procedure.

It's. For the most part, change your lifestyle. Start to incorporate meaning. I tell my patients says you're going to work with, this is not that you're coming in here and I'm poking you and we're doing cupping and you go home and everything is dandy. Yeah. Because I'm creating this space and this like, almost like a snowball effect, but you got to keep the ball rolling.

When you leave here, you're going to come back in the same state, as you know, as I'm seeing you today. And so. It's a, it's a mentality shift. And the good thing is, I think at least for me is a lot of times I get patients who are so sick and tired of being sick and tired and not getting answers that they're like, I'm willing to do the work because the pills aren't solving my problems and now I'm on more pills or now I'm stopped taking my pills and I'm not a control.

So. In reality, it's, it's **shifting the energy and helping people see their symptoms as a communication from their body to their self** and creating an empowering themselves. And to educate you, I'm going to teach you these things that you can do at home. But you got to work a little bit, but it'll be worth it.

And then of course they start, **we start small and then they start to see the benefit and then the ball's rolling and they're willing to do more and more for themselves.**

MERYL: And that's so true because it's the same, same analogy. I always say **your body sends you whispers. The symptoms are whispers and don't wait for the roar.**

Right. Don't wait for that roar of a diagnosis. And, and look it's again. We can only say it. So often in so many times before people listen and unfortunately, look, there are plenty of people that we know who come in with the roar, right. And they are sick. And then they're motivated and you hope that, that they stay motivated and they want to change.

And they, and they do make those impactful changes. **And it is work, but I always say you work at being sick too. If you're sick, that's hard work.** It's hard to be sick and so very good point.

Yeah. It's really hard to be sick. Right. and it so impacts your life negatively and that snowballs, right?

Because then it snowballs into that bigger illness and that bigger debilitation. And now you're not even living a life, right. You're existing in a life, but you're not living a life. How do you want to design your life? Right. Choose your heart. It's hard. And I think I look at it for me.

It's like people say, oh, well, it's hard paying attention to the food that you eat every day and working out every day. And I'm like, you know what? I have been my own experiment for the last 21 years. And I always exercise it wasn't just in a year that you change all these habits.

It's been over the course of 20 years. You start with one thing and then that snowballs into the next thing. And then you're consistent with that thing. And then you go into this thing it's like the stepping stone from one. Positive behavior from one positive you know, process into the next.

At some point, if you're, I always say the analogy of crossing a river, if it's a fast-moving current, you want to use those stepping stones. You got to get from one stone to the other, but you got to balance before you can go to the next one, right. And you have to be strategic in what is that next move going to be.

It's like the work that we do, what is the strategy? What is the next step? And people want it to happen overnight and it doesn't

YOHI: I love what you said that about choosing your heart, because it is hard to be sick. It's hard. You have to make all these changes, to recover yourself. When instead you could be making the changes to.

Recover yourself and not be back in the illness. And it's, it's definitely a shift that I think, again, back to the culture, we have this immediate gratification and this snap, my fingers, and something happens. And the reality is that changes, especially changes like endocrine changes. **Our hormones change the slowest side of any process in our body.**

So you can, there are, there are short fixes, like the reality is if you have a gratitude practice and a meditation practice, you will feel the benefit within. Maybe even the first day of trial there, science on it. Now there's incredible science on it now, and it's empowering. So that might be a tool you can give someone right away to feel better.

And then you slowly start to work on the diet and the exercise. The stepping stone slowly, because the reality is you've got to set yourself up for success if you overload. When I first started on my gosh, I remember I would be so gung ho because I was so excited to help someone that I would send them home with a whole list of everything.

what type of exercise, like I would just get so nitty-gritty and they would like almost leave. Cross-eyed look excited. Oh my God. And so now I know to say less to trickle it in, what's the tool I can give you right now. That's going to give you the most benefit and then you're going to be motivated to grow.

So I like that. I'm going to use that choose your heart.

MERYL: I don't think I made that up, but I oh, but I love the expression and I think it is so relevant and you know, we could probably go on and on about all of these things, but I know you have work we do have to get you back to your patients and, I'm glad we took a pause and recorded this because You know, we touched on a lot of little different things, but I think it's important that the listeners here hear a little bit of, of What makes us human and, and our vulnerability that we're afraid to be vulnerable, that we, when I say we the collective we and I know I'm always so grateful when a client is able to be vulnerable, because it allows us to really be impactful in the kind of work that we do for them.

And allow them to really. Really pave the way for their healing on so many levels.

YOHI: They access new parts of themselves. So it's nice to have these conversations. And allow, allow the vulnerability, allow the flow of ideas. I learned a little bit from you today, so thank you for having me,

MERYL: Thank you for participating and as always, I'm sure this won't be our, the last conversation that we do.

And Hopefully we'll have, a different epiphany at our next party and that can always learning and growing. Bring us back to the moment. And yes as always you guys out in, in our audience, any questions that you have for Yohi or I, we always welcome them and appreciate you're a

YOHI: continued support

MERYL: continued support

YOHI: connection.

MERYL: Yes, yes, yes. With that, I will adjourn for today. This is your Rebel Nutritionist signing off, make it a great, great day, everyone until next time.