

MERYL: Hello, everyone. Welcome back to the Rebel Nutritionist podcast today. I'm super duper excited to have Michael Raymond, who I've known for a very long time now. Michael and my son, Jason, when did you start with college? Right? 2015, 2015. 10 years. Wow. So Michael is the founder owner of Raymond Representation, a sport and talent agency, and it has been a pleasure to watch you grow this amazing, amazing business. What a. Yeah. I mean, what a success story you are. Congratulations. I know you're not done, but I mean, wow. Like, You have really, , you know, it shows hard work and effort totally pays off. So congratulations. It was a good year for you this year. So I am here with Michael because Michael, , really decided to take hold of his health. We're going to talk a little bit about his story and what his impetus was for coming to see me professionally. And, , you know, where his journey has taken him has led him and how he feels so welcome.

Thank you. _____

that is the good thing to feel. Great. — I love that. I love it. I did not ask him to say that. Yeah. So, , let's talk a little bit about your story, you know, kind of what led you to come to me, uh, on a professional basis and kind of, yeah. Where are you at? And then we'll, we'll take it from there.

We have lots of good things to talk about tonight. , I think before I kind of break into the story, I think the nber one thing is that a lot of, you know, kids or students that are 26, 27 years old, I'm 27 now. , I feel like they feel like they're invincible. Yeah, they don't really take their health seriously.

I mean, a lot of kids, they work out. Right. They eat pretty good. But, , I think with you, it's like taking it to the next level, which is, you know, we'll get into all that stuff, but yeah. —

MICHAEL: Unfortunately for me, which obviously you've seen. , I've dealt with some things, you know, like it goes back to when I was with Jason. , in college, **I had an autoimmune virus. That kind of scared me and my family.**

, thankfully ended up not being something serious. But I was looking in the mirror saying why, you know why me? I work out every day. I played basketball. Good. , you know, definitely something that I never expected to even have to have a conversation about. , — You know, so that was the first scare after a couple of days in the hospital and blood work and things like that. , and then fast forward to law school and just the stresses and, you know, not feeling 100%. And then obviously my dad's situation, which was a very scary situation with COVID, a year taken out of our lives, basically. Yeah.

And I think that's when it really flipped a switch that you know, why wait, , I didn't feel 100%. I didn't feel terrible. But I definitely did not feel 100%. I had a voice kind of in my ear saying like you're 70% right now and you need to be better. , and then obviously knowing you and what you do. I was like, I need to call Meryl.

So I, kind of flipped that switch. I said, I'm not going to rely on other people to tell me what to do. I'm just going to call you and get to it. And then. You know, **since then after doing the blood work and the vitamins and the workout plans and everything, , I feel much closer to 100%**, even though I don't think anybody ever feels 100%. — But you're right. And what is a hundred percent right. — Yeah, exactly. So I always say right, we always work towards improvement and it's always about how do we, what is the next step in our lives?

MERYL: Right. And so a lot. So, yeah, I love that. So thank you for that. , introduction, backstory a little bit. So, you know, one thing that I think so important that you said is that. You know, **younger kid 20 in your, in your twenties, whatever that looks like. I think they're invincible and that nothing is going to happen.**

And you know, the unfortunate reality is that now more than ever, we're seeing illnesses start. In the twenties and even earlier. And so I'm sure. And, and there's a lot of research to back this up. I mean, I don't have specific studies, but I'm sure I would have a pile if we really went and dug into it because I have looked at it and I was, you know, looking at lifespan or life expectancy.

So the life expectancy of your generation is actually predicted to be lower than that of my generation, which is kind of scary. Yeah. Which means there's a very real, real risk out there for your generation. And so people say, well, what is it from? Well, it's from exposure to toxins. Nber one. Because the amount of chemicals and toxins that are in our environment that we don't pay attention to in terms of our exposure, we're not paying attention to that as much as we should.

We sort of just gloss over it.

I'm pretty convinced actually that some of yours was triggered by mold. That was in your house. When you live with. Remember, we talked about that. Because Jason also, Jason had an auto-immune thing go on at that time and a hundred percent there was mold in your house. Right.

So I think, and this is what happens, whether we. Crazy. But it's real, right. I. I mean, it's, it's coming out more and more in terms of the public awareness, but it is a real thing. **Mold exposure is, is a big issue, especially here in Florida. And so in these older houses, in these older communities, , it is a problem.**

So I, I do think, you know, that is my intuition talking to me saying, I'm pretty sure that that's what it was, but yeah. Then you go down this rabbit hole of, okay, well, how do I discover what's going on? **So the point is, is that it doesn't matter how old or young you are, you need. To start looking at the things that move the needle in your health. And prevention and you know, prevention is not a sexy word.**

Yeah. You know, especially when you're young forget about it. When you get, you know, older people still don't really, they wait until something happens. And, , so kudos to you for really. Listening to your intuition. And I talk about that all the time with my clients. Like your body talks to you, shame on you if you don't pay attention.

MICHAEL: Before too scared or they're embarrassed. You know, that is a good, scared, they don't want to talk to people about it. , also the food we eat. Yeah. 90%. I mean, you'll talk about that. Yeah. Yeah. Yeah. 90% of the food we eat is horrible. Horrible. — You know, which you've definitely opened up my eyes.

And I think another thing too, is that I'm not perfect. Nobody's perfect. Like I definitely have cheat meals. I had pizza yesterday. —————

Cheat meals. I definitely don't work out every day. Not every workout is like David Goggins level. And you're like, — **you know, like there's days where you're lazy and you don't want to do stuff. And that's okay. , but I think even just doing it like 60, 70% of the time, Life changing.** So now it's like, you know, yeah. When I go to the movies, I'll have some candy or whatever it may be, but I don't drink soda every day. Right. I don't eat candy every day. I try to stay away from processed crap, fast food, all that stuff. I have it every once in a while. Of course.

But if you just, oh, like are aware of it, you really can make a huge change

MERYL: such a good point, because that's what I always talk about for me.

There's no such thing as perfection. Nobody's perfect. I don't even know what perfect looks like. Right. **And there shouldn't be an expectation because then it's just about the let down and just then you kind of beat yourself up and, and, and that there's no, that's not reality. And so it's really about consistency.**

Yeah. Consistency, consistency. Consistency. I say this all the time. Yeah, I am Like ridiculously consistent and I am very disciplined. And so, yeah, maybe that's my super power but it's, and you don't have to have it as a super power to just be consistent. I think people think like, oh, if I'm going to start exercising, I have to do it every day.

If I'm going to pay attention to my food, I have to do it every day. So let's take it back a little, like when we first met, what were **some of the things that we talked about that really. Hit the mark for you. And then you started** because you've done so much. So I sort of want to bring that awareness to be like **what you now do consistently that has really moved the needle in your health,** because it's a combination of things.

So let's go back to, you know, when we first met, what were the things that really stuck in your mind that we talked about?

MICHAEL: **Well, the first thing was you always talked about making a routine that was fitting your lifestyle easier for you.** , so doing like little things that just make your life much easier to stick to the routine. , Which, which has helped a lot, **just like even small things such as like Monkfruit. — And my coffee instead of Splenda. , or like, you know, going to the gym at the same time every day, , you know, Knowing what you're going to do before you go to the gym, like the night before. , having meals in your head or written down for the week. , small things that just make a major difference.**

And then I think like the food in my pantry and in my fridge and things like that. , very small things, , organic stuff, fruit, things like that. , — Things like that. It just made it much easier for me to, to keep consistent.

But, , you know, **for me, it was just trying a bunch of different stuff.**

I love going to the gym. I know a lot of people don't write. , I love going to the gym. I love going on walks. I don't run. I like going on walks. , so I think just finding things that you enjoy, **I do think that you need to push yourself to be uncomfortable. I think too many people care too much about comfortability. You know, I hear a lot of people talk and it's like, you need to do things when you don't want to do them.**

And when you want to do them right. You know, that's the only way you're going to, you're going to grow. So, , I go to the gym cause I feel like it's a mandatory thing. At this point, it's you need to go because not only for your body, but for your heart, for your mind, for all those for. For all those things. — So that's how I feel about the gym and fitness, but, you know, **I've done so many new things this past year and a half.**

I started cold plunging, which was definitely in a way new, like, definitely new for me.

Yeah, let's talk about, yeah. Was it just something that you were curious about or you just were reading about it and all the longevity magazines. —

MICHAEL: It's been such a trend right now. And I kept hearing it on podcasts and you know, people talking about it.

Yeah. , it's everywhere in the gyms. Now, all the nicer gyms. — So I was like, you know what, I'm going to try it. And I actually tried it with my other friend, Dylan, who, you know, yeah. — And I loved it. It like, you know, it sucks. ——— It always sucks. Right? I've done it 150 times at this point. And it still sucks.

Every time I go in. I know, I can't even get into a cold shower. So I started with the cold showers.

I started with the cold showers for about two months. , and then I kind of wanted more. I wanted to be a little bit more shocked and cold when I. — , so now I go like three, four times a week to this place and I, I cold plunge I sauna, which is basically heat, cold, cold, you know? Trust therapy for your body. Yeah. , and I've found it to be incredible.

And I know a lots of other people have to yeah. , you know, incredible, like **in terms of stress relief, anxiety.** —————

body feels much better. Yeah. , your recovery rate is much quicker. , I think number one is the stress and anxiety relief that people don't realize, but that's number one. That's why I said that. Cause I know that. It's a big. I mean, you're in there for two, three minutes, maybe longer. And you don't think about anything. — And when you get out, get me out. So you get out of it.

You're like **I just conquered the hardest thing that I'm probably going to do today. So everything else feels like nothing to you. And then obviously the health benefits. I mean, I'm not an expert, but I know the dopamine level hit. Insane.** I mean, they say it's compared to like doing. You know, drugs don't do exactly.

, Which is insane because it's an, a health, it's a healthy thing for your body and you're doing it and you're getting the same effect. — **The sauna, the steam, I love as well stress reliever, but also just relaxing. It feels fantastic.** Yeah. , so I've been incorporating that into my routine pretty much almost every day.

If I can.

MERYL: Awesome. Awesome. Yeah. So, , let's talk about, so you came in, you did the testing, **we did the genetic testing. Yeah. Talk a little bit about what you, how you know, how you**

felt about that. Like, what did that reveal for you that was able to, again, help you. Put into play what you're doing now?

MICHAEL: Well, I think everybody gets scared of the genetic. — All right. **Everybody gets scared of it because you know, you think that you're going to see something scary or something that you didn't know your family had or whatever. , but you said right away, it's not supposed to be scary, right? , it's not going to show that you're dying tomorrow or anything like that. , it's to prevent anything from happening later in 20, 30 years from now.**

Exactly. , and, and you also were very confident. Like **if you do it now, there's a very strong chance. You can say you can help yourself.** , so that made me feel better about it. And I did it. , thankfully on ours, we didn't see anything crazy. —————

But even like, I talked to you about **my family having high blood pressure as like a number one that like, my mom has it, my dad has it.**

Sure. My brother might even have it at this point. , so it was like, how can we prevent that? Right when I'm 30, 40 years old. , so we've started there. , I don't remember anything crazy, some inflammation, things that we talked about. , which was huge for me because of the **auto-immune. And that's all inflammation, right? , so that was the number one thing is like, how can I stop putting things in my body and help prevent any inflammation, , in the future.**

So, you know, that was, it was fun. And the blood work, I love the blood work. **I think a lot of high level athletes, especially people that I work with now. , they do blood work two or three times a year. Yeah. , you know, the, the NFL NBA nutritionists that are doing it for them or doing the same things that you recommend, which is custom vitamin supplements, blood work, every two or three, you know, maybe every quarter or twice a year.**

Right. , And just staying on top of everything because you can prevent it if you, if you do it

MERYL: a hundred percent and that, and that is the truth about the genetics. You know, people think the DNA tests that we do, even though we talk about this over and over, **it is not diagnosing and it's not predicting disease.**

It's saying where's the predisposition that you might express. You know, you might show these things, like you said, in 20, 30, whatever 40 years. And if we have that information, how do we help you now? Which is again, that prevention and that proactive part of this that I think is so important.

MICHAEL: **So we did the blood work twice so far. And remember that the difference was huge.**

Yes. Yeah. It wasn't talked about still wasn't done like still not close to where we want to be, but it was way better. Much closer way better. Yeah, it was way, way better. There. There was a couple of small things that we just needed to tweak, but yeah. — And that was before the custom vitamins actually.

Right. We did the blood work first and then you just recommended stuff. And then I did the custom set. We're ready to kind of say, all right. And do the custom vitamin.

MERYL: So what Michael's talking about with **the custom vitamins is that once we get the lab work, when I'm able to do. Is customized a formulation. Based on his individual results. That is specific to him.** Yeah. —

MICHAEL: Not what a doctor or trainer says.

They think you need. You read on YouTube and you think it's cool. I need to take fish oil now or do this. **It's literally based off of what your body is telling her and on paper is wrong with you.** Yeah. Or you need to get more of, and I think that was the number one thing. And it's funny because I saw a lot of things that were easy, you know, like vitamin D V B12, all. All these things that are like simple things that I was lacking. And I'm like, you know, I sit in the sun and the number one thing, I think it was the vitamin D liquid. The liquid.

Yeah, yeah. Yeah. **Like vitamin D is like, you think you're getting more than enough of it, but sometimes as you said, your body doesn't absorb it the same way you. We have genes that implicate how your body absorbs it.** — And the pills weren't working that great.

Correct. You recommended the liquid form, which I'm sure has been helping a lot more.

Yes. Yeah. So yeah, we will say so. , yeah. So the, **the customized vitamins, you felt made a difference more than just the stuff that we gave you off the shelf. 100%. I mean, it's been, , I want to say it's been three or four months now. So we'll do the blood work again in a couple of months. Yeah. , at first, you're not going to notice a difference, like the first two, three weeks.**

Right. Right. But I remember Jason called me and told me, cause he did it. And he was like, in two months, you'll feel major difference. And I, now I feel totally great. Okay. Fine.

MERYL: So that's amazing. That's amazing. So let's talk a little bit because you just, you mentioned athletes. Uh, so you're in the line of work of you deal with. You know, young athletes every day, day in, day out.

, and some of them, well, I guess, I dunno if they're all doing testing, but you know, what do you want to speak to in terms of the athletic world? Because again, I think. , I don't know if all athletes are working with, with trainers and nutritionists, but what is your message to the athletes that you, you know, work with?

Cause hopefully they'll launch. —

MICHAEL: No. So it depends, you know, obviously like the college ones work with their schools usually. , you know, the bigger the school, the better usually, , the pro guys have nutritionists and things like that. Uh, **but the creators, the influencers that we work with don't necessarily do.**

, **a lot of them are athlete based or used to be an athlete. So they do like live the lifestyle of an athlete every day. , so some of them are willing to put in the extra time and effort to do that.** , You know, what I recommend is that. I think the number one thing, and this is just me being real. **I think people think it's so expensive and so scary.**

And like it's a whole process and things like that. It's really not. You know, it's not cheap, right. But it's it's. Yeah. But it's, it's, it's an investment to invest. For you that you spend, you go buy jewelry. Clothing. — Right. So. And you're spending, you're spending a hundred, 200 a month on vitamins and other things.

And just for a little bit extra, a little bit more time. You know, a little bit more money on the blood work and things like that. You know, you can be like tremendously better. Yeah. , so I think that's like the number one thing. Cause even me, like when I first was starting, **I was like a little bit scared of like what the investment will look like, things like that, but it's not, it's not that much major of a difference in my opinion.**

Right. You know, especially if you keep trying just random stuff that you keep buying. Oh, I saw this was great or this protein was great. — Then you're spending all this money and then your Amazon bills are insane. —

MERYL: I have so many people who say to me, oh, I bought this and I bought that. And I, and I'm like, why'd you buy it?

And you know, it, look, these companies know how to market, to UPL. They know your hot button. They know the emotional trigger that is that it's going to take to set you up to go push the click. It's all clickbait.

MICHAEL: **And most people don't know what they really need. You know, like they're buying, they're buying these vitamins, but your body can already have more than enough.**

And you're really taking them for no reason, because like, they're not absorbing.

MERYL: Then you're spending more money on all of that kind of stuff. I mean, I just say to people, go add up what you're eating out, what your bill is to eat out and eat this crappy food. Yeah. What is your bill for coffee? What is.

MICHAEL: Save three bar weekends, and you can do it.

And then. And that's it. So you've three bore weekends, three days. You say you speak their language. Dates, you know, the coffee is a huge waste of money. I make a joke about that all the time, but I think anybody that goes to Starbucks like every day is wasting so much money. Yeah. You know, you buy a coffee machine or just make it or whatever.

, you know, cause it's like \$8 now for a coffee. And you do that every day at times, you know, a whole month or whatever that is. I mean, \$500 easily, a couple hundred dollars a month. There's your vitamin money right there. You know? So, ,

MERYL: I think it's all a matter of what, what people prioritize. And unfortunately, I don't think people prioritize their health. No. —

MICHAEL: It's like what I said in the beginning, most people don't until they have a problem they have to. Right. And so, you know,

MERYL: I think again, that's where you're so forward-thinking and kudos to you because you're going to be, you know, I want people to hear that because, you know,

MICHAEL: I want my brand or my company brand to have health as the number one. You know, priority. , you know, cause honestly, like I think. Like **freedom, health family. It's always number one.** Most people don't think that way. , but because of all the stuff that we've seen, you, you as well. You know, you've been through a lot of stuff. So I think the stuff that we've seen. It just shows you exactly why it should be the priority. Exactly. And we've seen tons of guys who make tons of money and have all the things they want. And then something bad happens and it's all by, by. Right. You know, so it doesn't matter. Yeah.

MERYL: Yeah. I mean, I, and I love that perspective. I think that's so important. And again, it's, it's, it's the matured. You know, the mature part of you that really is paying attention and really seeing the forest for the trees.

MICHAEL: I also have two best friends who are going to be doctors. ———
And your son, so. Wait, who's the other one. Oh, right, Dylan. I'm around them. Around you doctor. All. I'm trying to get Jason to come over to our side. I mean, he does, you. It's funny. He really does kind of believe in all of this and we joke about it all the time. And, , so you know, we're going to keep kind of plugging that into his ear, but when your mom, when your mom lives, this lifestyle, it's different.
Like, my mom works, she's worked out 30 years, you know, she, she loves this stuff too, so yeah.

MERYL: I mean, you, you have to lead by example. I think, you know, that is where I always say **I don't expect my kids to be perfect, but the fact that they all cook,** I mean, Jason cooks, you know, not all the time, but yes. — We used to cook all the time.
Good. Good meals. Good meals. Good. It tasted good. Right. So there, **it's again, not about perfection. It's really more about how do we start to incorporate the small things and not have it be so scary.** I, I do want to revisit that because you said these things are scary for people. So how do we make it less scary?
How do we make it approachable? I mean, is there something that. You know, — That that, that

MICHAEL: it's hard. Cause it's like they say you're scared until you jump right. I kind of have to like, do it. ——— Yeah. — There's really nothing you can do. I mean, I think. I think now with like, it's kind of interesting, but **like with social media, like tic talk and Instagram and all that stuff, that's out now. , I feel like there's a lot of like food creators who are showcasing how healthy meals can taste really, really good.** , which is interesting because like back in the day they never existed.

So. If you would've said, oh, you gotta eat like, you know, grilled chicken with rice and vegetables. Like, it sounds terrible. The bodybuilder diet. Yeah. Yeah, but like, you know, me and Jason used to do like taco bowls and they were amazing. They were way better than like going to taco bell. Oh, God. We're going to like El Camino. Like way better than that.

, you know, we make steaks and rib-eyes and, you know, vegetable medleys, , you know, fried rice, that's healthy. All these really good things. And then dessert, dessert was like finding ways that you could have like healthy desserts and stuff was huge because we're sweet tooth people. Yeah. — You know, but so like anything like fruit dipped in dark chocolate instead of going to buy like a bag of receipts or something like that. ,

and it's interesting because I've noticed, especially now, because I'm much stricter. Like it's really all in your head. All in your head.

Okay. Elaborate on that. Like **I've been so in the mood or like craving bad stuff. And then I have like one little snack that's like healthier, but still delicious. And like, it gets it out of your head too.** So yes. , I mean, literally, literally the other night I was like craving to go get like ice cream.

And I was like, well, I haven't had like cold stone or kill ones a long time. And then I had like a , a frozen, it was like a frozen fruit thing from Costco that I bought with dark chocolate on it. Yeah. I had two or three of them. And I was like, well, thank God. I didn't just go have 2000 calories. — Because I felt, I felt satisfied. Good with that. ,

so I think that's huge too, because little things that can satisfy to get the mind out. — When you win.

MERYL: Yeah. Uh, it is, it is. You know, the food food is very emotional. Yeah. Just a hundred percent emotional.

So it really, I mean, obviously we want it to be nourishment,

MICHAEL: but it's why they say never go shopping for food. Like. — I know it's always terrible. It is. Listen, I walk into whole foods. Forget it. It's a nightmare. If I go to Costco all the time. And when I go to Costco, I make sure I eat right before because that food court will get you every time. Yeah.

For \$4, you get like a slice pizza, hot dog ice cream. Is that.

MERYL: Yeah, well, you know, Barstool pizza guy did a review. He said it was immersive. — So funny, cause it is terrible, but it's, it's like good in the moment. — If you're hungry, anything is good in the moment, but it is, you know, **mindset around food is huge.**

And I think like, and you kind of nailed it there. It really is our belief system. About some of it's comfort food. What did we grow up with? That makes us feel good, right? When we get sick, what do we go for? We go for the things that mom gave us when we were sick. — To this day, I have my kids ask me for pastina because that's what I used to give him, because that's what my mom gave me.

I'm like, there's gotta be a health healthier option than pastina. Right. But, , But I think that it's going back to that mind, peace of mind over matter. And yeah, **I can satisfy my craving with this and I don't have to go off the deep end** and have that again. The ice cream ma might not have been so bad, but **when you're really trying to make these transitions and you're satisfied with something else, then it's that shift starts to happen.**

MICHAEL: It's not that you have to, like, you're not going to, you can't eat ice cream every day. Right? You can have it every once in a while. It's no problem. Right. But when I first came to you, **I always kept asking. I was like, what are like little things that I can change to stop the cravings. Cause that's, that's where you get in trouble.** Yes. Yes. Fast food every day. You know, you eat chicken tenders, fried stuff, like, you know, the candy, all the little things that I've been trying to remove, not forever. Right. But just majority of the time and you'll feel 1000% better. So we're going to talk more about that. Yeah.

MERYL: Okay. So let's go back through that because you know, part of what, , I think happens with, with people is that a Dick. They're addicted to that sugar. I mean, there's a definite sugar piece . Right. Did you feel that when you started to shift. Yeah, 100%. So let's talk about that. I think

MICHAEL: addiction to sugar addiction to processed food. Yeah, because you grow up on it, right. America pushes it down your throat. , yes, those food companies. I mean McDonald's burger king, taco bell. They're there everywhere for a reason. Yeah. , you know, And it's funny because I drive past McDonald's now like on a Friday night and I see like a line in the street and I'm like, — I just shake my head. No. Oh, am I going to Friday night? Majority of Americans are eating McDonald's you know, like just crap. Yeah. I like it at 2:00 AM. After a bar night. — You know, but other than that, it's like, it's just horrible for you. And there's a reason why you leave it on the, on the counter and it doesn't get bad for you. Four months straight. You can leave it there and it looks exactly the same. Yeah. But I, I think, I think. Like **easily cutting out like sodas and processed candy, like gummies** and I love gmies. Listen, I love gmies. When I go to the movie theater, I always get a bag of gmies. **But taking that out of your life on a daily basis has made a huge difference on me. Did you find that it was hard to do at first?** Yeah. **Very hard. So, what did you feel like what came up for you? — I mean nothing like physically that like made me feel bad. I definitely had cravings to the max. They tripled. Like that's what happens when your body wants it?** They triple, right. So, , there was times where I was like, like, damn, I need to have some candy now. — **But I think finding alternatives to those things is what saves you.** So like I'm a big sparkling water guy now even flavored sparkling water. I drink it every day. Yeah, I drink it because in the morning I'm not a big breakfast eater, so it kind of holds me over till after I work out. , so sparkling water. , you know, there's, there's healthier sodas now. Like the probiotics sodas. And the copy and all that stuff. Yeah. , and then, like I said, the dark chocolate or the healthier candies, things like that. , because really, if you just satisfy the craving. You don't want the crap anymore. Yeah. And it's, it's easy to satisfy the craving. You know, you could be starving and you have like a peanut butter sandwich or something that's much healthier and you feel like so much happier that you didn't go waste 2000 calories. What the crap. Exactly.

MERYL: Yeah. , so let's also about the mindset piece, because I know you started doing some of that work, right? You're doing Meditech. —

MICHAEL: I do, **I do a lot of breath work, so it's kind of like a meditational thing, but it's also. — It has a lot of physical benefits.**

MERYL: So, what do you find? Because I find a lot of people, especially the younger kind of generation, poo-poo's like, nah, I don't need to do, you know.

Right. I. ———

No, that's. What are you talking about? And so w w what made you feel like that? At first? Well, we talked about that. I think your face was like, when I said, do you meditate? You do breathe. And you'll look at me. Like, why did I breathe all the time? Yeah. No, I, I, ,

MICHAEL: I felt like that at first, but I think honestly, once I tried it and I think also for me, I'm very into like personal development.

So I listened to a lot of like, like people and like mentors out there. Okay. And they all do it. So I'm like, there's a reason they're doing it. Yeah. Like these are the guys that, you know, they make a lot of money. They run stuff. They have great businesses. There's a reason they're doing meditation and breath work. , so **I started it and honestly the second that I started, I got addicted to it.**

Yeah. , If anyone wants to like look up like the Wim Hoff stories and the, his story is incredible. Yeah. , you know, th the amount of diseases and things that he's fought off because of the breath work and the meditation work that he does is absolutely insane. He started the whole cold plunge, like trend that's going on right now. , cause he literally went into Antarctica, ice and water and just like sat there for 10 minutes. , You know, so I think, but honestly I do it because of my lifestyle.

My lifestyle is unfortunately it's good and bad. It's very on 24 7. Yeah. Very stressful. , you know, as an agent lawyer for these guys, these athletes, girls, and guys, , I have to be available all the time. Yeah. , so having kind of a separation of like, listen past nine o'clock don't bother me before six don't bother me. You know, it's like you have to have that separation.

So the meditation is very stress relieving for me. Helps me kind of attack the day, figure out what I want to do. , and then the breath work, I've noticed tons of benefits physically as well. —

When I work out in the gym, I'm not getting tired as much because my breathing is going through my nose and it's much better than my first of all, you're supposed to breathe through your nose, right?

A hundred percent of the time. The only one you do breath work. You're supposed to breathe through your mouth. Because the breath work is meant to be like, you know, through the mouth, but 99% of the time it's supposed to be through your nose. That's why you have problems when you sleep. Because people have their mouths open. And they snore and they have dry mouth and all these things. , That's a whole different conversation. But, ,

so the breathing just walking and working out and lifestyle helps with that. , also, you kind of put your body into a, , Uh, state of like stress where it literally starts vibrating and like freaking out,

but at the end it goes away. And I think it, like, I don't know the science behind it, but it like, it puts oxygen into yourself.

Yeah. Which is a huge benefit for like disease and other things that can happen. , and I just find it very meditating, like and relaxing. Yeah. Yeah. Cause like I'm on my phone all day. I'm always doing stuff. Everybody is everybody's on their phone. That's why there hadn't been, I had neck problems. — You know, so for me, it's like to be able to find **if you can't find 10 to 20 minutes of your day to like focus on yourself and shut out all the noise. You have a problem**

MERYL: Yeah. Ah, loud and clear, right? We are so obsessed with being on those devices. Things is going to kill everybody. — And yet you. Are we willing to give it up right. I mean, I, I almost lost my. I put, I put my phone in the cart at target, and then I left without it. Cause it was like in that place and we panicked. I know, you know, and

MICHAEL: I wish you could give it up, but a lot of people make money on it. It's a business. Communication is good, right? —

MERYL: But again, it's it's how do we find that balance of it? And I think that disconnecting is so important and yeah. And again, the younger generation is, yeah, I see Ashley on. I S I'm like, Ashley, please go. I know. ——— And Jason every night. ——— All day. For an hour all day. ——— Especially before you go to bed. So not good. I still do it to this day. And I get mad at myself because I was in a great routine where **I would read for like 10 minutes before I went to bed. I shut everything off. And I go to sleep and then I went back to the phone. And I'm like, ——— And then I'm like, now I'm checking my phone again. Before I go to bed. It's horrible.** Yeah, it's terrible.

MERYL: Okay, so now that's, we're going to hold you to that task. Yeah. I tell everybody that I'm not, I'm not perfect. ———

MICHAEL: I don't look at it in the morning though. Cause the morning I like people that do in the morning, that's like horrible wake up and just like right away. You're just like looking. Yes. Yes. That's horrible. So, yeah. Right.

MERYL: I got to get up meditate. Well, that's what I do. I get up. Yep. Make my drink and

MICHAEL: I have a routine. I get up. I shower. I drink a lot of water. I've been drinking hydrogen water. Have you heard this? Yes. I know all about hydrogen water has been around for a very long time.

I'm curious how you feel about that. I mean there's benefits time. Yeah, there's a hundred percent. I bought, I bought a really good hydrogen bottle. Okay. — You just fill it up. , so I've been drinking the hydrogen water. I do that right away. Then I do the breath work a little bit of meditation, coffee, gym, right?

That's my routine. Pretty much every day. Good. Yeah.

MERYL: It keeps you honest. — A hundred percent. —————

, great. I mean, what did we leave out? What did we not cover? I think we pretty much. Yeah. I, I think we covered pretty much everything.

MICHAEL: I think, uh, the last thing that we should say is just, **don't wait until something happens to you. , you know, you'll feel so much better. On a daily basis. , too many people prioritize money, business and things that they matter, but they don't matter for everything.** Right.

MERYL: Well, look, if you're not healthy, it doesn't matter how much money you have. I know. You know, and I feel like we say this a lot. Like if you do not have your health, you have zero. And, , yeah.

MICHAEL: And you can wake up tomorrow and not have it. Yes. And I think another thing too is, and I know you've talked about this.

Like, if you do all these things, it doesn't mean that you're going to be Superman and never get sick and never have an issue. Right. You know? Anything can happen. Like people are going to say, if I ever get sick or you coal plunged every day. And you did that ——— pretty good. Yeah. Hopefully. Yeah, but I'm just saying, like, it doesn't mean that you're never going to have a problem.

MERYL: **There's no guarantees with anything. But I think again, the whole idea is that you arm yourself with the information, with the tools, with the knowledge and then practice it. — In the hopes that you, even, if something does happen, right. That you have a way better chance. —**

MICHAEL: **You know, you're doing everything you can to not let it happen. Yes. And that's important because a lot of people will, somebody happens to, and they're like, well, I didn't do anything to prevent it. I didn't work out. Yes. I smoked every night. Uh, you know, we're doing everything we can to hopefully prevent it. And then if something does happen, you're probably going to be better off for sure.**

MERYL: Well, that's the thing, right? And I think the other, , you know, people say, oh, I'm going to die anyway. And then they're the same people that come back when they're sick and they're going, oh, please help me. You know, we, we have this really bizarre outlook on, on, on health and wellbeing. And I think it's just, that's a little backwards, but. On many levels. , but I did want to say something about, , you know, about that prevention thing.

I think the other part of the conversation, when we talk about the cold plunge and the things of the longevity right now, biohacking is a big thing. And this whole longevity conversation is a big thing and yes, of course, we want to stay healthy and well and live as long a healthy life as we can. , but I also think we have to be really careful in the biohacking space because if we don't have the foundational things, if our nutrition is not good, if our sleep is not good. ——— Yeah. We didn't talk about. — So if our sleep was not good, if. — It's not good. **Yeah, we could do all the biohacking things we want.**

We can cold plunge all we want, but if you're not sleeping and your stress is through the roof. Yeah. Then it's not going to do any good. And it's the same thing with the supplements, you know, there's all the people keep calling me. Oh, well, there's this one out. And there's that one out. **We don't want to be living on supplements.**

You want to be eating food. You want to be living your life. Supplements are great to supplement your diet, but you going to start taking 20 supplements for longevity. Yeah. And that's not going to work in your favor either. So I think we've gotta be really careful on. What we're listening to, who we're listening to, like you said,

MICHAEL: I think you're starting with something. You don't need to do all of the above. You don't need to cold plunge everyday. But just, **I think the number one thing to start with is sleep. Yes. That's what you never, like, I never knew, but you kind of like told me you. Like, what does your sleep look like? And then I got the aura ring and I was like, oh, my sleep is terrible.** — And, , you know, it's not even about when you go to sleep and when you wake up, it's like in the middle of the night, what's happening. And a lot of people wake up in the middle of the night.

They go to the bathroom, they're on their phones. Mine's racing. , so sleep is huge and I think I still need to fix my sleep. Do you want. Level.

MERYL: So what, so, okay. So we started with like, take people through your process. Like you started, where we talked about it. Like, what was the process? Well, I think,

MICHAEL: I think. **The phone is a big issue.**

So. So like 30 minutes before you go to bed, trying to cut out certain things, you know, dark in the room. Don't watch TV. You know, either get ready for sleep, have some tea, you know, read a book. Things that are relaxing to the mind. , it's hard though, because you want to like, know who's texting you. — No.

I know who posted on social. — So for me, it always be a no it's hard. And especially the earlier you go to sleep, the harder it is. 'cause then there's people still like wide awake at like eight o'clock, nine o'clock. And you know, I work with people on California time, so it's like six o'clock. They're like you're in bed already, bro. — You know, so that's really difficult for me.

So I've been trying to find like a good medi of like when to go to sleep.

So I've been going to sleep like 10, 10 30 now. Getting up at like 6 37, which is, which is like eight hours. Seven eight hours. That's more than enough for me. I think seven, eight hours is more than enough under seven. Is where I is, where I start to feel like pretty tired. , Obviously there's certain periods where you just kind of have to grind and get up early and just do it. , but **fixing sleep is probably the easiest thing that everybody could do to start feeling better.**

MERYL: Well, it sounds easy, but, but I will tell you the nber. And the gym and all that, but, you know, I guess it's all relative for some people a hundred percent, but. Uh, for some people, it really is a struggle. You're like my brother, like he gets up very early.

He has a girlfriend with two younger kids. And he has to take them to school, but he goes to sleep very late sometimes. He eats bad stuff before he goes to bed and I yell at him like, yeah,

I'm like, dude, do you want to feel better? Fixing your sleep schedule number one. Yeah. And you'll feel much better.

Yeah. — You know, so just, like little things like that. It's not like, not easy, like you said, none of this is easy.

MERYL: it's not it's, you know, I think it's not that it's. I don't want to say that it's not easy. It's work. Yeah. Because you have to put in the effort. But I say it's like, anything you want in life, you had a goal, you had a vision, you had a dream, you still have all of that.

Right. But, and, and you stayed committed to that and look at where you are, right professionally. So I always say. — **Go. Approach your health in the same way as you would starting a business. What is the goal? What is the vision for your health? Where do you want to get? And what is that one thing that you can start with?**

Because like you said, you just start with one thing and **then it becomes that snowball like, Ooh, I feel good doing this. So let me keep going and let me keep going.** And.

MICHAEL: And I could promise nine out of 10 people that start will feel better doing it. I don't care what anybody says. I will put, I know you will.

We'll put all the money on it. Because anybody that I know that I've convinced to eat better, workout more. Just do something, go for a walk at night. Anything that like is better for your lifestyle. They always come back like, wow. I wish I did that before. Right, right, right. I. — I feel worse after the gym. — You never feel worse after the gym, after you wake up early, you go to the gym, you hit the steam sauna, fuel.

Incredible out there. Nine 99% of the 99%.

MERYL: You know, I had, I was funny, Ashley. I spoke to her, I think it was one day last week.

She's like, oh, I'm so tired. I want to go to the gym. I'm like, get your ass up. And go to the gym. I basically like ordered her. I could, you know, it was on a phone with her. And so it's like, all right, I'm gonna get up now while you're talking to me, put on your sneakers.

And she did, she got up, **she went to the gym, she called me after and said, thank you. Oh, thank you for pushing me to go to the gym** and J.

MICHAEL: So many times I pushed each other. There's days. He didn't want to go with days. I didn't want to go. And the second we went, we were like, thank God we went. Right.

MERYL: That's where, you know, someone, we talk about the coaching you're having a coach or, or a friend or whatever.

Right. But in the work that we do, **having a coach to keep you accountable yeah. To support you. Like we all, you know, we need community, we need support.** That's what hans work thrive off of that we don't thrive in isolation. We've already learned that. Right. So, , you know, having, having a buddy or having so much.

MICHAEL: I said most people are embarrassed or too scared to do that. Somebody. Yeah, but a lot of people need it.

Yeah, they do.

MERYL: And you know, it's so interesting that you bring that up because where it's, we're offering a membership, we're coming up with a membership model. And I ran into a couple of people and they're like, oh, I meant to call you. Oh, I meant to do this. But the bottom line is they were embarrassed that they had fallen off a little bit and they were embarrassed to call me. And I'm like, wow, that never entered my mind. Yeah. You were embarrassed to come back and that you're saying that is, is ringing. So true. **And I'm thinking, if you're out there, please, don't be embarrassed. We're not judging you. And, and we are here to help and support you.** No judgment.

MICHAEL: And you know, if there's a way that we can do that. I want to get on the. The machine. Chat to check yourself. And like I'm a little, not embarrassed, but like, I feel like, because I'm so much healthier now and working out more and I like, I really don't eat nearly as bad as I used to.

Yeah. I like lost some weight. Yeah. And I remember I told you I wanted to gain. — So now I'm like, I'm probably like skinnier than I was. And I'm like, damn, like I need to like, get on a bulk now. , so I didn't even want to see it right. —————

It's kind of like embarrassing, like the calm cause like I literally told her, like I wanted the game, like 15, like 10 to 15 pounds. And it's like, I, my muscles probably stronger. Right. I definitely lost a little bit of weight. I guarantee you because I'm eating so much healthier. My calorie count is way less, right. — You have to eat more.

MERYL: I mean, the other thing is I don't know that people could see, I mean, I'm trying to sit up really straight, but you're super, super duper tall.

Yeah. Totally fair. I'm six, seven. So I need that. I need to eat like 4,000 calories a day. ————— I would bet. So hard or maybe we did, we did come up with. 3,800. It's close to 4,000 calories, right? So super difficult. Yeah. People have no idea. Just like a healthy, healthy 4,000 calories. Like I can't go to McDonald's and go get like crispy cream. I, that would be easy. Yeah. But, , if you're eating like a healthy nutritionist, like nutritional like fulfilled meal, that's still only like six, 700 calories probably.

And, uh, you know, After, like the protein shakes, the healthy protein shakes. You know, you're only like two, 3000 and you're like, wow, I still got to eat like another 2000. ——— And it's like, for me, I'm just like over that, but I need to do it,

MERYL: but I think it's really also a matter of what makes you feel good.

Right. That's another problem. You've got to feel good in your store. Hard to feel good. Eating 5,000 calories. —

MICHAEL: And I work all day. I'm on the phone all day. I'm moving around. Like I won't feel great. So like, I kind of had to sacrifice like, well, and it is it's, you know, again, we can come up with these equations all day long, but **those equations, you know, if you live in a vacuum, those equations are great.** We don't right. We have nothing else to do all day, but eat and workout.

It'd be great. Right. —————

Yeah. — Mark Hyman are doing that. Otherwise, you know, Uh, maybe. We'll do that. — Right, right. I don't, you know,

MERYL: listen, I love doing all that, but **there's more to life than just working out and an exercise. I mean, And good food.** I mean, I love the good food and I spend a lot of time in the kitchen, but, , yeah.

So yeah, this has been great. Thank you so much. I love this conversation and this.

MICHAEL: Probably the most important podcast that I've ever done. —————
it is good. It's you? But also because it's the most important topic. Yeah. And, uh, , I did it obviously because I love her. She's like my second mother, , I've known her forever. , and she looks out for everybody that we know, but, , this is literally the most important topic to talk about after all the sports yet. I L stuff and all the cool deals and things that go on. **I want people that are my age, that follow me, the kids that follow me to understand this because when I go speak at schools and things like that, They always ask me, they're like, you know, what's the one thing you've learned during this process or like the journey. And they expect me to say like, oh, something about the agent business. Law school or whatever. And I'm like that your health is priority.** — And they're like, you know, so what do you mean?
And I'm like, well, every day, **like the first thing I do is two hours to myself based on my health, gym, sauna, cold plunge. how do you have time for that? I'm like, I make time for.** I could care less about everything else. Yeah. I want to make a lot of money. I want to do a lot of things.

Cool. But no matter where I am, even in Vegas for the super bowl, I wasn't feeling that great. I had a spa day. — It all worked out. It was great. It was my favorite part of the whole. — Part of the whole trip. And I, and I even told, you know, my clients that were there, I was like, listen for two hours.

I won't be with you because I don't feel great. I need to go to the gym. I need to hit the, they had a cold plunge there. , and I was like, I need to like hit that for an hour or two. Cause I'm just not feeling a hundred percent and it was the best thing I ever did.

MERYL: I love that. I love that. Oh, this is that's amazing.

Well, good. You'll have to share this with everybody. And again, , I'm honored. Thank you. I'm honored. —————

All right, everyone. This is your Rebel Nutritionist signing off. Make it a great day.