



Dr. Todd Singleton

Bringing Weight Loss Into Your Wellness Practice

SUMMARY KEYWORDS

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Hello, welcome back to the Optimal Performance Summit. I'm your host, Dr. Patrick Porter, I have a very special guest, someone who I've been able to call a close friend for quite a number of years here almost over 10 years. And he specializes in something that most of you might be forgetting or leaving money on the table. What we're talking about is bringing weight loss into your practice. And what I'm talking about is Dr. Todd Singleton, who heads up Singleton systems. So, Dr. Todd, tell us a little bit about what got you into this type of business. I know you're a chiropractor by trade, but you've expanded out into nutrition. So tell us how that began.

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Good question. Thanks, Patrick for having me. Dr. Patrick. years ago back in I've been out 30 years now. Back in the 90s. I was running an MD, DC PT clinic 75 employees MRI machine, we did everything but surgery. And we were treating patients you know for pain and they weren't getting Out of the pain that I wanted. So I started to test them and do some background with some electrical impedance machines, galvanic skin response machines. And I found that these people had an issue with their gut, their microbiome, their small, large intestine, it was all that was the common denominator. And so I started putting these patients on some nutrients and supplements to nutritional protocols and their pain diminished. And I was really excited and the patients were coming up to me and saying, hey, by the way, I've also lost 10 pounds, I've also lost 20 pounds, and I'm going wow, that's cool. Well, good job, you know, and I'm like, I have no clue what was going on. And so um, so what so as I started doing this about 2003, I decided to



switch things over to do just nutritional weight loss because, as I looked at this, only 5% of the population would go to a chiropractor, but 50 to 80 percent of the population were actually going and looking for weight loss, some weight loss that actually works, that actually changes their life gets them out of pain, they sleep better, they feel better, they get their libido back. So I started in 2006, I got things running. And I started to consult doctors, as well. So I developed a practice where we were doing up around 200,000 a month about 120 hundred 30,000 weight loss about 70 80,000 in neuropathy. And then back in 2007. I decided once I hit 100,000 a month in weight loss, I'd start coaching doctors. So today we've coached over 2500 clinics in America, who are doing programs and protocols of a program I developed and they're having just as much success as I am. And in fact, I actually started three months ago because I was so excited to get back in to doing this. So I work two days a week and another office, treating patients I still do the consulting but I still am now treating patients and this is so fun. I love it. And it's not just a pill or a potion, it's actually restoring the gut, the microbiome, getting the body online, and doing exactly what doctors should be doing or what coaches should be doing. Not just giving them some potion, say, Take this, it'll suppress your appetite, but actual programs that actually fix this gut thing. And that's how the patients are losing weight.

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Right? Well, I know that losing weight is kind of a difficult thing. I did it for years. And then when we found out about your system, we used it in our office in California before I moved to North Carolina we had great success with it brought us in a tremendous amount of success with our clients, but also it helped us earn some money. So tell us a little bit about when I was doing it, I didn't even know about all this nutritional information like what you're sharing. So tell me a little bit about what you found is the like the magic, because I know you don't just have somebody losing weight right away. You get their body ready. So tell us a little bit about that process. What you find overtime.

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Well, like today this morning before this call, I actually was talking to a patient that had all these symptoms. She had rashes. You know, she drinks three cups of coffee a day has a couple alcohols on the weekend. And as I'm describing to her, it destroys this gut, the microbiome, the microbiome, and what happens is, is we are not what we eat. We are what we can digest and then assimilate. And so when we don't have the capacity to break foods down, then even if one day you just started eating a bunch of fruits and vegetables, you can have the energy that you need, so the body cannot digest and assimilate. So we are what we have absorbed. And so that's why patients rely upon you know, caffeine, sugars, food out of a box bag or can process foods because they can actually pass over through the stomach lining and get into the system to give them the energy that they need. But then it the energy starts to dip again. And then that's where they go back to their caffeine and their coffees and, you know, all these chemicals



and sugars to kind of maintain their energy and their health throughout the day. And so what we do is we actually get them on a good nutritional protocol. And we also do some cleanses some detoxification. So the lady this morning, is going to do a three month and we found that she had Candida in their body, diffuse Candida, affecting all these symptoms. She had 35 symptoms of Candida that she had no idea she had. She's on a few prescription medications. So by healing the body, getting the gut back online, the body will heal itself. She'll feel better, she'll her skin will clear up, she'll lose the weight, but then she'll have the energy. She's having brain fog. She's 63 years old, and she's like, I forget things. And that also affects the brain or thinking because we call it the gut brain connection. So if the gut goes down, the brains gonna start to go down.

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I know our doctors that get on our app, they'll see a section that says club reduce and you A lot of different things that we've done together with Brain Tap and club reduce. So we're marrying those two together. But what are you finding? As far as I know you, you've modified things over this years, because you're always modifying advancing and figuring out what works. And now you've started to do things that were basically, based on their symptomatology, you have certain protocols, so the doctors don't have to think so much about what they're doing if they show up with this and that, so why don't you talk about a few of those. And maybe we can delve a little deeper into some of that, because you made it simple for the doctors because not every doctor is going to want to do all the education that you went through. So you've made it easy.

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We have about 18 different programs on our club, reduce sites. So the club reduce site is set up for training for doctors and their staff. And we have, you know, you know, hundreds of webinars and training on how to incorporate a little bit or a lot, just depends on what you want to do. And the great thing is, you can literally have staff run the whole time. program I had seven staff running up to 200,000 a month. And I was I was not even there, I actually trained staff how to incorporate this and how to run this. So that's what's great about the program is we have the training, so the doctors can do this, still do their chiropractic thing. But if they want, they can do the nutritional Wales protocol, or they can have a staff member to, to actually start to implement this. So we do that. And then plus, on the website, we have also the Brain Tap sessions, because patients also need to really, really know release tensions and anxiety, especially now after this pandemic thing. And so it's a good way to release tension. And because we want to decrease the levels of cortisol, because as we know, when cortisol goes up, blood sugar goes up, and then insulin goes up. And so insulin is a fat making hormone. We also have a system where I've developed a symptom assessment that the patient fills out so we can to actually see what's going on with their hormones, if it's a thyroid issue, adrenal issue, if they're pre diabetic, their diet balanced, where they actually are healthy or unhealthy and how



good or not good they're eating on their nutritional protocol. So guides that shows us on a graph kind of lets us know where we need to go where they're at. So it gives us a good baseline. And then we check patients every quarter, for up to two years, and to get them back online. And this is why we have such great success because we coach him. We do different therapies in our office to help detoxify and cleanse the body, plus the patient's doing cleansing around the program.

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Right. I know the centum assessment is something you can even do remotely where people are looking for like tele medicine. So is that something that we might be able to share with our VIP members over in that they could take that test and you can assess their situation and what's going on? They get a chance to look at it.

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Yeah, we have doctors in New York that are actually closed down. And I told them about the virtual so they're calling their patient, we actually have it on the clubbers website to send out a text to their patient database to say, hey look, Doctor, so and so wants to do an evaluation. He wants to invite you to fill out a symptom assessment to check your overall health your immune system. And then as the doctor is reviewing that with the patient with his patient, then he can recommend products or programs, and then they do coaching over the phone. So our program can be remotely done. We do coaching, weekly coaching. I've had patients I'm in Utah, we've had patients from Canada and even France. So one of our coaches had to call in the morning because they're eight hours different, but it's something that can be done remotely from the comfort of your home. And then the company that we work with will drop ship it to them

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the product

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and I know we could we might come back to the telemedicine part because a lot of our doctors because Getting on this call or want to know that, but also some people might stumble on this that are actually end users. And if they're not seeing a doctor, they can either go to their doctor, or could they use this, this site as well to to get help themselves?

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You know, what we would do is we'd find a doctor or a coach that lives by them, or somebody in their state that we can direct them to. They can do some coaching with them. And that's that that can be virtual, if they don't live within the same city. Yeah, it'd be done.



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Yeah, with 2500 clinics in the US, you probably have somebody near them, and it's at least every big city and I know you have them in every state. Right. So let's talk a little bit about supplementation, because there's a lot of doctors out there that have supplements so they get pushed into and there are some good companies and bad companies. But what's the big difference between solutions for let's say,

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an average MLM I'm not saying every MLM but an average email,

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or you aren't, but it's so

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So four years ago, um, uh, Dr. Linda Nelson teamed up with some Japanese or biologist and a senator from Japan. And she was able to buy century old formulations from the the Asian community over there. And they're grown in central Utah. So it's very lush, very green, and organic. And so for the first like 20 years, they were shipped to Japan. So I stumbled on what she was doing, and I heard about these new trim essentially old formulations, I mean, serious. So it's not just a single herb. There are multiple herbs together since synergistically, they combine to give the results, the intended results of what we're trying to do a feed cleanse, detox. And so back in about 1999. I wanted to have her private label these four doctors in America. She's like people in America don't care about cleansing, detoxifying all, I said I'm serious. So it took me quite a few years to show her. I came up with nutritional protocols and guidelines. And finally about 2006. She made a private label for us called solutions for and what makes us did there's not like hundreds and hundreds and hundreds of products like some other companies. There's about 60 different unique products from capsules, veggie caps, that are herbs, because if you if you take something that's a tablet, there's like 1500 to 2000 pounds of pressure to compress that with glues and stitch wants to stick make a sticky pace to keep it together. Because if you take some real herbs and you hold it in your hand, you crush it down, it doesn't come a tablet, you have to put in some kind of a veggie cap capsule that dissolves within 30 to 60 seconds. That's why this program works well because it's actual real food. There's an Nothing else out there has been third party tested. The FDA has gone through solutions for and checked everything off. And they have a nutritional meal replacement shake comes in five flavors that has no sugar, the amino acids vitamins, minerals, prebiotics, probiotics and enzymes, all the amino acids and the protein comes from New Zealand, which it is grass fed animals. And but they take out the casein and it's lactose free, casein free. It's just way tastes amazing. It's the number one seller so it's one of the things to help replenish get the body's nutrients back in and that's something that we have them do every day, every morning or



afternoon whenever they want to do it. So the nutrients are doctors only line and you can't buy them on Amazon. And I've seen so many I could go over and over and stories of patients that come in with failures of this Oregon lady that came in with a liver transplant. You know she was on a liver transplant waiting list, but her doctor said you should go in and have leukemia. Because you're gonna have a better outcome, she went on the program and then her liver is now functioning at 60%. Three months later, our bodies are amazing. I've seen some amazing things, our bodies can heal, because if your body couldn't heal, you'd be dead. Sure our bodies can heal, but we have to have nutrients that are going to actually do a great job and just fix and heal, not something that's not going to work and they get pissed off at you and they go somewhere else.

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I know that when I used to be able to come to your your seminars, which of course are on hold because of everything that's going on. They're doing virtually now, but they have when I was there, Dr. Willie Nelson Are you one of you would take the time to show us what happens to these syndromes. one a day vitamins use outhouse and so people are gonna have to go on YouTube and type in one a days at the at the fair or whatever. And they'll see that most of them used to have a joke. I'm going to steal your joke here. He used to say they were reusable recycle recycle program because they still say one a day I know and when Crazy things is you would show videos or pictures of people's x rays, where these pills were actually you could tell what day of the week they took these pills. So if you're out there right now, and you're taking or you're just saying take any vitamin or mineral, they're all the same. They're not all the same. And when we're talking about that glue, these are things your body can't metabolize or digest. So it doesn't matter if they have the world's greatest supplement inside there, they can't get into the nutrient, like you said, they have to be able to get in there and use this nutrient. So when you're when we're doing this in when we cleanse, you went back a little bit earlier, you're talking about the gut brain connection. And that's really important, I guess, to a lot of people that don't even know that they don't understand, why is this so important? Why is this gut brain connection and we've not had any doctor yet on the summit talking about that. So why don't you go into a little bit more detail about that.

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All right. So you know, as a chiropractor, we know about the nerves from the brain down the spinal column, the innervate the body so let's say out of 100 nerves in our body, the nervous system from one to 100 we probably really only have about 10/15% of those dealing with the brain, spinal cord and in our organs 80 plus percent of those are called the enteric nervous system in terrick Nervous System governs the whole the rest of the body, the digestion, the communication between the brain. So, you think, according to how healthy your gut is. So it's interesting how there's been a lot of research now with it's got this micro biome that even



degenerative arthritis, rheumatoid arthritis is caused by a weakened gut microbiome. It's not you can go to a chiropractor and get adjusted, you know, three times a week for a year. And then after you're done adjusting, you're still gonna have the pain, inflammation. So it's really interesting how the causes of all these conditions again comes down, comes back to the guts how it relates to our brain. And in fact, if you have foggiess thinking if you can't think clearly, I'm even to the point of Alzheimer's, diabetes type three, because you have to become diabetic type two, and then diabetes, diabetic type three, which is Alzheimer's, because again, the gut microbiome is not getting the good nutrients, omega three fatty acids, too many omega six fatty acids, and it's causing the brain to not be fed properly. So if your guts healthy, your brains gonna be healthy.

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Right? So a lot of people we talk about the gut producing 95% of the neural transmitters for the brain are made in the gut, there's actually more gray matter in your gut than there is in between your ears. So there's there's all your gut is actually thinking in responding. So what what do you think out there? What's going on with the American diet is the sad diet, you know, the standard American diet, which is what is going on? Why is it so destructive to our gut? What's Are people doing you're seeing coming into your clinic? In that you're seeing, Hey, you got a gut issue what's what's happening?

18:07

You know, I was at the store the other day, and as I walked in soda pop foods out of a box bagger can, you know, two for one, all this stuff, the American public, they don't know what they don't know. And they don't know that it's very important because, you know, they did put some warning labels on cigarettes, but they don't really put a warning level warning label on a box of crackers saying this, this is this is not going to feed your body this is gonna cause you to become tired this this could eventually lead to diabetes because there's so much money in the food industry with things that come out of a box bag or can so people are not knowing so what they do is they they tend to attract to things so the gut literally will tell your brain needs more energy, sodas and sugars and fuel processed and cooked foods that actually chemicals, they actually can put what's called neurotoxins and chips and things to basically feed the brain just have the brain go, I want more of that. I want more of that. So we're kind of living on toxins, neurotoxins, and we're not really living on live enzymes, the nutrients, our body becomes more acidic, people become more sick. And they have these diseases and they have what's interesting is they have developed medication to suppress every toxic symptom of our body.

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So one of the things that most of our listeners probably don't know the doctors might know this, but it might not look like sugar. It might not even taste like sugar, but it's a carbohydrate. It's



been converted to sugar right? So in our children are getting addicted to things like mac and cheese, you know, Mountain Dew, all of these things and they think it's food because they just want their kids to eat. They don't understand what they're doing. So in the in the process of doing that, what do you what do you find happens when they start cleaning out the body and doing what's necessary because also these foods feed this Candida or other growth in the body, get the gut biome off. So what do you what do you tell a parent? Because a lot of parents might come in and say, Well, I'm doing this for me, but like, I'm still gonna cook this way for my kids or whatever. How do you handle that question?

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You know, I always tell patients, it's got to be a family deal. I remember one of our doctors calling me and he had a seven year old little boy who weighed 150 pounds. And I said with the little boy is not going to do the program itself. The whole family is going to do the program. This is not fair. It's not right. It's not fair. And so when patients you know patients who are in a senior Assisted Living Center, and all of a sudden you hear aunt Marge dies, and you go well, I just saw last week what happened? Well, she died of natural causes. Basically starve to death. So when people are starving to death of live nutrients, so then they turn to the chemicals, the the processed foods that increases blood sugar, because again, everything that we eat the body's ability, the body is trying to produce everything to make glucose, because our body feeds on glucose, even at steak, even though you got some good meat in there, if you don't have a good healthy gut microbiome, those amino acids, the poly peptide bonds cannot be broken. And you don't have these amino acids that will be broken down. It's suddenly digested. So everything again, every all roads lead to Rome. anciently all roads, you're leading to the gut here. And so I tell parents that, you know, here's, here's what I tell them. If you really want to know here's my time, okay, so you have your kids. So if you change their diet, they're getting a better grades in school. Okay, they're gonna get a good scholarship somewhere to good university getting a good training and hopefully they'll find a mate or You can leave them and not really changed your diet up and they're going to be 20 and 30 and 40 years old living in the basement of your house sucking the life out of you.

22:09

Well, what do you think's causing? Right now? There's more cases of dementia in 20 year olds, right? Ever. You bet when I grew up you hardly ever heard of somebody having dementia. In fact, ancient tribes would put their information to the elders, not to the young people. So what do you think about that?

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All right, good question. So right now, we're going to do a ratio. So over here we have omega three fatty acids. Let's say that's a three and six is omega six fatty acids. According to the foods



that we eat, even plants have good fats. So the problem is with processed food, the Omega sixes are getting larger and larger, on a scale from not just six to 310 to 120 to one when he gets above 20 to one, the Omega six is caused the inflammatory response in the brain. And that's why people are getting Alzheimer's dementia earlier. Again, all down because of the diet because we're not consuming the right fat so years ago back in the 60s, supposedly, one of the Surgeon General's misinterpreted A study from Europe, about the fact of low fat, no fat is the best thing to do. So that's why we became a low fat, no fat generations over the last several, you know, decades. And so we are the most we eat less fat in the foods because it's low fat, no fat, but we're the fattest people because we think that if we eat fat, we're going to gain weight just like an avocado p Oh, I can only have a half an avocado. Oh, I'm going to gain weight. No, that's the saturated fat your adrenals love that. Eat two or three a day you're not gonna get fat because you eat avocados

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right in the brain is 80% fat. Yeah, so so let's let's shift a little bit here. Water is a key part of your program. other beverages they might be able to drink some herbal teas or something Like that, if it's natural, but why is water? I mean, people overlook that they think oh, that's, it's not that important. Or you ask your client, are you drinking enough water? They go, Oh, yeah, I drink coffee all day long, you know, or I have seven mountain views or three Pepsi's or whatever it is. What's so important about water?

24:19

You know, on a, on a pH balance scale, it goes from one to 14. neutralist, seven, that's water. And the role of your colon is mostly to absorb water. 97 98% of your, the colons jobs absorb water and minerals, electrolytes from the food that you just ate. But if it can't do that, then you become more acidic diseases, serious diseases happening in an acidic body. So we always recommend our patients drink at least half their weight in ounces of water, you know, during their program because you know, we're 70% water and water is so very important but the other problem is is Most people that are toxic, don't like the taste of water. And if you're drinking Diet Coke and coffee, you don't like the taste of water, you'd rather have the soda pop, you'd rather have the coffee, those kind of things. So when we're dehydrated, the body has more symptomatology, more pain, more inflammation, because water is a great way to cleanse and the high into to detox. So the importance of staying hydrated, and again, there are people who drink, you know, 30/60 ounces of water a day, and they're still dehydrated, again, because their colon is not function because if you mess up with upstream, small intestine, stomach, your downstream your colon is not going to function and you're not going to be able to absorb the water.



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I know one part of your talk that I used to enjoy was you talked about their cilia in the digestive tract and happens when you eat all this processed food. So can you elaborate on that a little bit to the viewers understand that?

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Yeah, so we call it small intestine. We call it the villa. We call it shag carpet so that the shag carpet and then you have berber carpet, which we all like shag carpet and get out of the shower you step on that feels really great. So our small intestine should have this nice Villa because there are millions and billions of bacteria on the shag little village sticking out like this. And so when a piece of food particle comes from the stomach and lands on this villa, the bacteria's job is to break it down into smaller smaller pieces to pass through the brush water of the small intestine into the bloodstream. The problem is according to what you drink and what you eat, it starts to direct the decay the villa and it turns down like a shag carpet. So the surface area, the surface area that you once had, like the size of a tennis court is not there. And so you have less ability to to digest and assimilate in your body. Is malnourished. And so you're like, what am I going to do with so that's why people go to caffeine. That's why people go into sugars, processed food that chemicals, and that's what kind of keeps them going from day to day even though they feel like they don't feel good. They don't have any energy and they don't sleep really well. And they're gonna start to gain weight because the body is dehydrated. And fat is a is a is a protector. So toxins will store into fat until the body gets a little bit healthy and then it releases and then you get a flu, then you get sick.

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So I know that there's been a lot of work word out there about leaky gut, I know that you have a leaky gut, you probably have a leaky brain too, because they're connected. But tell us is it How does that happen? Because a lot of people are experiencing that and they they might try to do a cleanse or try to do a fast or something like that. And they get these like flu like symptoms like you're talking about because their body is so toxic.

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Right Good point. So in the villa when the when the internal lining of the blood or the Ville of the intestinal, small intestine, when it starts to crack there be creates these little fissures, these little figures where protein can leak through. In fact, University of Utah up here, they found that some of the causes of breast cancer they found protein and breast tissue. Well, proteins not supposed to be in your bloodstream. And so when the protein gets in the bloodstream, now all of a sudden you have this it's an it's a, it's like a toxin in the body, and the body will store it and like breast tissue and uterus, women post childbearing years, until the body decides what to do with it. So it'll capsule and become tumors and end up being that C word down the road. And



so the leaky gut is another indicator of Candida. And so we have to heal this almost like do a patch work, to get the gut to get the floor. So that's why we encourage nutrients that have prebiotics to feed the probiotics. And again, when you're eating more of a plant based diet Fiber now is showing because the slower the food goes through your track, it actually encourages good healthy floor good healthy bacteria to grow inside your your small intestine. And if that is healthy, then that'll affect downstream in your colon will do the job it was meant to do. And you will, you know, you won't have to worry about having a colon problem down the road where they have to remove some

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besides going over to the VIP section and filling out their symptom assessment and finding out what they can really do. What tips do you have for people right now that are watching this that they can just start doing right now to get back control of their health? What do you what are your What are your key indicators and what can they be doing? What do you recommend?

29:44

I would recommend get more on a plant based diet because you know, you hear people saying about the ketogenic diet and all this stuff the Paleo diet, Protein Protein, but most people can digest protein. One of the things on the Paleo Diet is women who are eating meats eat 80% of the antibiotics are injected to animals. If you a restaurant food, fast food, you're not concerned about the antibiotic and hormone free, you eat that. And that destroys the flora that destroys the good the shag carpet. And so right now I recommend people to go more toward a plant based diet. Even though in the beginning you may have some problems because if you start to go off the caffeine and the sugars and the food out of a box bag or can, you're gonna be you're gonna be tired. So you're the goal, the goal is to get more of foods that have good fiber in there, because all plant based, plant based food actually has fats, and actually has the potential for protein because of the branched chain of amino acids that are in there. Because if you eat protein, you don't just absorb protein you're not supposed to. But if you eat the right way, because most women need maybe 15 to 20/25 grams of protein a day men maybe 20 to 40 grams of protein. You're a bodybuilder and you want to eat a different, that's a whole nother different topic. But by eating more plant based and also stop drinking the hot beverages that's going to disrupt the gastric mucosa of your stomach like coffees and alcohol, you know, and soda pop and these kind of things are destroying your digestive tract. And if you destroy the gut, your brains gonna go.

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So we have it here we have Dr. Todd Singleton, who's an expert at helping people go from being unhealthy to healthy. He's implemented his weight loss program through the system called club reduce, but he also runs Singleton systems. And if you head over to the VIP section,



you can see his free gifts for you. We've also wrote a book together so they can go in find that the weight loss for life or weight loss forever. Book. So when you think about it, there are ways to do it, but it's not a quick fix, right? I mean, everybody's looking for the quick fix. What have you found is the best about a way to lose over time, like I know that sometimes you could be losing quicker But what do you find is best?

32:02

Oh, probably like 10 to 15 pounds a month. You know what I've had, I've had patients that lost anywhere from 30 to 95 pounds in three months, again, depending on how heavy they were. So we do it in a way that the body, so the body is the one, the more healthy you become, the more weight you're going to lose. So I kind of let the body dictate on how much weight it's going to lose. And if somebody kind of plateaus, then we have ways and systems to see why they plateau, maybe they're not eating enough food, because if you're eating under 1000 calories, the body will go into starvation. And then we decide where the why

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it's all right there. You mean people can be eating not enough food and gain weight because I hear that all the time. They don't understand it.

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So when you eat under 1000 calories, you know the pituitary gland is in charge of succeeding this thing called t four. And, and so when the body is not sure, so you're not eating enough food, so the body the brain is Our bodies are much more, you know, we're smarter than that we think we are. And so the body will realize, well, there's starvation here, the body's not getting enough food. So let's slow down the metabolism. So last T for which turns into less t three, the thing about t three majority of T three, which is an active form of, you know, their oxygen that actually is the metabolism of the body is actually done through the liver. So, but most patients livers are toxie. More people now have a fatty liver and cirrhosis. And they're not even alcoholics. They don't even drink alcohol, again, because of the diet. So it's very important to know how many calories a day because women burn around 1100 to 1400 kilocalories a day according to their lean muscle mass men around maybe 14 to 2200 a day according to learn their lean muscle mass. So that's why we have protocols on how many calories to eat. And we check that every single week when patients come in and we do a coaching visit to make sure they're eating enough food. That's great.

34:00

Well, Dr. Todd, I want to thank you for being part of the summit. This has been great. I know you can keep talking because I've been with you. You can talk for three days and not exhaust



everything that you know. And it's all interesting. So if you want more from Dr. Todd, head over to the VIP section, download the free gifts, it's there. Those of you that download his free gift, he's going to actually raffle off to what have you \$1,000 gift. So tell us a little bit about that gift that you're going to give away.

34:25

And it's called the recurring revenue system. So we have 18 take home kits, the range anywhere patient costs from \$80 to \$200. a lasting or from two weeks to a month. Everything from hormone balancing from male female exercise, some detoxing, sleeping, smoking, all if you go to recurringrevenuesystems.com, it'll kind of give you an it'll show you all the different take home kits recurringrevenuesystems.com and I'm going to be it's \$1,000 I'll be raffling off for however, we're going to do that to give one somebody, a lucky winner chosen just for you. And then also, if you want a digital nutritional guide on the overview of what I'm doing, you send, asked me just send me to drtodd@singletonsystems.com, and just say I'd like a copy of your ebook on nutrition. And I'll move forward that to you.

35:30

Right. So there you have it. He's an expert. He has thousands of clinics proving this system out. I know you have hundreds of thousands of clients that have gone through the program. And if you're a Brain Tap doctor out there and you haven't done this yet. We already have all of the companion programs with Brain Tap. So you can put them on the system. They can be using their brain tap protocols with it, either in the office or at home. It's a great way to do telemedicine. So as your review over this, remember, you're learning a lot about bringing weight loss into your practice, but it's really about health. Weight loss is kind of a side benefit to being healthy. Once you create this healthy lifestyle, and I know that's one of your main focus is just being healthy. But right now every doctor should have a telemedicine component. We need to be teaching people how to eat nowadays more than ever. And this is really important to keep the immune system working and keeping and get you out of that. You know, you don't want to have type three diabetes, you don't have diabetes at all with what's going on right now. Because that's what this last pandemic seemed to be targeting. You know, so as you think about what you're going to do with your career, this is one thing that if you're not doing it right now, in my practice, when I was still practicing, I had a whole franchise around weight loss. That's what people want right now. And the nice thing is that weight loss becomes a feeder. So think about weight loss as a way to get them in the door. But then you can teach them all about chiropractic care, you can teach them about everything else you got going in your clinic, because once you help them to take off that 20/30/40/50/100 pounds, they're going to love you and nice thing is When they walk out, this is something that I remember from your seminars, people don't walk out of the chiropractic adjustment going, look at my adjustment, look it out great. Look at my posture, you know, but when they take off that 30 pounds or 40 pounds, and



they say, people go, Wow, look at me and they go, hey, how did you do that? Well, I went over to Singleton systems here, and they taught me how to do it. And, you know, go on over and it is something that really anybody can do with the proper coaching. So you in the nice thing is, I've been on the golf course with you. And we've had to stop when you talk to your doctors, because you're available like 24 seven, I don't know, I don't know how you do it. So

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and also those of you that want to fill out when the symptom assessment and I'll even review with you, maybe I'll take the top the first 50 or whatever.

37:43

So there you have it, someone who's been there, done that and multimillion dollar practices. And I know that a lot of your doctors are doing really well not only in their core business, but in this almost a secondary business that they can have their staff run which is great. So there you have it, please tell your friends tell your coworkers tell anyone you know that it has a practice that maybe is financially needs to get a little bump in their business. This is the way to do it. So again, thank you, Dr. Todd for being a part of the summit. You're obviously a high performer, you're, you're doing it all the time and helping people. So congratulations and we look forward to seeing you again when we're able to travel and get out there. So

38:21

thank you.

