

EPISODE 223

[INTRODUCTION]

[00:00:10] AVH: Hey everybody, thanks for being here with me, my name is Ashleigh VanHouten and I am a host of Paleo Magazine Radio. Today is a cool interview with me, it's with Anthony Gustin who is a cool dude but it's extra special because he is the first guest I've had on for a second time in my tenure as podcast host which I've been doing for about a year and a half.

Anthony, as you'll learn is a super knowledgeable successful and interesting dude, he is a chiropractor, a business owner, many times over and a very thoughtful, self-experimenter in health and fitness and his main project right now is running Perfect Keto which is essentially a very high quality, well sourced supplement company that makes everything from protein powders to nut butters, to nootropics and exogenous ketones and beyond.

All of which can help you have energy and stick to a keto diet but are also just great standalone products. I personally use a fair bit of Perfect Keto products and anyone who follows me on Instagram knows that I am not exactly a keto die hard but you don't have to be hardcore keto to use them, there's a lot of beneficial products that you should definitely check them out. I digress.

The reason this was especially cool personally for me is because it really helped me see how much the podcast has evolved over the last 16 months or so and how different it is from when I first interviewed Anthony and how much more comfortable I am in this role, how much more fun I'm having, how much I've learned, all the cool people I've met and connections I've made and you know, where I can get to the point with Anthony where this interview was less about just grilling him on his company and his new products and more about having a conversation and asking questions organically and seeing where it leads.

We ended up talking about his business, how he runs it while traveling constantly and living in different cities all over the world. We talked about his experiments with fasting and the carnivore diet, we talked about how he worked to heal his own very unfortunate injuries in a very non-traditional way which actually led to a very interesting diversion into pain killers and their effects

and we even delve in to some of my own diet frustrations. He helps me work through them, all in all, it was a super fun chat. And I have found personally because I listen to a lot of podcast that it's a requirement for me that the podcast be educational and not just like fluff and chit-chat but has nothing to do with me.

But I really do enjoy ones that are conversational and that kind of make me feel like I'm listening to a conversation with my friends and I feel like this one kind of hit that note, I hope.

You can tell me otherwise but feel free to send me any and all feedback on social media, @paleomagazine or personally on Instagram @themusclemaven. I'd like to hear what you think about this one and of course, if you like the podcast and want to help me share it with the world, the best thing you can do for me is to leave a nice rating and a review on iTunes so people will see it and hopefully check it out for themselves.

All right, that's my pre-interview rant, now for the good stuff, my chat with Dr. Anthony Gustin, after a word about our show sponsor, Bonafide Provisions.

[SPONSOR MESSAGE]

[00:03:02] AVH: Bonafide Provisions is a family owned company founded by a clinical nutritionist that makes real organic bone broth the way it's been done for hundreds of years, using only bones, no filler stock and slow simmering for 18 to 48 hours. Then it's frozen at the peak of freshness and you can try a number of flavors, they've got chicken, beef or turkey, as well as their frontier blend which also includes lamb and bison which you know I'm into.

These bone broths, they make a perfect comfort cup. Like in the morning or the evening, it's a great replacement for coffee or tea, if you're trying to boost your nutrients but cut back on caffeine. They've also recently launched a line of soups that combine bone broth and organic vegetables and they have flavors like butternut squash and creamy mushroom and chicken vegetable, I can tell you're getting hungry, I can just like tell that you're drooling.

I personally love bone broth but if it was up to me to make it myself, I just wouldn't have it as much as I'd like to because honestly, it's kind of a lot of work but Bonafide takes the work out

and does it for you and gives you the highest quality bone broth possible. They're going to be even nicer by giving us a discount on any Bonafide products when you use the code, 'onlybones' at checkout. Go to Bonafiedprovisions.com and order now and you'll thank me later.

[INTERVIEW]

[0:04:24.2] AVH: All right, Anthony, welcome e back to the podcast, how are you doing?

[0:04:27.3] AG: Excellent, thank you for having me.

[0:04:29.1] AVH: Good, I have to say too, that in the almost two years of hosting this podcast, you are the first guest that I have had on a second time. I mean, that means you're the most interesting person I know, must be.

[0:04:43.1] AG: Quite an honor, thank you.

[0:04:46.4] AVH: I mean, in the meantime, you have started like another company, you've started a podcast cast, you've rebranded the existing company like you've moved all over the place, you've done enough but I think warrants having you back on and catching up and seeing what you're up to.

[0:04:58.9] AG: All right, let's update it.

[0:05:00.1] AVH: Yeah, okay. Let's start with, because I follow you on Instagram, I see all these amazing places that you are all the time, talk a little bit about your travel and how you're working while you're traveling the world and I know that you're kind of like splitting your time between some places right now so talk a little bit about where you're living and how you're doing it.

[0:05:19.7] AG: Yeah, in February, I moved the company to Austin to be headquartered there and then curled up to put my time between at that point between Austin and Brooklyn but just because of how much is required for me from traveling right now. I am all over the place for work, some of it is fun, some of it is work but the team for you to spread out, I've done it intentionally just to get the best talent.

I feel like if we –to have a project in Austin, we have a little semi-office in Chicago, probably going to open one in the west coast soon as well but generally speaking getting the best talent and recruiting the best people for contributions of the team requires us being open to having people everywhere. For instance we have a rock star team member in Costa Rica, someone in Canada, people all over the US, New Zealand.

And that just allows people to be flexible with their schedule. If I've been in to trouble for work and go somewhere like for instance, we're doing it, team retreat in Thailand so everyone's going to Thailand. I'm going to go stop in the way in Japan and I love it there, this is how I kind of combine a little bit of fun and a little bit of work at the same time.

Yeah, it's been a while, I don't know if I've been in one place for over a week in the last six to eight months.

[0:06:34.6] AVH: Yeah, that's amazing. Why did you choose Austin and Brooklyn? Like I know having spent time both of those places that they're like known as being some of the coolest places in the world but why did you choose, to divide your time mostly, have those as your home base?

[0:06:50.5] AG: Yea, I was hoping to be as cool as you.

[0:06:53.2] AVH: Yeah, right.

[0:06:54.2] AG: Look at you.

[0:06:56.1] AVH: I can only be there for like an hour or two at a time.

[0:06:58.8] AG: I just think that Austin as this is, there's a lot of positive to that place where it's very low key, you get a lot of stuff done but for me, it's a little slow for my preference in life right now but I'll get overwhelmed after being in the city for a long period of time too.

It's nice to have, it is kind of a complimentary things. All the things that are good about Austin and bad about Austin, kind of the flip side about New York, it's been great to kind of have those complimentary.

[0:07:26.8] AVH: Cool, I mean, this could go in so many different, I have so many radicals I want you to go down but when you are traveling as much as you are, whether it's for fun or for work because both can be equally hard on your health, really. You are back and forth between all these places. What are some ways that you keep yourself from getting sick, from being run down that you keep your energy good? I mean, some people like to travel more than others but it's still is hard on your body.

What are some of the things you're doing on a daily basis that can kind of keep that from being so hard on you?

[0:07:59.8] AG: Yes, I don't sacrifice my sleep quality, ever. No matter what. And how much sleep I get and so that's always priority number one and that's huge. I also don't sacrifice my movement, I'm always moving and making sure that you work out no matter where I'm at. If that requires studying a ridiculous amount of drops and do a process at gym, I don't know where this culture came from or it's like \$40 on a drop into a gym but whatever, at this point, I'll pay it.

I think of nutrition. I think that being – I've done it being on keto and being not on keto and being a ketogenic state, actually helps me so much when traveling especially across time zones and not feeling run down afterwards. That's actually a huge benefit. I'm not one of these crazy, over optimized biohackers where I'm like taking special supplements and wearing headphones and lights in so that they power me up when I'm flying or anything like that.

It's pretty basic, I think that just really folks and the core stuff of eating well, sleeping as much as possible and moving, it takes care of a lot and yeah, just having routine, whether I'm traveling or at home. I think is also important thing and not get super stressed out.

[0:09:04.7] AVH: For the sleep part because that's where I go off the rails, I mean, food, I guess too when I travel but sleep is one of the hardest ones for a lot of people, especially like you said, if you're going through time zones, what are some like, tips and tricks do you do? Do you try to

sleep on planes, do you take any kind of like supplements or melatonin or anything to help you sleep? Do you not really have a lot of issues sleeping?

[0:09:25.9] AG: Yeah, I adjust pretty quickly easily. I think that one of the biggest thing is just being outside and getting my feet into the ground and doing movement stuff outside if possible where I'm going. If in the US, I don't really have a problem switching from let's say, west coast, east coast but if I'm going international. I just notice that fasting when traveling and not eating like the day before, all the way, two to three days of fasting.

Then eating whatever my first breakfast meal would be and being outside, some very easy ways to help reset that. Yeah, I don't really have many problems but I use this point on melatonin but I had some difference myself. Yeah, I mean, I feel pretty – just know in like, okay, I'm going to sleep so I can sleep, I may wake up a little bit more but I'll still get eight to 10 hours the first few days, whether that's through naps or through however I sleep but I get it.

[0:10:21.7] AVH: All right, you're lucky, you just don't have like major sleep issues like some of us but I'm working on it.

[0:10:26.9] AG: Eye mask is huge.

[0:10:27.6] AVH: Yeah. Eye mask is huge. Actually, that has changed my life. One thing that you kind of touched on, it seems like common sense to a lot of people who are already into like intermittent fasting and keto and stuff like that, but one thing that I've done lately that is really kind of improved things for me because when I got on a plane, I always feel like garbage after I fly. I thought – I kind of made that an excuse like that's just what happens. You get on a plane and you feel garbage the next day because that's just the nature of it.

There are obviously ways that you can mitigate the kind of crappy feelings that you get. One of those things that I've done is not eating on the plane, right? Which again, sounds like common sense to a lot of people but it's dry in there, if you're eating their food, it's just garbage, you're probably a little bit dehydrated, your digestion isn't working as well as it normally is.

Just don't even eat unless you're on a plane overnight and you need to eat for like 24 hours and you need to eat something but if you're on like a five-hour flight, you don't need to eat the airplane pretzels to survive, right? I think that that has helped me a lot, you're not usually eating on planes either or is that something that you bring your own stuff?

[0:11:31.0] AG: Yeah, no, I don't even bring my own food anymore. We have single packets of ketones that I bring in house in case that you're hungry or you're irritable from not eating for a very long period of time. Other than that. I don't even bring my own snacks, I feel way better if I eating nothing.

One of the biggest tricks here that most people don't realize, there's such a weird culture with traveling that I've noticed now. That no matter what time of day, anywhere in the world, people are drinking when they're traveling. At airports and in airplanes, it will be 10 AM in a Tuesday, like 75% people will be drinking.

[0:12:02.1] AVH: It's wine o'clock somewhere, right? Yeah.

[0:12:04.3] AG: For the business we have a lot of points to travel with so all you travel in first class, definitely points and because it's free there, especially, people will, they will be drinking it anytime of the day. Not drinking is a good travel hack for most people which is absurd to say but that's another thing too. Just not doing that and being, you get some place like you said, it's really unoptimized place where you don't get much oxygen on a plane, you're probably dehydrated, you're not sleeping, you're not resting well, it's a stressful environment.

Making that you can do to not put food in your body, I would suggest not drinking one of those things.

[0:12:44.4] AVH: Yeah, that's so true. It's like you're in an airport or on an airplane and like all bets are off, you just do things you would never do –

[0:12:51.8] AG: Yeah, it's really weird.

[0:12:52.8] AVH: It is really weird but it's kind of funny. I guess some of it too is people, I'm guilty of this too but people who kind of, like reward themselves or comfort themselves with something unhealthy because you're in a shitty situation, it's like, I'm like traveling, it's gross and I hate it and it's eight in the morning and I'm miserable. I'll just have a free glass of wine. Treat yourself, even though it actually ends up making you feel way worse, right?

[0:13:15.7] AG: Right.

[0:13:16.4] AVH: Okay, back to the company and it's spread out all over the place and you're traveling and it seems like a super awesome kind of setup for certainly your employees and I'm seeing some other companies in this like health and wellness space that are truly innovative and trying to do things differently that are kind of doing it a similar way to you too.

But I'd love for you to tell our listeners a little bit if they haven't heard from you, maybe since the last time I talked to you, what your companies are now, because like I said, you've gone through a rebranding, you started another company, you've got a podcast, you've got a ton of stuff going on. Can you kind of give us like the cliffs notes of all the things that you're doing these days?

[0:13:57.5] AG: Yeah, I was at a point where I was running like six to seven businesses at time I think when I was last chatting with you on the show. Which is just ridiculous and stupid. I turn that down, I pretty much am only doing one thing now. I don't know if it was [inaudible] had rebranded to Equip Foods to that time, maybe right around that time.

First company that I did outside my clinics now Equip Foods which was different products to help people get whole foods in supplement form. Then two years ago now, in November, we launched Perfect Keto and so recently of this year, we merge those two companies and we haven't really, like a big announcement about that but they're technically now merging, we're going to be kind of integrating them as we move forward and everything else that I was doing I've dropped since then.

Focus is just 100% now on those one entity, moving forward. Simplified it, it's way easier now to explain what I do. That has been super nice but the Perfect Keto in general has been number one focus of mine and then just supporting that with content and information. I think one of the

biggest problems - why I wanted to start a company in the first place is that, there's so much misinformation about the ketogenic diet and it's not even general and how people use it.

As is the trend employing up, there's a lot of imperative misinformation for somebody who will blog about something and then everyone else will take that and do their own spin on it and don't realize that the first blog was incorrect or misinformed, that's how we're getting to a lot of this state of ketogenic diet and health in general that people just copy each other on stuff.

That's why we did the launch of the podcast and the way to get them experts on and really explain this on a mental level and hopefully it's been helping but yeah, it's been a lot to grow these companies and definitely learning a lot but still trying to provide the best information and that obviously the best product.

[0:15:49.8] AVH: Cool, all right, I want to ask you some questions about the podcast too but first, can you, that's cool that you. I don't think I knew that you were like, kind of streamlining and putting everything together, that makes a lot of sense and I like that idea. You come out with a lot of new perfect keto branded products that are very exciting and also delicious.

What are some of the newer ones, I can name right off the nootropic which is super exciting but what are some of the newer ones that you've put out that you're really excited about?

[0:16:20.5] AG: Yeah. The nut butter has been a blessing and a curse for me because it is just so damn good that I'll eat a jar in a day and not realize and go, man.

[0:16:33.4] AVH: It's not keto Anthony!

[0:16:36.8] AG: Yeah, outrageous. For us to make cost more than any other nut butter that I think is available is to purchase because the standards are so high. For example, macadamias are really hard to source right now but also we use real vanilla bean which is, the thing that is frustrating but the process that we put out is that my stamina can't really get annoyed when.

[0:16:57.5] AVH: Vanilla bean is like gold right now.

[0:16:59.5] AG: Yeah. Well, it's more expensive than silver, literally, like per gram, literally. When I can take it out, find a way. It tastes amazingly incredible and I think that we had a challenge of the keto products that we're going to launch soon but yeah, that next week, I don't know when this is going to air but next week, we are launching, in coffee packet. I've been working for a long times trying to secure an actual good instant coffee which is not silly as it sounds. We got an organic coffee, that's actually incredible and that is combined with butter.

This is another thing that when traveling, I didn't really like a lot of options that I have. Thinking about like, when are people going to use a lot of this stuff? Single packets of yeah, instant coffee mixes. I'm super pumped about that one, that one's been in development for a long time. The nootropic obviously and that one was the big, we have a few products with the equip line that are ready, I don't think they're available on Amazon but my favorite one of that bunch is the liver capsule.

It's because, when I was in diet and trying to get organ meat, it was just, too much sometimes.

[0:18:14.3] AVH: You're not a big - just eat liver fan?

[0:18:17.1] AG: Yeah, I mean, I am but I think that is just – to buy it and source it and get it and then, it's just boiling it or just have it daily in a way easier form. That was good but yeah, it's the point where we have like 62 skewers right now which is insane, that's where it's gotten to but it's kind of, I mean, we just continue to listen to people to what they want and what they need and keep trying to deliver on that but yeah, it's been a while.

[0:18:46.3] AVH: I have tried a lot of your products, I'm having a hard time keeping up because you keep coming up with new ones but everything, I'm obsessed with pretty much everything I've tried, I'm very excited about the coffee. My favorite still is the matcha with MCT, it's just – because it's actually delicious, it's very, very good and I don't like – you're kind of killing me because I do not do keto diet, I just keep crushing all of your products and I'm like, is this going to be a problem?

Which I actually want to get in to with you because I have this love-hate relationship with keto and I want to ask you some questions. But, we'll get there, first, one of the things I want to talk

about, one of the reasons why I think you're such a valuable and popular part of the keto community is like you said, a lot of this –

Content and valuable information you're putting out and a lot of that is like, these N=1 experiments that you do on yourself and you talk about in depth and you're very – there's a lot of research behind it, there's a lot of – it's very like thorough, you've experimented with carnivore diet and all kinds of fasting and stuff like that.

Is there anything new, any close one that you're working on or is there – was there one experiment you did that was like really kind of like popular in the community, like got a lot of conversation and feedback, anything like that that you can talk about here?

[0:20:03.6] AG: I'll give you a preview of some stuff that's coming up in the fall. I just got a continuous glucose monitor. I'm going to be doing a lot of stuff with that but we're doing some products where I don't think peoples have done a good job and recently, we are launching one and it took up 18 months of it all and so just looking at blood glucose over time, having a grasp of that and having actually show what happens after you eat some foods, something that people are underestimating here where they just worry about ketone levels that I make that there's way more to it than that.

There's a lot to be done there and so I think that the blood ketones, I don't know how much audience here knows about like the ketone management but people are easily blown out of water and think that if you don't have 1.5 or higher, you're blood think it's wrong. I think that blood glucose is actually a much better indicator of day to day health and how your metabolism is working. Kind of looking into that and that stuff, there will be a lot coming out the next months of that.

[0:21:00.8] AVH: I'm actually drinking your matcha right now just so you know that.

[0:21:03.3] AG: Perfect, thank you.

[0:21:04.9] AVH: Anyway.

[0:21:06.1] AG: We paid her to do that, to be clear.

[0:21:09.2] AVH: You just pay me a matcha, that's really all I need and that nut butter which is better than paying me in money apparently because it has not meat in it.

What about the carnivore diet? Did you like it, what was your final kind of - I don't know, all of these things if you like read too much about the sort of shock value part of it and people like want to freak out at carnivore diet thing but you seem to do okay on it, right?

What did you think about it ultimately?

[0:21:32.8] AG: Yeah, I felt amazing. I think that I put up in as few videos on YouTube that you can try a thing. My results, my blood work so if you're interested in that, you can go check that out and why I think it's an effective diet for some people. But I had some of my experience was that, I mean, the first week or so was brutal, then after that, I felt, it was like when I went from eating high carb in weird process like whole wheat stuff to paleo. Okay. Huge step up for my health.

Now from paleo to keto I felt the same way and then I went from keto to carnivore. I felt similarly like a huge boost in mental clarity and just mood and how I felt day to day. It was great but it's not really sustainable long term I think just from a standpoint of when you travel as much as I do and when you have a life where you can't decide what type of meat you can get all the time and how it's cook. It's really difficult to do so.

I think that it could be necessary for some people with a lot of autoimmune conditions who have really severe reactions to certain foods. I know some people – even pepper on food, on their meat that they have severe reaction. For some people, it is necessary, it is very helpful. Do I think it's 100% necessary for everybody? No. Do I think that it could be worth trying, yes. It's one of the things where people are freaking out either way.

It's all anybody should be eating, meat or that if you eat a piece of red meat, you're going to die from a heart attack next week. It's just like this polarity here which is really confusing to me, I don't think anybody should really, unless you have certain conditions like autoimmune stuff

where you're working through this. You don't need to go like this forever but I think that it can be really useful in a shorter as like a little bit of a cleanse which is kind of to say like eating meat would be a cleanse but –

[0:23:15.9] AVH: Steak cleanse.

[0:23:17.3] AG: I think that it can actually help with a lot of gut problems. I think you can help with a lot of relationship with food stuff, just removing flavor from people's diets for a long period of time. You know, four, six weeks could be beneficial. Macro nutrients in meat that you're not going to get otherwise, I think that you can get some stressors from plants, taking a break from those a little bit could be good. I think there's some reasons to pepper it in every now and then.

I think that if I were to do – if I already be like, design a diet for me currently to get as shredded as possible, I'd just do carnivore diet at this point. Give it like effortless for me at that point, you cannot overeat and you're preserving in your lean mass and you're moving all carbohydrates, it makes a lot off sense. I responded really well to that and in four weeks, which usually takes me longer if I wanted to do something like that.

There are certain benefits to it but I don't think it's something that needs to be evangelized so much.

[0:24:07.8] AVH: Yeah, I think that's interesting. I actually feel like I would have an easier time with carnivore than keto because I'm one of those people that does not understand when people go keto and they're like, "I'm so satiated, I can barely enough and it's so hard for me to overeat," and I'm like dude, watch me overeat keto like really easily.

But I feel you with like the red meat like steak, I'm probably not going to – I probably am not going to eat four pounds of steak a day. Some of it too I think is like that decision fatigue thing. If you are at home and you can kind of just like prep all your good quality read meat and you don't have to think, you don't have to be thinking about macros and amounts and things like that. You just kind of eat so I get it.

Is there any, for you, is there any concern about long term, like even for people who may have medical reasons or digestive reasons to try carnivore, do you have any concerns about if people doing it cyclically but doing it like half the time carnivore, half the time keto or whatever. Like a really long time. Not getting the micro nutrients that you might get from vegetables, not getting any fiber, what do you think about that?

[0:25:14.7] AG: I don't think there's any micro nutrients that are essential on plants, you're not going to get in animal products. I don't think that that would be a concern. I think there are certain polyphenols that could be good for certain reasons but I don't think from a micro nutrient standpoint, you're really missing out a whole lot from a fiber standpoint also, I think that fiber is generally overrated. I'm not really worried about that but there's just so much about nutrition that we don't know. From these broad perspective things, more like people are just, they're attacking it from a way that doesn't really make a lot of sense until they're going with these micro nutrients, fiber, red meat will kill you. The industry is really broad sweeping statements.

When we have evidence of cultures that eat only animal products that are thriving into their, like late 70s, early 80s. If that were the case, those guys will be dead at 40. That's more like, looking at these outliers, I don't know, we don't know how different our environment is, how different your genetics are. I mean, nutrition is a nebulous thing.

I wouldn't really be worried about it, almost every single one of my blood markers improved after five and a half weeks. What would that look like at the 16, I don't know. Something like it's so hard to pinpoint one of these things, I don't like any nutritional things, long term for anybody, ever.

I think that you can haul a lot of randomness and variants in there. That's my favorite nutritional approach. That's what I would lean towards, even if that's – if you're raw vegan and only eating that or a fruitarian, I think that's really stupid over a long period of time. I think that if you don't have to, only eating meat for long period if time or only eating certain meals on a ketogenic diet for long periods of time is really stupid.

I think that you really should mean mixing things up and not treating this is like, this is what I'm going to eat for the rest of my life. I think a lot of people do that, I think that's simply to have like this optimal diet. Everybody focuses on. I don't know if that answers your question but –

[0:27:00.8] AVH: I like what you said about like, varying things and trying new things and switching it up because I think that that's ultimately what creates resilience in a person too, right? I think about exercise, it's the same thing. If you like yoga or if you like power lifting or you like running and you only do that day in and day out, your body adapts to it and then you can try to do something else, you're completely incapable.

Even I used to joke with my husband, with Alex, I was like, you need to eat some like less than perfect food sometimes because when you inevitably are in a situation where you're going to less than perfect food, if your body isn't used to it like you might explode and die and blow up. So it's like, it's good to yeah, expose yourself to a lot of different things I think within reason because that makes you more resilient, right?

[0:27:47.7] AG: Yeah, there's so many - if we were like tribal like we were before and it had our genetics where we lived in certain areas for hundreds and thousands of years and make a lot of sense to be like okay, this is, I need to eat seasonally and locally, that's great. The fact that our genetic and our bodies are so messed up stop and tomorrow I can be in a different country and have different country and have different stimuli. That makes a little more view or less simple and I don't think we really have a clear answer.

[0:28:15.0] AVH: Okay, that just made me think of another question. All the places you've traveled, all of the #foodporn that you're posting on Instagram that I'm looking at and drooling over. What are your favorite places in the world that you've been to eat keto or otherwise, and what are the best places you've been to, to eat good keto? Best food in general, just last –

[0:28:35.6] AG: Wow.

[0:28:36.8] AVH: Then keto.

[0:28:38.5] AG: I would say, Paris is my favorite food city and easiest keto place. Actually carbs there aren't that popular and they have very large portions of meat and very fatty things and the food there is just incredible. I love French food. They're number one, non-keto, a very close second would be Japan, that's one of the reasons I'm going back there and I will not be keto there, just to be fair, for sure, those top two places, not even close out there.

[0:29:06.4] AVH: All right, okay. Okay speaking of other experiments, I remember, I don't know how long ago this was now but you had an unfortunate accident and you broke, it was like your ankle or your foot or you did like a nasty number on yourself and you didn't, you chose not to have a cast and you were like healing yourself all crazy on your own. Can you talk about that a little bit because I was kind of following it and being like, this is nuts but I want to hear more about what you did?

[0:29:35.0] AG: Yeah, what happened is I was playing basketball and I'm not a very good basketball player but my effort is always really high, right? No matter what I do for the collectivity, I like to bring 100% effort. Unfortunately, I was very fatigued and I was jumping up and weakly trying to block somebody and just whiffed and then I came down with my ankle, twisted in and on his foot and immediately heard like almost like a gunshot was what it sounded like and just knew at that point that basically something was very wrong and so I went to the urgent care. I got x-rays and so essentially all the sub tissues around my ankle was torn. You have a small bone in the outside of your leg and your lower leg or your calf area that inside of the shaft of that, the bone had compressed and the inside of it split and so to be clear with because I tell a lot of sports injuries.

And I have my clinic days and if this were to split between the bone were the off steps, I would have gotten a cast and this is not a good difference with others like, "You're crazy" blah-blah-blah but what happens is people look at injuries like this, they apply a very simple rule. So I go, "Okay, you have an injury? You have to cast it" and it's not always the case. So you have to ask when you are doing any type of medical intervention is what you're doing necessary and what are the outcomes of not doing it.

And so for me when I looked at this and I said, "Okay, well this is the stable fracture" it's not like if I get hit from the side my whole leg is going to fall off which is like if I had a bone I would just

strength it and it was split in the middle then that is going to be a problem that I actually obviously risk with, I would have gotten a cast and mobilize it but the risk here is not having actual reads in motion and having basically no blood flow to the area and no flowing around the area.

And so the best thing after a soft tissue injury that you want is range in motion and actually using the joint as much as humanly possible and it is especially the pain for your range of motion and so fixing your foot in a cast or ankle on a cast when you have no risk for that fracture getting worst but preventing your motion from basically the rehab so you have six to eight weeks is just to me ridiculous and so it was this big ordeal where the doctor was trying to put me in a cast. I said, "No absolutely not," and I actually –

[0:31:51.5] AVH: Where you explaining this stuff back to him like these were the reasons why I don't want to wear a cast? What could a doctor say to that because it sounds even to a lay person that sounds like common sense and the smart thing to do but a traditional doctor is telling you to put a cast on?

[0:32:05.3] AG: Right and the funny part is I was playing basketball with one of my best friend from grad school and he's a terra as well and we go through a lot of this stuff and we had hundreds of hours in radiology in school and so we had to go look at the x-ray to see what it was because the radiologist didn't know how to read it at the time. It was this weird thing where we were managing my own care and having to argue for own stand or viewpoints is really strange.

And so yeah, there was that where we had to read our own x-ray and then send it out for another radiologist to view it and then when I refused the cast, I had to sign this waver basically saying that I refused the cast but the thing is that within a week and a half, I was walking on it 100% fine. When the doctor said I'd be in a cast for six to eight weeks without walking on it and so I was like, "Okay was that the right motion to fix it and to not have any sort of rehab for six to eight weeks?"

Which at this point, I would had and I was actually was checking this morning. The funny thing about range of motion and stuff like that is a 100% match side to side. I think it was four

something like that and I would guarantee from everything that I have seen from previous rehabilitations is that if I would have cast it for eight weeks my range of motion probably would be half of what my left ankle would be right now. So I am glad I didn't do that –

[0:33:22.9] AVH: So did you go back to the doctor and be like, “I told you so. I know more than you. You suck.” I would have a hard time not doing that.

[0:33:31.3] AG: No, but we were documenting it online to show people that you should probably question a little bit more. People when they say, “You should do this,” and think about more so the positives and negatives of certain things and that's how health and health care should be looked at because that can be positive and negative and there's no right answer all the time but weighing out what is more important to you.

What is more important to me was getting functioning immediately and not mending the very miss you'll risk that it will get hit by a truck in my leg. That is the only case that could have made the fracture worst and so there is always going to be positives and negatives and so looking at it from your own point of view I think is really important.

[0:34:08.4] AVH: Yeah, I think that that's probably the take away for most people is to ask questions and do research and like you said, really be mindful about the pros and cons of different options because I think still to this day even people who know a little bit more about health and nutrition and wellness and all of those things, we still tend to just assume that people in positions like our doctors they just unequivocally know everything.

They know best, what they say goes, don't ask questions and that's not the best way to manage your health right? You've got to take a little bit of that into your own hands and do some research and ask questions.

[0:34:46.6] AG: Yeah, the majority of doctors have really bad algorithms that just plainly do things without any context and so they learn when we treat something and they don't ask me questions or giving me context to actually finesse that treatment protocol that fits the patient which is really sad and this is why I am a huge fan of function medicine and pushing towards

that route rather than just saying, "Oh you have a high cholesterol. Let's give you a Staton to reduce that because that's bad".

Okay, well a little bit more to that sometimes and so I think that health care in general, you need to be very choosy about if it is a doctor or they have that in front of their name, they know everything all the time. They're only profession where people have this just bulletproof respect for anybody with that title. Whereas if you go to a mechanic, you look, "Okay this guy actually knows what he is talking about" and you might shop around a little bit but nobody does it with their health with their doctors they go see which is really strange to me.

If you have this doctor in front of your name or have a doctor to read does not know anything. It just means that we are able to memorize a lot of stuff and get through school. It doesn't mean that you have the best answers or anything. So at this point though, so approximately it's about choosing your health care provider.

[0:35:58.3] AVH: Yeah, I appreciate that and I am glad you cleared up the injury story because some of those pictures were pretty gnarly. I was like, you did a number on yourself. Did you take any pain medication?

[0:36:09.8] AG: Funny story actually, it was brutal for the first few weeks. At night I couldn't sleep and I was in excruciating pain. They prescribed me some pain killers, very, very basic stuff like opioid base things. I was not taking that and then this one night I was like, "You know what? I could not sleep." It was about two and a half weeks that I didn't sleep and I need to take one of these things and so I did and the next day, I had this insane reaction which is like every single side effect of this stuff.

Where I was vomiting, nausea, delirium, suicidal thoughts, depression like every certain thing I could not move, I was puking, I could not even see past three feet. My girlfriend was freaked out and she Googled this and apparently that is normal and that you are supposed to take the medication through until the symptoms subside but basically you take this opioid pills and then have an adverse reaction. Your body is like, "What the hell is this stuff?" And then keep taking it until your body is addicted to it and then you can have the pain reduction but then you're addicted to pills and that is a normal thing.

[0:37:14.7] AVH: So are we talking like codeine or?

[0:37:17.4] AG: I don't remember the exact name of it but it was a step up from that. It was a very weak scheduled opioid which is crazy.

[0:37:26.4] AVH: Nightmare, I mean what other options are there though for people who it's fine in some cases to try and grit through the pain but when you're, for example not sleeping which is going to have a waterfall effect into the rest of your health it's like you've got to do something, you've got to take something.

If you don't want to go through that nightmare that you just described, what are some? Did you look into any other kind like more natural remedies? Or is smoking weed going to help at any point with this kind of pain or is that just a drop in the bucket? What are you going to do that doesn't have that kind of effect?

[0:37:54.8] AG: Yeah, I mean that's when things were looking at tradeoffs again. I would much rather be not addicted to opioid pills and have not a lot of great sleep for three weeks. It was insane for me to experience that and to then have this awareness of like oh, that's what this whole thing is about. Because obviously, we all hear the story about how narcotics has become such a problem in this country and now I realize it. They're like, "Oh yeah, just take this whenever and just have it whenever and if you need any more refills let us know."

It is normal to get addicted to that stuff and I couldn't imagine going through what I did. I thought I was going to die that day. I couldn't imagine going through a withdrawal of getting off of this pills like that for weeks. Which I know some people have and I don't really have much context and like, "Oh yeah, I'm sure it's bad," or whatever. This is probably like one of the worst times of my life that I could remember. Which is insane. As far as alternative treatments, I pretty much tried it all.

Nothing really worked so at some point, you have a bad injury this is something you have to deal with and so there's a reality to that as well.

[0:38:58.6] AVH: That is intense, okay. So I guess the biggest learning experience from all of this is be careful when you are playing basketball and let's just move on from there.

[0:39:07.9] AG: Oh yeah, don't take your health for granted is the thing that I got out of it. I mean generally I think that I've used so many things that invest in my health where I am like, "Oh yeah things are going great."

But whether it is an ankle injury or some weird disease that you could maybe get, health is something that you should not just think that it's just a privilege. You get this gift and you should be extremely grateful for your good health in my opinion. So that's the big take away that I got.

[0:39:32.1] AVH: I completely agree with that. Okay so moving on to your podcast, Keto Answers Podcast which is very well done of course and I think it's really, really good reviews and you have great guests, my question to you is when you do your like the ask me anything one, so you are not talking to other guests. It is people asking you stuff, what are the kinds of questions and the things that people are asking you the most?

[0:39:56.1] AG: I just recorded the first one yesterday actually and it was a lot of keto stuff which is fine but I think that what I want to start doing and I don't know if I need to change the name of the podcast or whatever because ketones is fantastic but people are getting way too narrow minded about that being the answer for everything. People like ketones, the levels are high that is such a tiny sliver about health and I want people to be thinking a little bit bigger and broader.

And so we could have some questions about okay, how should I sleep, what type of pillow should I use, what position should I sleep in, things like that. What types of additives are into it, what should I be looking out for there? Those are more important questions to me generally than the over covered should my ketones be in this level or enough. I get it, I get that it is confusing. There is lots of information about that but there are more things than just ketone levels and ketogenic diet.

And it's important, it's a great tool but it's just one tool in the toolbox. I think the more people over index on that, the less useful the toolbox is going to be. Does that make sense?

[0:40:55.2] AVH: Yeah, that makes total sense and that actually this leads into question wrapped in a personal story that I want to talk to you about regarding keto. So you are going to have to listen to me rant for a while. I'm sorry listeners, sometimes I have to rant too.

So here we go. Okay, so I talk a lot about how easy it is for people to jump on either keto or paleo or carnivore or vegetarian or anything and they want to jump into it because they're excited without thinking about whether it applies to them.

Or they want to go from zero to 100 instead of working through the steps a little bit more gradually and sustainably and all of these things and then it goes into the chasing your ketones above all else and you are not thinking about nutritional keto and you're just eating whatever. We'll give you this number that makes you feel good and I get that it is human nature. We all get excited and we want to jump into things, whatever.

My bigger question about keto is I recognize that I think being in ketosis is beneficial for specific groups and to address specific issues. My bigger area of interest because fortunately right now I don't fall into those categories. I fall into the category of a generally healthy person who just wants to look their best, perform their best, feel their best, right? So I approach keto from maybe a different way than other people would maybe who have chronic disease or other issues that they're trying to fix, right?

I have two experiences I believe with keto or close to keto dieting. The first one was about maybe 10 years ago, I had just learned about paleo but basically I wasn't in that health and wellness world as a profession yet. I just went to the gym all the time and wanted to look good and I was learning about nutrition in my mid 20s and I lived near a farmer's market and there was a family there that raised wild boar and I just ate a lot of wild boar for a while.

And a lot of wild boar and I ate a lot of kale and I had a lot of eggs in coconut oil and pouring avocado on things and I am pretty sure, I can't say because I didn't keep a record on things, so I feel pretty confident that I was either in ketosis or pretty damn close to it and my body, the composition changed to a very effortless, relatively lean, healthy kind of thing. It was just very effortless and I felt really good and I was eating hardly any carbs.

It was just this beautiful utopia of health. My only downside that I could remember from that time is thinking Alex and I are making our meals and we've got our boar steaks and our kale and I remember always thinking that I was sad about the size of my portions but knowing that it was appropriate to my body size and what I should be eating. So mild complain but I wish I could have eaten more but that was – I look back and I think that was my most effortless healthy time of life.

When I wasn't tracking things and I wasn't worried about macro and micro nutrients. I was just eating food and I am pretty sure that it was a close to ketosis state, if not ketosis. Flash forward, nine or 10 years later like a year ago, when I am talking to people like you all the time and I am learning about keto and I'm like, "I guess I've got to jump on this bandwagon because everyone else is doing it. I want to give it a try."

And I really tried to pay attention. And do this modern version of keto, I went for a solid five weeks and I hated it and I gained weight and I hated it and there can be a lot of arguments that maybe I didn't do it properly or that I didn't stick to it long enough or all of these things but my understanding from the second time around was the difference between my normal diet which is generally paleo and generally pretty low carb compared to traditional standards.

You know 75 to 100 grams of carbs a day or something, the difference between that and taking it down to where I would really be in ketosis was a lifestyle change that I just was not prepared to make and it was more work and more trouble and instead of going through the keto flu, I just freaked out and kept eating nut butter out of the jar and it was just a really hard time for me.

So I have these two conflicting experiences with keto but my question that emerges from that is for most of us out there. Who are generally healthy, have generally sorted out diets, we want to fine tune and tweak and be as healthy and look as good as we possibly can, is there not a benefit in being adjacent? Can we not – or we can end up in this limbo where we are eating carbs, we're so sugar dependent but we are eating this higher fat thing. So you are trying to find this balance, do we need – does a healthy, generally active, whatever person need to be eating strict keto or is that like walking the line, is that beneficial too? Is that okay too? Or is that just a cough out where you are not really doing either?

[0:45:57.9] AG: So the question is, do you have to be in ketosis to get the benefits out of it.

[0:46:02.9] AVH: Yeah, I guess. I guess that is part of the question, yeah.

[0:46:06.2] AG: So to pull it back a little bit more, what was your second foray into ketosis? What did that look like and what were you eating and were you measuring stuff and what ideals were you trying to go for here?

[0:46:16.4] AVH: The difference that I thought was weird about the first on what I consider the successful time and the second time was I was really trying to track this time and so I was very concerned with trying to get my grams of carbs every day to about 20 or 25 grams which I found very hard to do because I was still trying to eat some vegetables. I was still trying to eat nuts but it was eggs and avocado in the morning and then I was eating meat at my other meals.

And I was trying to have some greens but I was trying to put primal dressings on stuff and sprinkle nuts in there and I felt like to eat three reasonable healthy meals every day, I still was not cutting it carb wise. It was still creeping up, creeping up and I was like, "It is so much work" mental work for me to try to keep it down into that ideal carb range which maybe wasn't even the ideal carb range for me but it was a lot of work and it was stressing me out.

[0:47:12.9] AG: What about the fat to protein ratios?

[0:47:14.8] AVH: So that was another thing because I was trying to – because I am generally knee head in the gym trying to work out all the time. So I am generally pretty high protein and I tried to lower it pretty significantly and then bring the fat up accordingly and I think again, it was this wannabe problem which was probably largely mental. I know I was getting enough calories but I am hardly eating any protein now. I don't get to eat any carbs. Fat is fine but for me, for my size, four macadamia nuts a serving of that, I was super sad about it. It just made me really sad.

[0:47:46.5] AG: So this is where I think that like I said, there's too much misinformation about the ketogenic diet right now and I think one of them is that you need to have very specific macros for every single person. You need to have 80% fat, 15% protein and you need to eat this

many calories, this many macros. I think it is a suffocating way to look at food and I think actually mostly wrong. So I think that especially in your case, you are probably drastically under eating protein.

Which is probably what led you to the negative symptoms and this is probably what you are not doing before when you said your diet was based around boar and eggs and all of those stuff. So when I was eating a carnivore diet, eating only meat, my ketone levels are the exact same as if I were to eat 80% fat, 90% fat in my diet. So I mean there is a common misconception about what is going on here. People are trying to fit themselves into what they're eating into this really rigid macro thing.

Like I get people messaging me every single day that freak out if they one gram off of the projected macros. That is no way to live a life first of all. Second of all, that negates the whole thing like we were talking about before having some randomness. Third, people just get the macros wrong in general and are limiting carbs to a degree that doesn't make sense. If you work out a bunch like you'd probably get away with eating 75 grams of carbs and still have ketones in your blood stream.

There is so many of these weird fake rules that don't make any sense in my opinion. I think that is the biggest problem with ketogenic diet is right now. To address your question about do you need to be in ketosis all the time or can you be in and out or ride this line, I think the biggest goal, probably the second biggest problem to ketogenic diet that people aren't asking and get frustrated probably like you is what do I want out of nutrition.

I think that we can't really argue that foundationally eating real food is the most important thing right? After that I think that if you want to go vegan, paleo, keto, high carb, low carb or whatever, fruitarian, it's fine. Eat real food first but then after that everything is just a tool in my opinion okay? And so what do I want to get out of my nutrition and what do I get out of this tool? Why am I eating a certain way? And I don't think many people can answer that.

I eat a ketogenic diet because I like having maximal mental output. I like not having to eat as much, clean up, buy stuff, everything. It just makes my life way simpler, I also have cancer that runs in my family and it has been shown time in and time out that ketogenic diet is the best

treatment for cancer. All these things makes sense for me eating and that's why I do it. And so when people just try to do it because they think it is generally healthy, you could have general health with any of these diets in my opinion.

Do I think that it is the most necessary type of diet for general health? No I think that you can, you can half the health of it but only if it is necessary. So this is where I think that people aren't really aligned with what they want in the first place. So they don't know what they want and then they take some weird, rigid rules that somebody blogged about six months ago because they heard somebody else blog about it and then somebody takes that weird macro calculator. With an ideal that they don't know why they are doing something and then they pair that up and they get really frustrated and confused really easily.

And so those are two big things that I think paired with each other make the ketogenic diet actually really, really difficult. It is actually really simple but people get to the point where it becomes really difficult. Does that make any sense?

[0:51:09.2] AVH: Yeah, this is very helpful. It is a reminder. It is something that I know internally and probably a lot of people know internally but they fight it is to listen to your body first and gather information and research and learn and experiment but listen to what your body is really telling you because I try to fight it too. I was like, "Well everybody else is doing keto and it's so great for them. Look they're all buff and they don't have to eat and they feel so good."

But maybe there is a version of that that looks slightly different for me and that works for me. I know as you are talking I'm like, yeah, I want maximum brain output too. Great, cool but I also want to eat really big breakfast and lunches. And I probably can't do that if I am under 25 grams of carbs. So I need to figure out yeah, what to take from these different disciplines that works best for me.

[0:51:53.2] AG: Yeah and there is a reality that people don't like to see is that you do have ranked priorities. You can't have priorities like this, "Performing the best you've been and having until output and doing this, this, this are all the top priority for me". No that is not the case. Something is number one, something is number two and something is number three. So figure

that out and then align your nutrition to those things and that's how I think people should be looking at this.

So if it's for you and no judgment to people who they're priority is different than other people. If my priority first is to enjoy social settings and I want to enjoy food, maybe I do eat way more sugary things and maybe I do drink more than the average person. But then I'm engaging in certain isn't getting what I want out of life and there is no shame in that and if yours is to eat larger meals one, and it's two, gym performance sure but then try to figure out what works for you to hit number one then two.

Then see how many of those things you can get on one using certain tools but instead trying to not be honest with yourself about what is truly important and realizing that those things may change over time. For instance, the more I do nutrition now in having carnivore, okay that is a new tool that I can use when my number one priority is to lose fat mass and keep the strength in like have good gym performance that is going to be the tool that I use.

And then I might switch again and then I'll just use a different tool and so again, not a lifelong thing like we are talking about earlier. This may change overtime but at a current time in life, current trades you're in, you are going to have certain priorities. Get those straight first then figure out what works best for that.

[0:53:25.6] AVH: Anthony you got my priorities sorted right out. You're like, "Maybe somebody out there likes really big meals and also working out," that's it. That's totally what I am into, mental performances is there somewhere in the top 10 for sure but no, I think this is a great place to wrap it up because I love your pragmatism. I love talking to you about stuff like this because you are super smart and have a lot of information and you give it out in such a sort of like clearly articulated pragmatic way and that's what I like because this stuff can be very knee-jerk and every emotional and people can get very worked up and defensive when it comes to food and their personal choices and I just appreciate that you can be really informative and super common sense about things. It helps.

[0:54:13.1] AG: Yeah, thank you. So one of the things I just wanted to touch on before we wrap up and I don't mean necessary to plug our own stuff here but this is where I think using the main

tool of nutrition and then using supplements to try to optimize for other things when possible. So for example, let's say that your number one and two you found out that eating moderate carb paleo works best for you. Okay, well ketosis still works and there are certain products that you can use.

Let's say you like the nootropics for example then when you do want to have mental performance, you can pepper that in with supplementation. And that's where I think people get confused and flip that upside down. I think that supplements are the core foundation to health and then try to eat around that. I think once you eat and chose your tool primarily for what you want to get out of it, you can then supplement around that and get half the [inaudible] ketones.

Or have Nootropics or NCT oil or any of these things not necessarily having to use ketosis as the main tool but then you can use those things as an adjunct to reach different goals in a more timed approach. Does that make sense?

[0:55:11.3] AVH: Yeah, that makes a lot of sense and I think for example like with your stuff, I always laugh when people talk about breaking their fast when their fast is 13 or 14 hours. You just went to sleep. That's really it but whatever if that makes you feel good but I normally try I do love 14 hours on a daily basis because I try to eat dinner really early like an old person because I like my breakfast.

So I like to eat like a 6 PM dinner and then just not eat again until eight or nine or something but what I will do is if I am working out in the morning or whatever, I will have some [inaudible] ketones or I will bring in individual packs with me or I'll have the matcha that has MCT powder in it or stuff like that and that helps me. It wakes me up, it makes me feel good. It gives me energy and I am incorporating that into a diet that is not strictly keto is what I'm saying.

So it makes sense, I hear what you are saying and I think a lot of people want to do supplements first because they see it as a magic pill or a quick fix but I feel like hearing what you are saying. If you get your lifestyle nutrition sorted out, it is actually fun to experiment with some of these supplements and nootropics and little add-ons because then you can really see what's working and what's not because if my diet is fully sorted out, my sleep is great, I feel great.

Now I am going to play with this Nootropic and I really be able to tell if it is working because there aren't a million other variables that I am playing with at the same time.

[0:56:35.4] AG: The supplement guy says don't start with supplements, you heard it here.

[0:56:39.3] AVH: That's how you know that it is not easy. You're like, "Maybe don't buy the entire range until you've figured out whether you're going to eat donuts all day or not." Anyway, no judgment. All right before we go, remind people where they can follow you, learn about Perfect Keto, check out your podcast, all that good stuff.

[0:56:58.3] AG: Yeah, so perfectketo.com and it is just the generalized website there and then the podcast is Keto Answers Podcast. My personal Instagram is @dranthonygustin and that's where I'm most active which is tough to keep up on but I respond to every message that I get. So if you guys want to have some questions for me, send them over. I am happy to answer.

[0:57:17.3] AVH: I know that personally because I bug you from time to time and you're quite responses, so good guy Anthony. Thanks for sorting this out. I really appreciate you taking the time.

[0:57:24.8] AG: Well thanks for having me on.

[0:57:26.3] AVH: I really appreciate you taking the time, always great to catch up and I am glad to do a catch up and see what's going on with your life and I hope that maybe next time – are you going to be in New York anytime in the fall?

[0:57:36.4] AG: Probably in November.

[0:57:38.1] AVH: Okay because I am probably also going to be there, so let's get together.

[0:57:42.4] AG: Well let's finally make it happen.

[0:57:44.4] AVH: Yeah, let's do it. All right enjoy the rest of your weekend.

[0:57:48.0] AG: You too, thanks for having me.

[0:57:49.1] AVH: Thanks.

[END OF INTERVIEW]

[0:57:54.2] AVH: Thanks for listening everybody and thanks again to our sponsor, Bonafide Provisions, they're delicious organic slow simmered bone broth has kept me healthy last winter and they are going to do it again for me this season. So follow along with them on social media at Bonafide Provisions and you can try some of their bone broth and bone broth soups for 15% off when you use the code "onlybones" at checkout at bonafiedprovisions.com.

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Next week on the podcast it is wine o'clock and I know I got your attention from that, wine o'clock. The reason why it is wine o'clock is because I'm interviewing the founders of Fit Vine Wine. This is the company that makes a whole range of wine including Rosé and now Prosecco, no big deal. Using a special prolonged fermentation process so that their wines have less sugar and thus less carbs and are thus generally less likely to produce a hangover while still tasting good. So dreams do come true guys, this is a good one. Please join me next week and hope you have a great day.

[OUTRO]

[0:59:27.8] AV: Paleo Magazine Radio is brought to you by the Paleo Media Group and is produced by We Edit Podcasts. Our show music features the song *Light It Up*, by Morgan Heritage and Jo Mersa Marley, and on behalf of everyone at Paleo Magazine, thank you for listening.

[END]