

Speaker 1 ([00:00](#)):

Build a business around the life you want, not to try to build a life around the business you want. And one thing that taken that a little bit further is instead of building a business that people would want to pay for, build a life that people would want to pay for because that's very, very important. All right gentlemen, welcome to the front row dads podcast.

Speaker 2 ([00:21](#)):

You are here for the first time. I'm glad you stopped by. I'm your host, John Broman. This is the show for family men with businesses, not businessmen with families. My guest today, if you are back for more, you might know this name. Sachin Patel has one of the most popular episodes on the front row dads podcast today and if you haven't heard it, you need to go back and listen. Not a prerequisite for this conversation, but I would definitely go back and check it out. It's episode number 64 I had more people send me private messages after the release of that show saying this episode. It was a game changer in my life. And that feels so good. And in fact [inaudible] and I will tell you this, I was out the other day and I was going to put on my sunglasses and I thought, Nope. Sachin talked about how, you know, I was just going back a little teaser there for anybody going back and listening to that episode, you'll hear why Sachin talks about, you know, I don't want to say the pros and cons, but why you might not want to wear sunglasses at all times.

Speaker 2 ([01:19](#)):

So for those of you who don't know section, what can I tell you? I mean, most importantly a father and a husband, of course, one of the reasons that we connected, um, what I'll tell you on a personal note is that, or on a professional note, is that Sachin does lots of things, like many of the men that we interview on the show, but one of the primary focuses is helping functional medicine docs to succeed in their practice and in their lives. So he helps professionals, help other people and help themselves and help their families. But you know, the real bio, the real intro, the real, the real like what is such a good ad? It feels like you're good at everything man. It feels like you're good at everything. I know that's not entirely true but you are a man of many talents and every conversation we have is just full of insights and it's always fun to get on the phone with you.

Speaker 2 ([02:05](#)):

So welcome to the show Sachin. I'm glad you're here man. Well John, thanks for having me and gentlemen and even ladies if you're tuned in, thanks for tuning in. I'm excited to speak with you again and share some valuable insights. And I love what you said there that you know you're good at everything and it's funny cause that's what my team says and it can feel like that when you're an entrepreneur because at some point you had to be good at everything in order to get to where you are right now. And that can be the gift and the curse. You know, my a funny story, my mom and my parents, you know they were immigrants so you know this world and this culture is very new to them. So when the computer broke or when the remote control wasn't working or when the car wasn't working, they always assume that because we're in school and we're getting trained to be clinicians and physicians that we would know how to fix everything. So growing up we had to be very resourceful and you know, almost have to be good at everything. It's kind the gift and the curse. Like

Speaker 1 ([03:00](#)):

I was telling you, I think I was telling you the story about the printer. So my team was trying to fix a printer at work and so I traded printers and stuff cause they said it wasn't working and within minutes I

got it to work again. This is after hours of people trying to fix it. So sometimes it's certainly a great compliment. I appreciate that. But sometimes it can be a curse because everything falls back in your lap at times. What are you focused on more than other things right now? If there was one thing that's pulling at your attention, what is it? Well, you know, I've been traveling a lot lately, which is great. So the mission is moving forward, but sometimes the distance that I need to travel is just a few steps to sit down next to my son or sit down next to my wife, my wife and my son.

Speaker 1 ([03:40](#)):

Both of their love languages are quality time and that's the thing that, you know, a lot of people are competing for these days and all of our lives. And knowing that, you know, sometimes just making a slight shift in how I sit, I'm making myself a little bit more present. My son and I actually have a calendar now and he's created a little chart. It's like the cutest thing. And so he's got certain times when I'm allowed to be on the computer and certain times when I'm not and little that is because he realizes that for me, like, you know, I don't because I work from home. Yeah. And because my office is, is my home and because I can literally work from anywhere because no, I can operate most of my business from my phone. It's hard to put work away at times. So the thing that I'm really trying to focus on is being more present, being especially cause I already physically traveled quite a bit.

Speaker 1 ([04:26](#)):

So when I'm here I want to be here and from the famous words of a rom us be here now, that's kind of what I'm practicing and, and preaching at the moment. How are you succeeding at that? What habits are you putting into play? Is it locking your phone away? Is it practically put that into play? Well, a couple of things. One is I actually make it very obvious that I'm being present. So when my son comes home, I'll, I will physically close my book. I will physically close a laptop. So he sees that, you know, I'm more important than these things. I will put my phone upside down, I'll turn the ringer off, notifications off and we'll play it a couple of games of chess. You know, my son's nine now, so he's really into chess. We'll play a few card games like UNO or something like that.

Speaker 1 ([05:11](#)):

And then he's very understanding and mature and he's like, okay dad, I know that you might have to go do something, you can go do it and it might only be five minutes. Right? I might just need to step away for five minutes and then back in the game. So you know, creating that relationship with him has been very, very helpful. And you know, he's very, as most nine year olds are, Oh he's very persistent. So he wants my attention. He'll do things that annoy me. Right. You know, and I say that in a loving way or he's annoyingly trying to get my attention cause he knows it's going to distract me from what I'm doing. So hopefully all these fun games and stuff and he will annoy me of course, because I'm trying to concentrate and focus and just type that last sentence of the email.

Speaker 1 ([05:48](#)):

And so we had an arrangement. And that was simply that, Hey, when you want my attention, you've got to understand that I'm focused on something. When you want my attention, it's easier and better if you ask for it politely and say, Hey dad, when you're done, you know, doing whatever you're doing, can you come and play with me? Because the more you try to distract me, the longer it's going to take, the more frustration it's going to get, and then I'm not going to be able to do that and it's going to create this turmoil in our relationship. So I told him, I said, no, I will agree to say yes always, but I just have to be able to finish what I'm doing. And once we've set that arrangement in place, he's been behaving

completely differently. Cause I gave him the rules of engagement and he's following those rules of engagement like any kid would if you did.

Speaker 1 ([06:30](#)):

And uh, it's been great. And so soon as he comes home, computer shuts down or I finished whatever I'm doing, computer shuts down and uh, you know, he gets my undivided attention. Of course we always, uh, whenever I'm home, eat dinner together and, and I've put him to bed as many nights as possible. So I literally sleep in the same bedroom as him or with him in the same bed because he loves that. That's like his favorite part of the day. He loves snuggling with me and me telling him stories before. Uh, we go to bed at night and he loves my wife in the morning. So she's like, I'm like, is a sunset? She's his sunrise. That's cool man. You know, I love this concept of teaching our kids how to get our attention, teaching our kids how to interrupt if needed. And I've, I've heard lots of different methodologies here from one that I think I could credit back to a, an Admiral in the Navy that I interviewed and he was talking about how he taught his kids to just put their hand on his arm. [inaudible]

Speaker 1 ([07:26](#)):

they wanted his attention and just be patient. And I will feel that. I will know and when I'm done with my conversation or my writing or whatever I'm doing, I'll turn my attention to you. So, but it was very specific and I'm sure it takes a little practice to get there. I remember Adam stock, one of our front row dad members talking about his role with his kids is that you're allowed to interrupt me in the office. Only one reason and that is to ask for a hug and it's sort of like this, you don't see that for a hug, but it's kinda cool that you know, you create these rules or these guidelines or these principles for your kids so they know how to get your attention in a healthy way and they know where the boundaries are versus just reacting emotionally in each moment hoping they get it.

Speaker 1 ([08:14](#)):

But just taking a moment and saying, here's how to get my attention. Let me teach you, teach people how to treat you. Is that an original Oprah quote? I think. I think so, but it sounds like something she would say. It's totally legit. I do. I do have like it comes to mind right now and I want to share it. It's a total like front row dad, front row sun wind for me. Yeah. I spoke at the university just on Sunday and I spoke to their science society, which was kind of a big personal win. This is in Toronto, this is in Hamilton, Ontario. So the school's called McMaster university. That's where I went to undergraduate studies. And uh, the science society invited me to come speak there. Turns out they forgot to secure a pointer

Speaker 2 ([08:56](#)):

or their computer. And so I had my presentation ready and there is timing to the slides and everything and I get there and there's no pointer and I didn't want to stand behind the podium cause I like to move around and walk around and stuff and uh, and engage. So because my sons attended so many of my presentations, he nailed the intro. So he was back there changing the slides for me and timing it like almost perfectly to a T because he's attended my workshops before. So it's such a proud, like father son a moment. And he stayed engaged and he was paying attention to the entire conversation. He had to be like completely present in that moment to know when to change the slide. So big way. And I want, I wanted to, I dunno where that fits into the conversation, but that's fantastic.

Speaker 2 ([09:42](#)):

I mean, I think it fits in that a lot of what we're trying to do and a lot of what you're doing is modeling certain behaviors and realizing that oftentimes the teaching that happens in our lives with, with our families, the coaching, the leading is not always in those moments where we sit down and say, all right, I'm going to lead right now over the next 10 minutes, I'm going to be a coach. It's like, no, you're actually coaching and leading and doing all that as you're just moving through life. It's all the [inaudible] in between. The space between those moments is often where a lot of the coaching is coming in because in some ways the coaching kids are smart, right? They know that some of that coaching feels a little contrived and a little plan that a little pitched a little, you know, versus you know, like, Hey, this is the real deal.

Speaker 2 ([10:24](#)):

That's just doing his bang and I'm happening to wa. I'm ease dropping in on dad doing his thing and that's where they pay attention the most. Right? So I think it's cool, man. I think that's awesome. Congrats. We in the brotherhood, uh, communicate and I'm sharing this for everybody listening. We should communicate with four kind of channels, right? One of them is you can share a win. Your wind becomes other guys. When you know you, you sharing a victory in your life gives a vision of what a victory can look like in another person's life. So them to create that. They can give a resource that can give a book, an idea, a strategy, a quote, whatever it might be. Just as a, an offering to the group. They can ask a question, which is the third. And then the fourth is they can give props to somebody and recognize somebody for the work they do.

Speaker 2 ([11:09](#)):

So did you discover it? The win category? Awesome, man. I love it. Another win, uh, I guess in your life, and maybe at least I didn't even pay attention to when this podcast was released on your show, the perfect practice, but did you just come back from Maui or is that all we did. Okay. I didn't even pay a, it could have been last year, but, uh, tell me about that man. That was, uh, that sounded like a, an amazing trip. One of my buddies just moved to Hawaii. Two guys just moved to Hawaii in fact, so this is a lot of, a lot of Hawaii, uh, in my life right now paying attention. You know, they, some people call it the belly button of the earth and it's a place where new ideas are birth. And, uh, for us it was amazing. We went there primarily, I'm a

Speaker 1 ([11:54](#)):

mentor in JJ Virgin's mastermind group and Carl, who is our partner, they run a mastermind together for influencer healthcare practitioners. And as a mentor, you know, I get to go there and learn, but I also get to go there and teach and share, you know, what's working for us and add value into that community. So we were there primarily for that. And then we extended our trip, you know, a day in advance and then four days on the backend. And so we got to do what we love doing, which is spending time and beautiful places. We got to serve our patients because of the internet. Thank God for the internet and thank God for technology. So we worked a couple hours each day, which allowed us to stay on top of things instead of coming back to a pile of work and our clients wouldn't have even known we were gone unless we actually get it from them.

Speaker 1 ([12:38](#)):

So we worked on site and you know, took our clients lighter right along there with us. So it was pretty magical from that perspective. Uh, my team had a great week and a half while I was gone. So I felt really in control of my business instead of my business feeling in control of me. And then on the back end we,

we did the road to HANA, which is a beautiful drive to and returns a 1200 plus journeys there and back. So I did that. I was awesome. We went on top of Mount Kilowatt and at the top of that mountain is one of the best observatories in the world. So fourth best place in the world to see the stars. So we went to the mountain at the during the day and saw how awesome it was, but then we went back down at a nice dinner and then we went back up and saw the stars at night.

Speaker 1 ([13:21](#)):

So that was pretty magical. We got to be in the ocean, we've got to see whales, you know, breaching and stuff like that. Walked on the beach pretty much everyday. Did some cliff diving. It was awesome man. And we got some really good RNR. The only, the only thing about Hawaii is that the time zone difference is pretty significant. So, you know, I wish it was Eastern time zone. It would be like the most perfect, perfect of all vacations. Uh, but there is some adjusting, you know, as you come back. So depending on where you're stationed, uh, it's a five hour time difference for Eastern time zone. And so that was, uh, an interesting thing to navigate in terms of I've never been enough five hour time difference, you know, it's three hours or an hour here or there or 12 hours altogether. So as a guy who seems to have a hack for almost everything, did you experiment with any, I don't know, uh, resources for jet lag?

Speaker 1 ([14:15](#)):

Cause I know that there's a bunch of philosophies about how to deal with that time change. Did you, do you play with any yeah. You know what, I, I do take a product, it's called sacred sleep. It's one of, it's one of the products that we, um, we promote and, and, and share with people because sleep is sacred. And you know, it has a combination of, you know, lemon balm, passionflower, you know, relaxing agents and certain supplements as well that help increase the conversion of serotonin into melatonin and provide the precursors for a good night's sleep. So that in combination with getting connected to the actual time zone itself, which is getting with nature,

Speaker 2 ([14:52](#)):

you know, watching the sunset, watching the sunrise, I mean, it's pretty easy ways to recalibrate. Oh, you're asleep. And it can happen very quickly. So I'm, I'm pretty good at recalibrating pretty quickly. I know some people can take some time. I have no problem falling asleep, so I can be like totally energized and ready to go. Or I can fall asleep in five minutes and that's maybe a gift or a curse. I don't know. But uh, I have no problem adjusting to times as long as it's, as long as you're controlling it. Yeah, exactly. No, no, I totally like, I can go take a nap right now and yeah. Oh, that's amazing. That's really cool. You know, I wanna I want to share a win with you Sachin that I've been talking. Yeah. So, all right, let's, let's back this up a little bit to create a little context.

Speaker 2 ([15:32](#)):

So a year ago or longer, that was when I originally started hearing about, or talking about the aura ring and paying attention to my sleep. Going back to our original conversation of, you know, when your body is in fight or flight, the parasympathetic nervous system, except you're all of that, right? Like how to get my body to calm down and I've been monitoring and measuring and playing with all different types of things over the past year to get to sleep. But something I think you'll appreciate, and it ties into what you just said about watching the sunrise and the sunset, I have noticed that look, well there's lots of things I think have made a difference. The blue blocking glasses, the CBD oils, the whatever to go to

sleep, right? Just turning off the TV, shutting down technology, et cetera. The thing that's made the biggest impact with my sleep, I would say two things.

Speaker 2 ([16:21](#)):

One is being in nature. Every time that I spent more time with my feet on the ground outside, uh, whether it was camping with my son or playing out back, you know, whatever, just in the yard that was [inaudible] difference maker when it came to falling asleep, being in nature, connecting to a natural circadian rhythm, right? Watching the sun slowly go down, you know, it was like a huge part of it. Yeah. In fact, arguably I would say that is the most significant piece. Second place would be of regular bedtime. Right. Getting to sleep at like the same time, trying to get asleep to the same time every night. When I'm consistent with that, when I'm in more of a ritual with that, I uh, my sleep is [inaudible] amazing. Yeah. Yeah. I w I would definitely agree. I mean, you know, when you surround yourself with in an environment that is heavily correlated to the natural cycles of that physical location, like no matter where you are in the country, you know, when you're in nature, everything around you is, is already coordinated with the rising and setting of the sun at that time. So immersing yourself in that environment, you'd be just become part of it. Yeah. So, you know, in some cultures I found this clinic kind of interesting. There is no word for insomnia. There no word for not paying. These problems don't actually exist. Oh man. Of course. People like us

Speaker 1 ([17:50](#)):

travel quite a bit, so we've got to adjust and retune. But being in nature, I would say 100% is, is the most effective way and natural way. And of course free

Speaker 2 ([18:00](#)):

better, right? Yeah, yeah, totally. That's a, isn't there a term forest bathing?

Speaker 1 ([18:06](#)):

Yup.

Speaker 2 ([18:07](#)):

Japanese term forest bathing. Yeah. That's really cool. Tell me about [inaudible]. I'm going to keep popping around here man because I get so excited talking to you. I want to like ask you all these different questions, but how are you a different man since our retreat last year? I mean it was almost almost a year ago that you were with us in Austin for the event. What's changed in your life man? How have you evolved as a human being? What? What have you read or learned that's been significant for you?

Speaker 1 ([18:37](#)):

Great question and I appreciate that. So when I came to the event I really realized somethings I was doing unconsciously and I went a lot deeper with them. So I'm always trying to pay as much attention to my son as possible. I'm trying to show him love as much as possible. And one thing that really stuck with me is to stop loving him to death, but really to love him to life and be that son for him, shine for him, and help him grow and breathe life into him and really get a keen idea of what he's interested in, what his gifts are, what his talents are. In fact, yesterday I went to go pick him up from his art class and his teacher, he was quite impressed. He's like, man, this guy has got a natural talent. You guys really need to double down on this.

Speaker 1 ([19:20](#)):

And he was like straight from the heart shooting me straight and saying, no, he's got a real gift that this. So helping my son express those gifts more greatly and you know, acknowledging those gifts because you know, when we were young, the thing that was emphasized was math and science and technology and computers and you know, the things that you know, certainly have benefited me to this day, but I have this void in me where art was not celebrated. [inaudible] music was not celebrated. And those are the things that I'm craving right now. So I spend a lot of money collecting art and valuing arts and going to museums and showing a fond appreciation for it. I love listening to music and now at 42 I'm like, man, I wish somebody celebrated some of these things in me or my parents model these things for us instead of just dropping us off to the class.

Speaker 1 ([20:06](#)):

Right. But being there right beside us and learning with us. So you know, these are the things that we're going to be celebrating a lot more with Devin as he matures and, and really helping him step into these gifts and acknowledging those gifts. And so yeah, my wife and I are really embracing that. I feel like my wife and I have also now 100% been working together since that trip. So before my wife would have a few days in the office and a few days at home and now she's 100% at home. So that's been an awesome shift for us. And it's cool because she's got her own office, I've got my own office and we'll get together for lunch or we'll take a break together or go for a walk together. So that's been very enlightening. And also since the retreat, I've been a 100% offering new programs online to the lay public.

Speaker 1 ([20:50](#)):

So instead of just working with clinicians one-on-one or in group settings, my wife and I are also now helping [inaudible] couples with their health and their wellness and you know, just trying to create model families through this process. So we, we've developed something called the living legacy where very similar to your mission, which is, you know, how do we get people to elevate themselves and create the amazing communities that we know the world needs now? Oh really? More than ever. And you know, travel, I keep a, I keep traveling and trying to spread this message all over the world. And I'm so glad that we have audiences like this that want to hear more about how to become the best version of themselves and use health as as one of those ways, but also our mindset, our behaviors, our actions and how we contribute back into society and yeah, so the mission keeps growing. The vision keeps continuing to grow. But the focus of family time. Yeah, something that I've really doubled down down since the event.

Speaker 2 ([21:42](#)):

So cool. I think you're in the right business though. Satch and also because first of all by your photograph, by your look, you look like you're 26 man. Like seriously dude, I think people just want to do whatever you're telling them cause you look like you're not aging at all, so something's working for you. Dude,

Speaker 1 ([22:01](#)):

we had a life insurance policy, blood work done yesterday and the lady that came, my yoga mats laying out there, my wife and I are blood pressure is like well within the normal range. Maybe on, maybe some of you might consider on the lower end because we're just so calm. We're just so chill and we work out of our home. We don't have a crazy commute, like everything's kind of pretty dialed in for us and she was like so impressed because when she goes to see people our age, they're on, you know, many

medications or kinds of things and so she was like, wow, this is actually good to see it in action. And of course that led to a conversation about functional medicine and she's like, why isn't all of healthcare like this? Yeah, no, we're trying to change that. It should be,

Speaker 2 ([22:40](#)):

they're going to pay you to ensure you love it, man. That's great. Let's go back a few steps. You mentioned working with your wife. You mentioned the new programs that you're putting out there for lack of a better question as a result of it. Tell me more about that. I, I wanna I want to travel down that road a little bit because clearly that not necessarily working with your wife relates to all guys on the show, but working with people, working out of your home, working in proximity to people you love and care about. I know there are a lot of guys that work with their spouses, even work with relatives, you know, my, well my sister and I worked together in front row foundation in on the charitable side of things. So I'm, I'm curious as to uh, what's there, what substances a part of that program. Just take us down that road a little bit.

Speaker 1 ([23:29](#)):

Sure. So, you know, my wife and I have had great success, you know, you know, working together really, you know, she was my first, I don't want to call her employee, but uh, she was the first person to kind of jump on board with the mission and you know, want to propagate it and move it forward. So, you know, coming full circle, one of the things that we realized is that, Hey, there's a lot that we've learned along the way that we can offer people that's actually not necessarily being offered in our core programs with our clinicians because our clinicians are running the clinical side. But nobody was really, you know, deepening the lifestyle side of the equation. And what we realized working with thousands of people, the people that get the best results are the ones that really, you know, dive all in are the ones that take full accountability are the ones that go into the program and make the lifestyle adjustments.

Speaker 1 ([24:16](#)):

And as we started launching this program where people could not work with my wife and I a little bit more one on one, and once we also started realizing the value that we have to offer into, you know, to our patients and to our community, we're like men, we should do more of this. And what we started doing is teaching people the essential pillars of being healthy. Kind of like almost like getting instructions for your body. So if you buy a plant from Ikea, there's going to be a little stick in it that says this is how much you water, this is how much sunlight it needs, this is where you should keep it, how big the pot should be. All that stuff is listed for you. And our body has kind of the same thing. There's certain non-negotiables. So we essentially created a program where we help people address some of the foundational issues or foundational aspects of getting healthy, so proper circadian rhythm, which is a proper sleep and wake cycle, balancing their blood sugars naturally, making sure they're getting enough phytonutrients in their diet and creating a meal plan that supports them with that intermittent fasting.

Speaker 1 ([25:15](#)):

We also talk about things like autonomic pairing and getting them to understand more about HRV. We train them on how to use HRV. So really all the things that we do in our own lives was not really being taught anywhere. So we started pulling that up and elevating it to the forefront because we realized that people who do this are going to be much less likely to need some of our, you know, in depth and more detailed clinical services. Yes, we're there if somebody needs them, but you know, what about people that are already healthy? What about someone like yourself who's already healthy but wants to

go to that next level? Who wants to get that extra five to 10% edge, you know, 5% living, 5% longer for example, is is four years of your life. So imagine that you know, living 1% longer is 292 days.

Speaker 1 ([26:01](#)):

So I think everyone would want to live anywhere from one to 5% longer. But those things start in your home. And so our mantra is health begins in your home. And really to be healthy, you've got to love yourself to life. And if we can teach people how to do that, we give them a fair chance to be healthy. If we look at the current health care crisis, it's not going to be more doctors helping more patients. It's actually going to be more patients becoming their own doctors. That's really the only solution. So what we also realized, you know, going through this journey, working with literally thousands of people over the years, is that the people that come and see us are very sick, which means that they've probably been sick for a very long time. And that's how the healthcare system is set up, is that got to break down in some way, shape or form.

Speaker 1 ([26:45](#)):

And then you go delegate your health to somebody else to fix it. Now that's great if we want to kind of keep modeling that into the future, but that's not the healthcare that I know you want for your voice. Right? I know it's not the healthcare that people want for their children. Anyone who's listening to this, and I knew it wasn't the care I wanted for my son, like I don't want him to get sick and then go see a functional medicine doctor, even if that doctor can help him, because the trajectory of his life that led him to that disease is what I'm more concerned about. Yeah. And that's the trajectory that I would have to teach him or would have to be modeled to him and he would probably model that to his children and grandchildren and so on and so forth. So to really break that cycle of what type of healthcare system we want, we've got to create it.

Speaker 1 ([27:26](#)):

It just doesn't exist. Right? So everyone's trying to fight the current system, fight the dogma. Well, why don't we just create a system that works and prove that people are willing to pay for it? That's it's way more cost effective and it actually produces the result that everybody wants for themselves, for their families, for their future generations. And let's bring that to the forefront. And so that's when my wife and I are doing. And so we call it a living legacy because you know why not live your legacy and share that beautiful life with your family while you're alive instead of leaving them a bunch of money that if they don't have their health is going to be useless to them. Right? So the real wealth is what we live, not what we leave behind. And so if we can have more precious moments with our kids, if we can have more energy, if we can be more focused, if we can be more present, well we can do that for one to 5% longer, which is up to four years. That's being very conservative then you know, why not do that? Why not start from the very beginning. We save, we tell people, Hey, you should start thinking about your finances as young as possible. Why not? Our health children are very smart and health is very simple so it doesn't have to be complicated to be healthy. So we teach, we teach families and we teach couples and even individuals how to do that and how to bring health into their homes instead of, you know, thinking that it starts in the hospital where it doesn't obviously. Yeah.

Speaker 2 ([28:43](#)):

All right guys, I want to take just a quick second to talk about something really important now and know you're listening to the show because you want to level up your game at home, but if you want to take the next step within front row dads, I want you to do something today which is text the words front row

dads to three one four six, six five one seven six, seven three separate words. Front row dads. It's not case sensitive. I want to send you a few things right away. First, I want to send you a recording from a masterclass that I recorded with my good friend and author of the miracle morning, Howe L rod. He's a father of two amazing human beings and we recorded a show called the five habits of a front row. Dad, I want to send that to you because I think it is well worth listening to.

Speaker 2 ([29:20](#)):

Second, I want to give you 45 minutes of a mindblowing conversation that I had with a woman named Kim and NAMI and the show is titled have better sex, hugely popular. This will rock your world and likely your spouses as well, but I want you to have access to this information. Number three, I want to give you access to 1300 other front row inside of our Facebook group where you can ask any question, share any win, and give any resource that you think would be valuable to the community. And lastly, I want to include you in one email I send out each week. It's short, it's to the point and I pull from my life experiences along with the insights for more than 135 members of our brotherhood. I want to give you the best of the best in each email, so all you have to do is just text the words front road ads to three one four six six five one seven six, seven and we will get you started today.

Speaker 2 ([30:13](#)):

As you share all that, the term that comes to mind is this getting in front of it concept or getting ahead of it. For me personally, you know, I've felt what it's like to be playing catch up with finances where you've got credit card debt and you're just, the momentum's against you. You know you're trying to pay it down. Interest is piling on more, more debt, but yet when you, I mean, and I'm stating the obvious, right? It's like when you have money, then money can make more money. All these things in life that I feel like I've suffered with, whether it's financially or with my business or with my health or whatever it is about getting in front of it. So much of the quantum leaps that I've been able to make personally have been when I stopped. Okay. I just stopped doing so much and then sat with the question of what would really getting in front of this look like?

Speaker 2 ([31:03](#)):

What would it take to get in front of that? No, and I can think of a hundred examples. I think about my buddy Tim who is a front row dad and in my band, you know, one of my core guys and he was like let's get together and talk about business and you know what the future of front row dads is gonna look like. And I'm looking at the calendar and I'm saying, I don't know that I have the time. He goes, well when do you want to make the time to figure out how to make more time, right? Like, cause at some point you just have to insert [inaudible] force that appointment in there to say, how do I create more breathing room here? And so much of it like when you're talking about that with health, it's not playing the game. Like I'm just going to burn the candle at both ends until I'm sick and then go to a doctor and hope they can fix it.

Speaker 2 ([31:45](#)):

But like really getting ahead of things with my health really thinking forward. So I just love that concept and I think it's something that a lot of high performers, they might be excellent at it, but they could also be caught in the business of performing every day and not getting enough retreat time, thinking time, silent time space to make those, you know, look at the calendar, look at the whole year and ask how to all the puzzle pieces fit together. He's taking the time to say who are you really? Right? What do you want in your life? What type of a lot of people build the business, right? Cause like we've got to go, go,

go. And it's like, but what type of business are you really building? Is this the business that five years from now you're going to be like, I don't want that business because we didn't think through all the moving parts. Yeah. You know, you bring up an excellent point and I love that. When are you going to make the time to figure out how to have more time? Yeah, it's very powerful and I love how that sits.

Speaker 1 ([32:40](#)):

So you know what, one thing that we teach the clients that we coach, and I'm sure it's echoed in, in this community many times over, is to build a business around the life you want, not to try to build a life around the business you want. Yeah. And one thing that taken that a little bit further is instead of building a business that people would want to pay for, build a life that people would want to pay for. Because that's very, very important. You know, if I'm buying somebody's business, I want to make sure that it's going to help me move all the facets of my life in the right direction, my relationships. You know, my finances, my contribution, my outreach, and you know, my ability to travel. All those things are things that I would want. But if all the business does is make me money, then that's all it does, right?

Speaker 1 ([33:24](#)):

So another thing that I tell my clients is if all you want to do is make \$1 million, then all you will do is make \$1 million. But if you want to actually make \$1 million or whatever that number is, whatever's comfortable and achievable for that person. But you've got to think about, Oh, how all the other areas of your life are being impacted as well. And if we don't acknowledge those areas, then they're kind of left a random chance. We're unconsciously developing and building those areas. So I would say, you know, really one of the great exercises that everyone can do is map out their perfect day. What does that look like? And you know, I bake a white space into my day every single day. Like, I don't start taking calls till 10 no matter what the circumstances on Tuesdays and Thursdays, you know those are my later start days.

Speaker 1 ([34:07](#)):

So those are free for white space. And then Mondays and Fridays you can't schedule with me unless I schedule with you. And one thing I learned over the past 12 months, certainly since the retreat is your yes is only as powerful as your no. So if you just say yes to everything, your yes has no value, but it's when you start saying no to things that your yes actually carries some weight. So think about that and you know, what are the things that you can say, you know, not now or you know, sometimes it's hard to say no, but you can always find a way to get that message across to somebody in a polite and gentle and empathetic way.

Speaker 2 ([34:41](#)):

On this topic of time, which I didn't see us going here, but rarely do I ever know where the show is going to take us. Do you find that time is just moving quicker? Does it feel like it's moving quicker? Well, let me add a little texture to that because maybe that's not a fair question. Maybe it's, I'm projecting my fears on to you in this question, but it's like I looked at, I was looking at pictures today. One of my buddies, wives birthday is coming up and I was looking at pictures, right? And I was going back all the way, 10 years, 12 years, right. I'm looking at these pictures and I'm like, wow, do like sometimes I look in the mirror and I go, I have an age today. Then I look at these pictures and I'm like, yes, I have. I clearly have, right? Like that is clearly a younger version of John. And then I look at my kids and I'm like, Oh my gosh. Like people always said it. They said it's going to go by so fast. Like cherish the moment

Speaker 1 ([35:29](#)):

[inaudible]

Speaker 2 ([35:30](#)):

I tried to, I feel like I've, I was present to that phrase. I said, I'm going to be present with my kids. I'm going to,

Speaker 1 ([35:37](#)):

and I think I did a relatively decent job.

Speaker 1 ([35:40](#)):

Yeah, no, I spent a lot of the last two decades of my life trying to speed things up and I feel like more, it's more important to me right now to be figuring out how to slow things down. I've never cared more about meditation or silence or a walk in the park because what I'm trying to do is slow things down. I love it that time flies when you're having fun and I don't necessarily want to have so much fun that it all flies by and I'm like blink and I'm like, I had a blast, but I didn't quite capture all that. There's a moment of balancing it where I almost want the slow again. I want to get back to those moments where I was like, Oh, this day is taking forever. Does that make sense? It totally does. So time flies under two circumstances.

Speaker 1 ([36:31](#)):

One, when we're distracted. Yeah, and too, when we can't take it all in because there's so much happening. Right. And when there's fun happening, there's like sounds, there's visuals, there's movement, there's all kinds of things that, you know, our body just has a hard time taking it all in. And that's where being able to be still is very important. So from the famous words of rom DAS be here now, right? And when we can be here now and need, we can be in that moment. The moment is infinite. The moment has infinite amounts of data that are present within it at any given moment. One of the ways that, you know, time seems to fly as if we're distracted and we lack focus or presence. And so just last week we had Tim Grover, he's one of my coaches for those of you who don't know, he was Michael Jordan's coach and actually Colby Brian's coach as well.

Speaker 1 ([37:20](#)):

And last week our conversation, you know, rightfully so was about Colby Bryant. And what he had was focused focus is what adds area under the curve of time. So if there's [inaudible] a lack of focus or a lot of distraction or just way too much going on and our senses are, you know, in a competitive state, then time's going to fly by. But when we have focus, then in five minutes you can accomplish quite a bit when you really think about it, if, if you're really focused and present. So the area under the curve is our focus time is going to continue to pass, but it's how much area we can put under the curve that really makes a big difference. [inaudible] there are times like, Hey, if you want time to slow down, drive from Toronto to Ohio, Cincinnati, Ohio, and you'll, you'll be begging for for time to fly by.

Speaker 1 ([38:08](#)):

So it's the context around what we think about something too. Yeah, absolutely. All right. Let me switch gears again with this question or maybe it keeps us on the same track is with your coaching, so we'll stay in the channel of this. Working with your wife, with this legacy of this building, the life that you're proud

of, that you want to have, right. What do you find is the blind spot for high performers? What do you see as like the common thread of [inaudible] Hey, working with all these high-performing families, people that want to make the most of their life? The common theme, if their challenge would be what? I think high-performers and just really, I mean anyone that we speak to, I feel like they over-schedule themselves. Yeah. And I feel like they're trying to do too much all at once. So they spread themselves way too thin.

Speaker 1 ([39:02](#)):

Yeah. And they don't realize until sometimes it's too late. That money can't buy time. No matter how much of it you make it. You could have billions of dollars. They can't buy back even a single second. And so that was a big revelation for me, just, you know, a few years ago because I could have taken a completely different direction with my business and just kept growing it, scaling it, growing and scaling it. And then I realize it, no, I want a life that somebody would trade for not a bank account. Somebody would trade for because, and you can have both. You never want to build one that compromises the other. And so a lot of times in our less mature years in our twenties and thirties we feel the societal pressure that we've got to, you know, you know, go, go, go and run, run, run and push, push, push.

Speaker 1 ([39:44](#)):

And I feel like in my forties I've kind of become more mature and wise to actually be a little bit more careful with, with what I focus on and what I say yes to and what I say no to. And really sit with what are my values, what do I want to be remembered for and how do I wanna live my life not 10 years from now, but how do I wanna live it now? Because tomorrow is a promise to us, right? And Steve jobs, obviously when he was facing his mortality, he had that revelation. And I don't want to have that revelation. And when I'm facing my mortality, I want to recognize that none of us are promised next week. None of our are promise next year. So what can we do now to be the best version of ourselves and just continue to plug away at that and build a remarkable life?

Speaker 1 ([40:28](#)):

Because there are certain things that make money worthless, right? Some people are so poor, all they have is money, but how can we create a life where there's more to it than that? There's more richness in that. Some people are so poor, all they have is money. Wow. I love that. That's not my original. I don't know where I, Les Brown said that and he quoted somebody else, so I just want to give full credit. But that is a powerful quote. Like it's a, it's like damn, like that makes so said someone. Someone, yeah. Yeah. That's interesting, man. I, I really worked this last year to focus your right, to choose the path and to be really intentional. One of the big aha that I had this last year was that my life isn't lived on my list, right? Or my inbox, but that my life is lived on my calendar and that whenever I would get really intimidated by a long to do list by a long wishlist of things that I wanted, right.

Speaker 1 ([41:26](#)):

What really brought a lot of peace to my world was saying, look, that list could be a mile long, but what I really need to figure out is what does that calendar going to look like? Like I don't want to pay attention to that list. I want to pay attention to what's going to fit into the hours of my day. I became obsessed with that piece of it, even to the point where I would like, I wouldn't just schedule on the calendar for what was about to happen, but like what did happen, I realized there are many forms of journaling. A journal in my, my early twenties was a, you know, eight by 10 paper book that had to be written in a

way that one day somebody would find it like he was brilliant. And now I realize that journaling shows up in lots of different ways.

Speaker 1 ([42:09](#)):

My calendar is a journal of my life. And so I started going back to the end of each day and adding in, Hey, there was an hour of thinking time. It wasn't scheduled, but there it was. And there was an hour of like somebody called me and I answered the phone and we talked for an hour and it was shooting the shit with so and so. Right. And I started looking at what my life was really unfolding as and what I wanted it to look like. And like you said, scheduling free time into the calendar, the greatest gift in the last couple of years, you know, planning to have time and space for whatever, let me be in the moment of the day. Oh. Which was good. I also realized that how precious all the time was, right. So my list made me feel like I'm going to do it all. I mean, I'd look at my counter go, no I'm not.

Speaker 1 ([42:54](#)):

I'm going to like block out three or four chunks of time throughout the week and make it happen. Yeah, I love it, man. How do you know Sachin when you're in balance or out of balance? Like how do you know when you're spending enough time with your family and when you're not and how are you measuring that? Like what's your feedback loop on that process of when you're saying enough? Yes, it is and enough knows that actually gives me something to think about. I don't think I have like a, a quantifiable measurable way aside from how I feel. And that's obviously super subjective. Probably one of my internal metrics is, you know, how much focus time, one on one time undistracted time. Am I spending with my family? Yeah. You know, and how much and when I'm there, what's competing for my attention, I might be able to compartmentalize it and actually be in that moment.

Speaker 1 ([43:45](#)):

And so one thing that's really helped us is chanting and praying together. And so we're all in that moment. We're all present and it's, it's a way for us to kind of connect on a spiritual level as well. So that's one thing that I can use as a, as a metric is how much time are we not spending together? But how much time are we actually doing something together? But I'm gonna have to keep track of that. I, I love the idea of going back and filling in your calendar. We actually had our whole team do a time study recently and a time study is where you document every 15 minutes of your life. And it's quite interesting because you see where, you know, where there's opportunity to improve and you know, if you're over-scheduled or under scheduled or if you're distracted and what's competing for your attention. I thought that was a very powerful exercise. And I know you're [inaudible], you're probably familiar with Alex Charfen, so that's an exercise that he has a lot of his clients do, is his really become hyper aware of where their time is going and what they're spending it doing and how productive it is.

Speaker 2 ([44:40](#)):

Yeah, yeah, exactly. Oh, that's cool. Yeah, he's a, he's a local Austin. I hear you were just here, weren't you?

Speaker 1 ([44:47](#)):

I was, I was there for a very in and out visit and uh, it was, I didn't get to do much, but it's all your posts. You're like, Hey, what would you recommend for a guy to be in bed by 10? Kind of laid it all out there and inter know happily married male introvert that eats healthy. What's, what did you end up doing? What was the I went to this, I made a mistake. I went to this like turned out to be a hole in the wall Thai

place near the college. Yeah. And I had a shitty meal. So regret that I should have not followed the advice that I took, but Hey, it was fun and, and uh, I lived to tell the tale. There you go man.

Speaker 2 ([45:28](#)):

Well, uh, they look forward to having you back in Austin. We'd love to, Romans would love to host you sometime such, and this has been great, man. I, uh, I want to honor the clock and I realized that in the spirit of a big part of this conversation being around our time and what we're doing with it and how to make the most of it, how to extend it perhaps in a quality way. I really want to thank you for yours that you shared with us today. The time that you've given always, man, such a fun conversation. I just love who you are and how you show up in the world and I'm such a fan. I would point anybody to your work to connect with you, to learn with you and from you. Yeah, and I also want to thank you and for all the guys out there listening that are part of front row dads as a member, uh, you know that we have these monthly training calls and on Sachin's going to be with us for our April call April 16th.

Speaker 2 ([46:16](#)):

So I'm excited about that. For all the guys out there, Mark your calendars, you'll probably get an invite from our group, from our team, but we're going to be doing Q and a and talking about anything and everything that we want to talk about with Sacha. And so it's going to be a great conversation there and such an anything else that you wanted to say? Anything, any invites, by the way, if there's anything you want to tell the guys that's going on a link that they might want to go check out a resource, anything to just the floor is yours to just say whatever's on your heart.

Speaker 1 ([46:42](#)):

Thanks brother. I appreciate that. I, I want to start off by saying thank you and you know, not just you John, but also to all the front row dads that are out there making the world a better place. We play a very important role in society and I love the John's leading the charge and leading by example. So thank you. I look forward to our talk in April and uh, excited to share more of what I'm learning and, and I'm here to learn as well. So I've learned a lot during this conversation. I was actually taking notes while you were talking. So I appreciate the upward spiral that we can create when we both get together. It's not even giving and taking, it's, it's really like growing together. So I love that. And you know, I look, look forward to deepening our relationship and coming back to Austin. I'll call you next time. My schedule was really tight and I hate putting people on the spot.

Speaker 1 ([47:27](#)):

I can only meet at a certain time and then they, you know, it puts them in an awkward position. So next time I'm going to plan to spend a couple of days there and we'll hang out and I'll bring depo with me as well so we can hang out with the family. The other thing I'll say is I always tell people to start in our 30 day program, it's absolutely free. It's called 30 ways in 30 days and the link is 30 in thirty.org it's a way for you to get 30 of our best tips and really start your personal health and spiritual and growth journey. So thanks. I appreciate that and the part to anyone who joins and we're happy to support you. Yeah, guys, definitely go back one more plug for this previous episode up@numbersixtyforyoucangetitatfrontrowdads.com or anywhere where podcasts are put out was called how every dad can decrease stress and live longer.

Speaker 1 ([48:13](#)):

I think it was an hour and 40 minutes. Um, it was a, it was the recording from our conversation at dad's retreat, which was absolutely awesome. So everybody should go back and check that out. Yeah. And then go check out Sachin's work. We'll put all the links up front row dads again and if you need something guys just reach out to me and I can, I can help connect you wherever you need to be. So Sachin, thanks again man. I hope you have an amazing week ahead and loved our conversation. Appreciate you and look forward to more. Thanks brother. Love you, appreciate you and keep up the great work.

Speaker 2 ([48:47](#)):

Hey guys, if you haven't already done so, go right now to [front row dads.com/facebook](http://frontrowdads.com/facebook) and join the conversation that's happening right now on line. We designed this group for guys who are entrepreneurial in their thinking that are high performing guys with low egos. We're looking for the dads that believe in teaching their kids how to think, solve problems and be real leaders. We're looking for guys who believe in being family, men with businesses, not businessmen with families. We're looking for the fathers who have great knowledge but also believe that they have so much more to learn and we're looking for men who want to add value by sharing their wisdom and those that are willing to ask the questions that we all need and want answers to. That's [front row dads.com/facebook](http://frontrowdads.com/facebook) or simply go to Facebook, type in front row dads and you'll get to our group and what we put in there links to all the podcasts and videos and other resources that you can't get access to anywhere else except for in this group. We want to give you the best ideas to help you with your marriage, balancing work and family life communication strategies with your spouse and also your children, travel ideas and even suggestions on the latest gear. That would save you time and help you be more effective. We've got updates on upcoming events and so much more. Go right now to [front row dads.com/facebook](http://frontrowdads.com/facebook) and join the conversation. I'll look forward to connecting with you there. [inaudible].