

Rebellious Wellness ^{over} 50

Power Up Your Sobriety with CBD



Episode 65: Power Up Your Sobriety with CBD - with Thomas White

Gregory Anne: Welcome back everybody. Today is a really interesting conversation. One we haven't touched on in about a year, C B D for healthy aging and for recovery support. My guest today is Thomas White, who owns a company called Exact Nature.

Thomas. Thank you for being here.

Thomas White: Greg. It's my pleasure. Thank you so much for having me.

Gregory Anne: You're welcome. Your slant, if you will, your positioning, and your experience with C B D is that it can help people who are in recovery, struggling with

addiction. And we're gonna talk about the different ways that that could be for somebody including opioid addiction.

And I wanted to have that here, cuz I know I have lots of sober curious people that this could be a first step for. I have lots of people who are in recovery. Maybe they would like a little bit extra support. So why don't you tell us about how you came to this idea of using CBD this way.

Thomas White: So my background is marketing. I have been a chief marketing officer for a number of organizations. I now live in Wells, Maine. Before moving back to Maine, I lived in Reno, Nevada for six years. My next door neighbors in Reno were the Perri's, and the Perri's owned something called PNX botanicals.

And they were the first processors and suppliers of CBD in the state of Nevada. So they're highly regarded in the CBD industry and through the Perri's I came to find out more about CBD. They didn't know that I was in addiction recovery. I've been in addiction recovery for 13 years. But with them, I had all kinds of questions.

I asked them about depression and anxiety, use of CBD for that, because I did admit to them at that point that I had depression. And, for your listeners, when my active addiction moved out, depression moved in. I had prescription medication for that for about 10 years. And it worked until it stopped.

And then I just didn't want to go through that back and forth or trying to figure out what the right medicine would be. So, I stopped and since then I had been taking CBD solely for my depression. So, with the Perri's I talked about depression, anxiety. And then I asked them about CBD use and its help with people with addiction issues or even just substance abuse issues. And boy, when I asked them about that, they lit up and they said they just had two or three very good examples of friends that had addiction issues that they had given their CBD to cuz they can't sell at retail level.

So that really piqued my interest. I did two or three months of heavy research into this and I came to my own conclusion that yes, CBD can play a very important role in helping people get sober. And not only get sober by curbing addictive cravings, but help them once they're in sobriety with depression, anxiety, generally mood issues. That can help with sleep.

Some other other issues that your audience might also be interested in that is pain management and general wellness.

So, I got interested in this. I left my marketing job in higher education. Started this company. I set out to start a couple years ago. And we launched operations in January of 2021. And so far we've had sales in every state.

We've had a very high retention rate of customers. So a repeat purchase rate among our among our customer base. So we know we're reaching the right audiences and we know it's working for them because they're buying repeatedly.

Gregory Anne: That's great. And you started in 2020, you said?

Thomas White: 20 21 we started putting it together in 2020. That's when I did the research and talked to formulators. Our products take CBD and surround the C B D depending on the issue that is aimed towards. And we offer all natural ingredients that surround that CBD to help with these particular issues of curbing addictive cravings, mood, sleep.

Gregory Anne: Sleep, must be, I'm guessing a real issue for people that are struggling with sobriety. I like wine and there are times when I don't drink wine, but I never fall asleep as fast on those nights. I figured maybe it's the wine

and that's a good thing. But of course, it's not really a good thing. I would imagine if you're day after day I have to do this, I have to do this, it would be helpful to have some kind of sleep enhancement.

Thomas White: That's right. We have found that it helps a lot of our customers get sleep because there's a certain amount of anxiety as you could imagine, associated with just quitting drinking or quitting doing drugs, those kinds of things.

So it tamps down that anxiety and relaxes our mind, helps us find better sleep.

Gregory Anne: Mm-hmm and you talk about you wrap the CBD in something. What? Explain that.

Thomas White: We have we have a number of products, but three primary product lines. One is called detox. And these three product lines come in a capsule.

They come in a tincture of CBD oil and then a drink power. So detox is aimed at helping tamp down addictive cravings. So we take the CBD and put around it some amino acids that have been long, been used to help with this. We use something called well, we use Kudzu root because Kudzu root has been used by the Chinese and American Indians for hundreds of years to curb addictive cravings.

So we have a complete ingredient lists on our website but that's an example of what we do. In the oils, we use essential oils and Moringa oil for the detox. So the same with our second product line, which is serenity. The capsules and the powders both have ashwaganda and a number of other ingredients that have long been helped to provide calm and focus.

All of our products are proprietarily formulated. We did not take somebody else's formula, nor has anybody taken our formula, nor would we permit that because we put a lot of time and attention into creating these products that help with these issues. Curbing addictive cravings, mood, focus, depression, anxiety, and then better sleep.

So on sleep, the same kind of thing. We take melatonin and Chamomile and put those in the capsules. All of our products are natural. And there's no downside to taking these. They're not addictive. I should also mention that none of our products contain THC.

So CBD runs the spectrum from full spectrum, which is the CBD and all of the cannabinoids that come from the hemp plant, which is where most CBD comes from.

And then you have CBD isolate, which is only CBD. I'm not a fan of CBD isolate. I much prefer broad spectrum or full spectrum. Ours is broad spectrum, which means it has all of those cannabinoids. There are 113 of them, as well as terpenes and flavanoids that come in there without the THC. So it is everything, but the THC and for our audience, we don't want to have the THC in there.

I'm not against that because CBD by law cannot have more than 0.3% THC in them. So no CBD should have enough THC in it to intoxicate you at all. But we don't have any THC in our products.

Gregory Anne: Let's talk about a little bit generally about CBD. Before we got online, you said that it helps with aging. So how is CBD a health product for us?

Thomas White: Well, there are lots of ways that it helps with general wellness. It certainly helps as we've talked about, depression. The number one reason that people seek out CBD and about 14% of adult Americans use CBD now, they use it for anxiety, stress, sleep and general wellness. For general wellness, it helps with mood. But it helps also with neuroprotection. Your overall wellbeing just help you feel better.

That's what I was referring to really is just how it helps you lighten the load.

Mm-hmm I drink coffee. I'm not a huge coffee drinker, but occasionally I'll drink a cup of coffee and it'll hit me just right. It'll give me the energy that I'm looking for and the focus and so on.

That's generally how CBD will work. It just brings bit of energy to life.

Gregory Anne: And what about pain relief? That's what I've first heard about CBD pain.

Thomas White: That's right. It helps with pain relief. It helps with inflammation.

So primarily it helps pain through the reduction of inflammation in the body. So you're exactly right.

Gregory Anne: Are you looking to expand your line with any topical products?

Thomas White: Yes. We've already tested products. You put it on aches and pains. And that is something that introduces a lot of people to C B D because there's little risk, right?

You take some cream and rub it on a sore elbow or something like that. And you realize that wow, this stuff works and it just kind of opens your mind to the possibility of this. Having said that, a cream works the same way as an ingested capsule works. It works through something called the endocannabinoid system which is a system of neurotransmitters that run from your brain throughout your body.

That gets out of whack. Taking CBD helps put that back in balance and thereby putting your body back in in balance. So yes. Good question. We, we will be introducing that this summer.

Gregory Anne: Mm-hmm I, I asked because on your website, I noticed you didn't have a topical, but then also I know that it's popular in shampoo, facial products, all kinds. So, you know, CBD seems to be in everything.

Thomas White: Yes.

Gregory Anne: Do you think that it's possible that it would actually still have potency as a soap or a face wash cream?

Thomas White: Well, it enters your bloodstream through your skin. So as long as it gets into your bloodstream, it will work.

I don't know that that's the most efficient way to get it into your bloodstream. And you're right. we don't have those products.

We don't sell CBD gummies but I know that the number one selling CBD product is CBD gummies. I'm not a fan of CBD gummies because I think it dilutes the effect of C B D. Because we're dealing with people that have substance abuse issues or substance overuse issues I don't wanna mess around.

I want to get that CBD their very best chance of working. All of our products have a significant amount of CBD in them. So we want to keep the amount of CBD in each of these products high, so they can get into the system and that can have every chance of working.

I don't want somebody to take a CBD gummy thinking that this will help them in their fight against substance, overuse , or abuse. I think our other products, capsules and oils, and even our drink powders are a better way to get CBD into your system.

Gregory Anne: I was interested in the topical because I'm on a mini mission. I don't know what I can do to help change the way painkillers are dispensed for most people. But I have had experience with prescription pain, topical creams and gels as has my husband who had knee replacement surgery. And it is equally as effective.

I mean, I've never stood these up against CBD. I'm just saying, in terms of giving people pain relief, that they don't have to take through a prescription medication. It just drives me crazy that there isn't more of that available to people.

And I guess it's just because the pharmaceutical companies don't want to it, maybe the pills make them more money. I don't know. So I'm saying if CBD works and that's something that people can easily get, no prescription no nothing, then I'm all for it because it avoids all of that potential for addiction.

You can't get addicted through your knee if you're putting cream on .

Thomas White: That's right. And the FDA has approved CBD. They're looking into it and they've approved clinical trials for CBD to use as an ingestible to help with people that suffer from opioid addictions. And boy, if it can help with somebody with a powerful addiction like opioids, it's helpful, very good stuff.

Gregory Anne: Oh my gosh. Yeah. I mean, hundreds of thousands of people.

Thomas White: That's right. And with the topicals, it works the same way. So as I said earlier, if a CBD cream is somebody's entree to CBD more broadly speaking. That's wonderful. It will open their minds of my role is to destigmatize and to demystify C B D cuz there's still a lot of misunderstanding about it.

People very closely associate it with marijuana. Cannabis, the cannabis plant produces two cousins. If you will. One is marijuana, which is very low in CBD, very high in THC. That's not what we want. The other cousin is hemp, which is very high in CBD and very low in THC.

That's what we want. So we are too often, too closely associated with marijuana that people are reluctant and understandably so to try CBD because they fear the intoxicating effects that might come from that.

Gregory Anne: I know two sets of people, people that never did any kind of drugs when they were younger.

They don't know what they're getting into and worried about that effect. Right. And people that used to smoke pot and now are like, Eew I don't want that anymore. There's the middle, which is you don't have to have tried it. It's a different experience. There's no experience like getting high when you take CBD. None, right?

Thomas White: No, it's non intoxicating. Full spectrum CBD is what I always recommend because CBD and all the cannabinoids, flavonoids, and terpenes that go with it, create something or produce something called the entourage effect. And that is the synergies that these things have with the body. So, to remove that as does CBD isolate you eliminate the chance for all of these very positive productive synergistic interactions with the body.

You don't want that. We don't understand all of this fully. But one reason that the FDA has not clamped down on CBD sales is cuz they see a lot of good that CBD is doing nationally. This is one case where the use of CBD. Where the use of a product like C, B D is outpacing the research

And one reason the FDA has been willing to go along with this is because they are seeing firsthand the positive results that come that come from this.

Gregory Anne: Let's talk about the people that are not in recovery or feeling the need. They don't have an addiction, but they have an overuse, or maybe for drinkers,

they're sober, curious. Would you suggest that CBD might help them take the edge off so to speak, if they're committed to changing the way they do booze or

anything else?

Thomas White: Yes, absolutely. For people that have been long time Alcoholics or, in heavy .Addiction for a long, a long time, CBD will help but it has to be part of a toolkit. It'll be one tool in that toolkit .People that just want to curb their drinking and overuse, maybe they're drinking too much

and as you suggest. Those are people that we can really help people. I think a big portion of our customer base are those sober curious people that just find themselves, maybe mothers with young children are good example of our customers who just find themselves reaching for a glass or two of wine, every weeknight or every night of the week, they just find themselves getting a little too close and want to curb their use and want a little bit of help doing that.

And what I always say to the people, if you're sober curious, then yes, these products will definitely help, but there are very few people that these products will not help. There is no downside to using these products, cuz they just put your body back in balance. And everybody's endocannabinoids system gets a bit depleted.

So everybody can use a little bit of a replenishment of those endocannabinoids in their system. So if it's substance overuse, yeah, it will help. I feel very confident in saying that. But also if people are just trying to curb their use, just trying to feel better then it's going to help.

We have been in business for 15 months right now. We offer a money back guarantee to anybody that buys our products and doesn't have success with our products. In a year and a half we have given one money back guarantee. So I'm not suggesting that everybody that takes our products is going to be cured of their addiction.

I'm not suggesting that at all. But what I'm very confident is that everybody that has taken our products has said. I'm still have this issue of over drinking and doing this or that, but I do feel better. And just by feeling better, I'm less likely to seek out some of those other crutches.

Gregory Anne: I mentioned to you again, before we got online about my aunt in Mexico. Who lost her spouse. She's now living alone in Mexico. She was at the time of, I guess, 85, 86. She's about to be 90. And somebody said you should really try CBD for your back pain for your sadness, anxiety. And she also liked to drink wine.

And she said to me, one day we were on Skype you know, the CBD has definitely helped with my anxiety levels. I sleep better but I don't really crave wine as much. Do you think that could be it? So we started doing some research and indeed, that was one of the things. So to your point for the people that are looking for doing a little bit less of whatever it is they do,

it might be the first, the bridge.

Thomas White: Right. You're exactly right. What we think is, that again, working through the endocannabinoid system, that it breaks the psychological bridge that we have with some of these substances. And it helps minimize the visual cues that prompt us to seek out some of these substances and thereby just reducing our need for those kinds of things.

Thank you for bringing that up. That's a story that's fairly common. No, it's very common in my world.

Gregory Anne: That's interesting. So on your website, you've lots of great information on your products, of course. But you take your customer service to a level that some companies either don't or can't, cuz they're too big, but you were telling me that you actually write a personal email to people when they buy your product and you guys will answer the phone if they have questions?

Thomas White: Yes. Absolutely that is at the foundation of our business. Because I bring a lot of empathy to people that are facing addiction issues. So I thank them for their business and thank them for their purchase. I offer to answer any questions about CBD that they have and they don't have to go through me.

You can find the answers on the website, but I offered to answer any questions about CBD or addiction that they might have. And a lot of people take me up on that. They will share with me the struggles that they face.

And a lot of times their struggles are just beginning addressing these struggles. Other times they're along in their success. I spoke to somebody via email last week, that is 137 days into recovery. And so I can't wait. I'll check back with her in a month. And I don't wanna embarrass anybody if they don't keep their sobriety intact, but I want to let them know that I'm rooting for them.

The reason that I am so customer service oriented, because anybody that's been in the rooms of AA will know that we always say the newcomer is the most important person in the room. All of us that have some time under our belts, we want them to succeed and if they don't succeed and they relapse, well, we just want them to come back.

You know, when I first got sober, 13 years ago, I went to rehab and I think that I was one of those people that needed to go to rehab. I definitely needed to go to rehab. What I'm saying is I don't think that I could have done it on my own. So I went to rehab and even after rehab in that year following, I relapsed five or six times.

But what I was seeing was that I was learning to put some time together, a few days or few weeks, and eventually a few months of abstinence that I wasn't drinking. And alcoholism was my primary issue but I am a full blown addict in all the other sense is just because alcohol's so readily available and socially acceptable, right?

So for a year I relapsed a few times, but I was getting it. So now at this point in time, I've had 13 years without a drop of any kind of alcohol. I just can never drink again. My brain is wired such that it's not something I can do. We always say in the rooms of AA and I think it's a good analogy is that if you're

Allergic to shrimp, you just avoid shrimp. Right? So I'm allergic to alcohol. I can either feel bad about that or I can move on with my life, which is what I've done. On occasion, I miss it, but not very often.

Having said that I am dealing with some of the detritus that comes with some of those years of abuse. I mentioned depression. It has helped with the depression that came in when my active addiction and alcoholism moved out.

That's why I take it. That's the issue that I need help with now.

Gregory Anne: Congratulations on 13 years.

Thomas White: Thank you. I never take that lightly. But I also realized that we just have to one day at a time, and there, but for the grace of God go I. Those people that are still suffering that's, that's who we want to reach and get into those conversations with.

And that is by far the most gratifying part of my job.

Gregory Anne: I'll bet. I wanna go back to the opioid crisis. And you said that the FDA is considering CBD as a treatment or something?

Thomas White: They have approved it for a clinical trial.

Gregory Anne: A clinical trial. Okay. Yes. Cause I was thinking even for those who were not going to die, The people who are struggling for a long time whose lives get totally trashed and upended. If we can prevent that from happening, that's another win. Yes. On top of saving lives.

Thomas White: So Exact Nature, I co-founded this with my young son, who's 23 and has suffered from some addiction issues and he went to some rehabs and, and did pretty well. He kept relapsing but he was finding his footing, but a number of years ago now, six years this June

he lost his very best friend to an opioid addiction, an opioid overdose. And two weeks ago I heard from a customer who was facing some addiction issues of her own, some alcoholism. But she told me in her email that she has a young son that has been smoking Oxycontin.

Honestly, I didn't even know you could smoke Oxycontin, but if there's a way to get a substance into our systems, we addicts will find a way to do that. And so at that time, I offered to put her son in contact with my son, Dan, he's wise beyond his years on a lot of these issues.

And sees friends of his struggling with some of these issues. So yes, that may be the area in which I'm most encouraged about CBD use. Some of the success that they've seen with CBD for opioid overuse, abuse, and addiction, because the CBD helps with the addiction part of it, the attraction to these things, but it also helps with the pain management.

So if you eliminate that reason for seeking these things out, then it can help at a number of other levels.

Gregory Anne: Yeah. I hadn't even thought of that for the pain. I'm so used to hearing about it as a recreational, you know, kids that people do it, but then I forget that most of it starts with a prescription.

Right. It's just how interesting this opioid crisis was because the prescription started out. Well, right. It was a good cause, right. To help people. And the time release was a good thing, but then that, and then doctors started giving it just, it made me crazy how it was just everything lined up for the poor, poor people on the end with a pain issue to keep having too much.

Yes. And where could that have been broken? And we didn't see it in time. There was just this network of possibility, whether it's health or ill health, there's always a network of possibility. So I love what you are doing to help break the chain or the relational way that those things

add up to addiction.

Thomas White: Yeah. And addiction doesn't discriminate, right?

It can happen to any of us and no matter your profession, to surgeons and brick layers, it just doesn't matter. Addiction affects us all. But like when you said being a chef, well there are professions that put us more in front of those kinds of things, we're more susceptible to some of those issues.

Some people with that heavy addiction gene I never wanted to curtail it. I never wanted to stop. I sought it out and all its adventure and everything that came with it.

Gregory Anne: I, honestly think I came in with this rebel, which is why it's rebellious wellness, this rebellious spirit. Risk taking was my thing. I needed to have the excitement of whatever came along. But then I there's just something in me. Same with cigarettes.

I was smoking, I kept getting sick. I said, all right, I gotta stop. And that was it. So I have something in me that when I acknowledge it's enough, that spirit or whatever it is, divine help comes in and is there for me. What you said about when you were in early recovery, You relapsed and you relapsed, but every single time you came back, you realized you had learned something or you started to feel your feet more firmly on a foundation.

And I think sometimes people, we beat ourselves up so badly when we do something out of our commitment. My commitment is to not drink or my commitment is to stop doing opioids every day but then if we do them, all we can think about is how bad we are, how inept we are, and that is, that's diminishing.

And I think your way is right. Recognize every little tiny thing that you didn't do, or you did better.

Thomas White: You are so right. I used to live in the Washington DC area. and at the time I used to take the team that I managed bowling. And at the same time, there was a TV commercial on that.

It was for a local bowling center. And the tagline was "when was the last time somebody cheered for you?" And I love that tagline because that's the way I feel AA is because if you go into AA or into NA or to CA cocaine anonymous, You go into a room of people where everybody is rooting for you, right?

They want you to succeed. There's some amount of tenuousness to our own recovery. And so by seeing somebody else the throes of an addiction and knowing that we can help them, that helps us all stay sober. For some reason, I think about it often, but when is the last time somebody cheered for you?

And I'm not here to come, to advocate for AA and NA I love it. I think it's a very good thing, but not everybody agrees with me on that and that I'm not trying to convince anybody of that. But what I'm saying is my experience has been that, and my experience now is over 13 years and, and that I have seen a lot of

good things come from the comradery that happens in the rooms and what I say is definitely true in that everybody in that room is rooting for you.

Gregory Anne: It is a good thing. So now that we've solved the problems of the world back to your business. You said that you were going to offer my listeners a 20% discount on products.

Thomas White: Yes. R w 20 rebellious wellness, 20 R w 20. So capital R w 20.

And they will get a 20% discount on their order.

Gregory Anne: That's great. I really appreciate that.

Thomas White: And if they continue to order, then I'm gonna continue to, to honor that.

Gregory Anne: Oh, that's awfully nice of you. That's really good of you.

Thomas White: I want people to try these products and then I want people to use these products.

The thing about C B D is it works best over time with consistent use. So for me, for instance, I take C, B D with we have a another product that we offer is boost. It's a coffee additive. So I take boost with my coffee in the morning. I take our drink power in my water bottle and I sip it throughout the day and then I take a Z capsule at night before I go to bed.

So I take a lot of CBD and there's no downside to doing that. So, if this discount is going to help people try these products and to enjoy the benefits of these products that's what I wanna do. Before we got on air, we were talking. And I know that you wonder about the taste?

Yes. The taste of CBD and certainly in the capsule, it's more or less tasteless so that you won't find that. The oils, we put a touch of sweetener in there and a touch of flavor in there. So the CBD oils are actually quite, I find them quite nice. They're pleasant.

They're not strong. They're not overly this or that. What we want people to do. And the oils is to take them under their tongue sublingually and what I try to get people to do is if they put under their tongue and just let it naturally find their way down your throat, into your stomach and blood system, that's the best way to do it.

If you swallow it's not gonna hurt anything. Certainly, but you won't get quite as much into your system. Then the C B D powders. I am certainly biased on this, but I love them. And having said that, No customer will ever try these products and love them from the start.

So I I'm not suggesting they taste like Kool-Aid or something. They don't, but we do put flavor in them, pomegranate and key lime. And so they're pleasant. And I always feel, for me, it helps a lot with focus and it helps a lot with mood.

So that's why I do it. I put a packet of this in 500 milliliter of water, and just sip on it. And I take, a couple hours to drink this water bottle's worth, but it really does make me feel better. It's not it's not just psychological.

So for your listeners, the point that I want to impart with them is have an open mind about CBD. The only thing I would caution is that all C B D is not created equally, and

In fact it is created equally, but not all CBD suppliers are created equally.

So when you buy CBD, if, if possible check the certificate of analysis that goes with the products, cuz that shows you what the breakdown is. So for our, our products, it will show you all that list of ingredients that we have in there.

It'll show you how much is in each capsule and in powder and so forth. But the disreputable CBD suppliers in the industry do none of us a service. They do us a great disservice because by not providing pure Premium quality CBD then people might by take these. They might not realize the benefits that they can realize with premium quality CBD.

So if they, if they buy from Exact Nature, I can guarantee our products are well made. Coming up on a year and a half in business, there are some certain things I would change for sure, but I wouldn't change the products in any way. We nailed it. I as I mentioned earlier, of, of all the sales we've had, we've had one request for money back guarantee, and that was for a mild case of diarrhea.

And I gladly refunded the money. It's kind of a pill to make life better.

Gregory Anne: We can all use that these days, I think.

Thomas White: Yeah, I think so.

And my theory is that 10 to 15 years from now CBD will be as common as aspirin. It's just because there's no downside to it. What I'm hoping for in my own products and for everybody , that enjoys the use of CBD is I want the price to come down. So that will make it a little more accessible.

Gregory Anne: Yeah. And I would say to your point about reputable companies and disreputable companies, I often these days go to a product page looking for what the customers have said, and most companies will just let the comments come in and you'll see that some people are disappointed but you have only good ones.

So I don't know whether you're curating, but you've got an amazing amount of testimonials. So you can hear from all different age people too, you don't just have people my listeners age, you have young people on there, like you said, moms with young children.

Thomas White: We're not curating, but what we are doing is the people that we know that are having particularly good experiences we're trying to, to encourage them to, to speak up about this.

Sometimes they take a little more encouragement than somebody that might have a good results with a sunscreen or something of that sort.

Gregory Anne: Well, you've certainly got a good number of them there and so exact nature.com for my listeners who won't see the podcast page. This has been Thomas White founder. And are you president, are you CEO? What's your.

Thomas White: Yeah, whatever, I guess. Yeah. It's a small company .

My aim isn't to sell CBD for your tennis elbow or for your favorite pet. My aim, and it will not change, is to sell CBD for people that are facing addiction issues or potential addiction issues.

There are more than 15 million active addicts and alcoholics in the country now. And so if we reach 15 million people, our business will sustain itself nicely over time. So , I think so. Kind of work that you're doing will help us for that work.

Gregory Anne: I'm happy to help. And I am going to make use of your R W 20 and get some of these products and give him a try.

Thomas, thank you so much for your time, all the information. I love what you're doing. Just a wonderful way to position a natural product so that those people can hear it.

I know that you will be touching people's lives and changing them. So thank you very much for all you do Thomas.

Thomas White: Oh, you've been so gracious. Thank you for, for having me, Greg. And it's, it's been such a pleasure.

Gregory Anne: People I'll see you next week.

Thank you very much for listening. Take care till then.